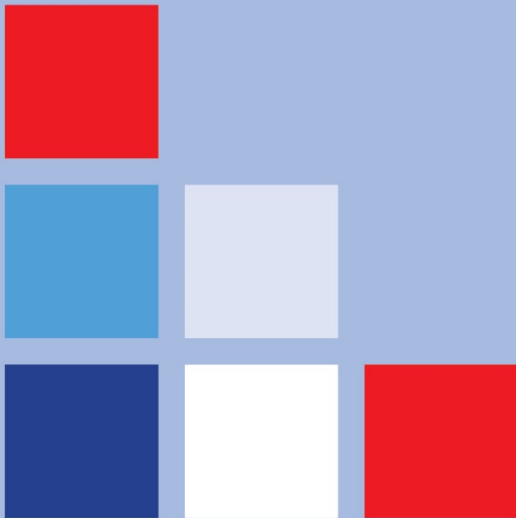


INDIAN INSTITUTE OF TECHNOLOGY BOMBAY –
WASHINGTON UNIVERSITY IN ST. LOUIS
CORPORATE NETWORK

CORPORATE LEADERS CONCLAVE





Washington University in St. Louis

OLIN BUSINESS SCHOOL

EXECUTIVE PROGRAMS

Executive Development: **EMBA** in India and Asia

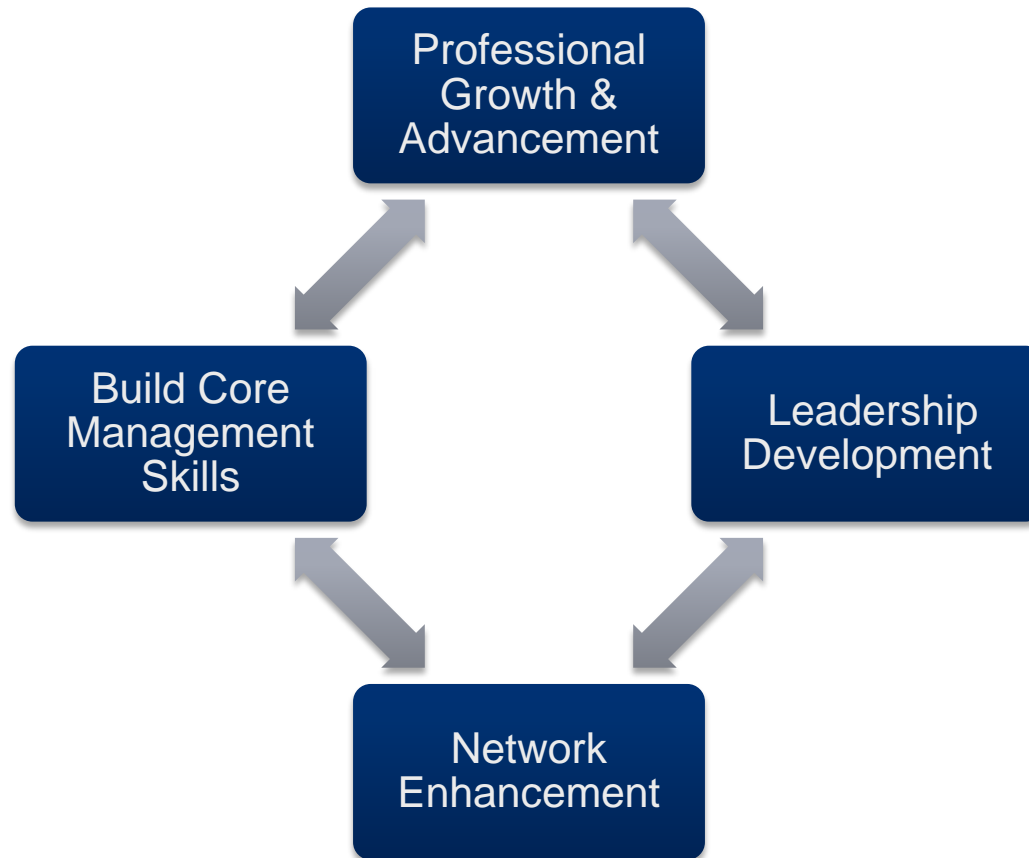
Mahendra Gupta

Dean, Olin Business School

ST. LOUIS | KANSAS CITY | DENVER | SHANGHAI

DEFINING **LEADERS**,
REDEFINING **LEADERSHIP**

The Value of Executive Development: Building Management Expertise and Leadership Ability



Key Clients for Executive MBA

- Corporate
 - Organizational Development
 - Talent Management
 - Succession Planning
- Individuals
 - Entrepreneurs
 - Professional w/Individual Contributor Backgrounds (e.g., Physicians, Attorneys, Scientists, Engineers, etc.)

Executive MBA at Olin

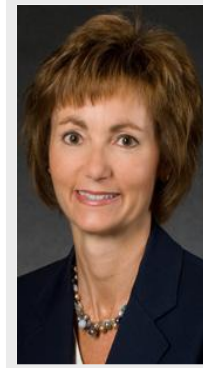
- Founded 1983: 30 years of defining leaders and redefining leadership
- Mission: Develop executive leaders for advancement & impact regionally, nationally & globally
- 2407 alumni, including over 500 from the Shanghai cohort
- National and global expansion via Shanghai, Kansas City & Denver
- **Recent Rankings**
 - #2 Worldwide Executive MBA (*Wall Street Journal*)
 - #6 Worldwide Executive MBA (*Financial Times*)
 - #14 Executive MBA in the US (*US News & World Report*)

IMPACT: Distinguished Olin Alumni Before and After the Olin Executive MBA



Mike Crews, MBA
CFO, Peabody Energy

Formerly: Director of Financial Planning, Peabody Energy



Shelley Lavender, MBA
VP & GM Global Strike Systems, The Boeing Co.

Formerly: Program Manager, The Boeing Co.



Carl Casale, MBA
CEO, CHS Inc.

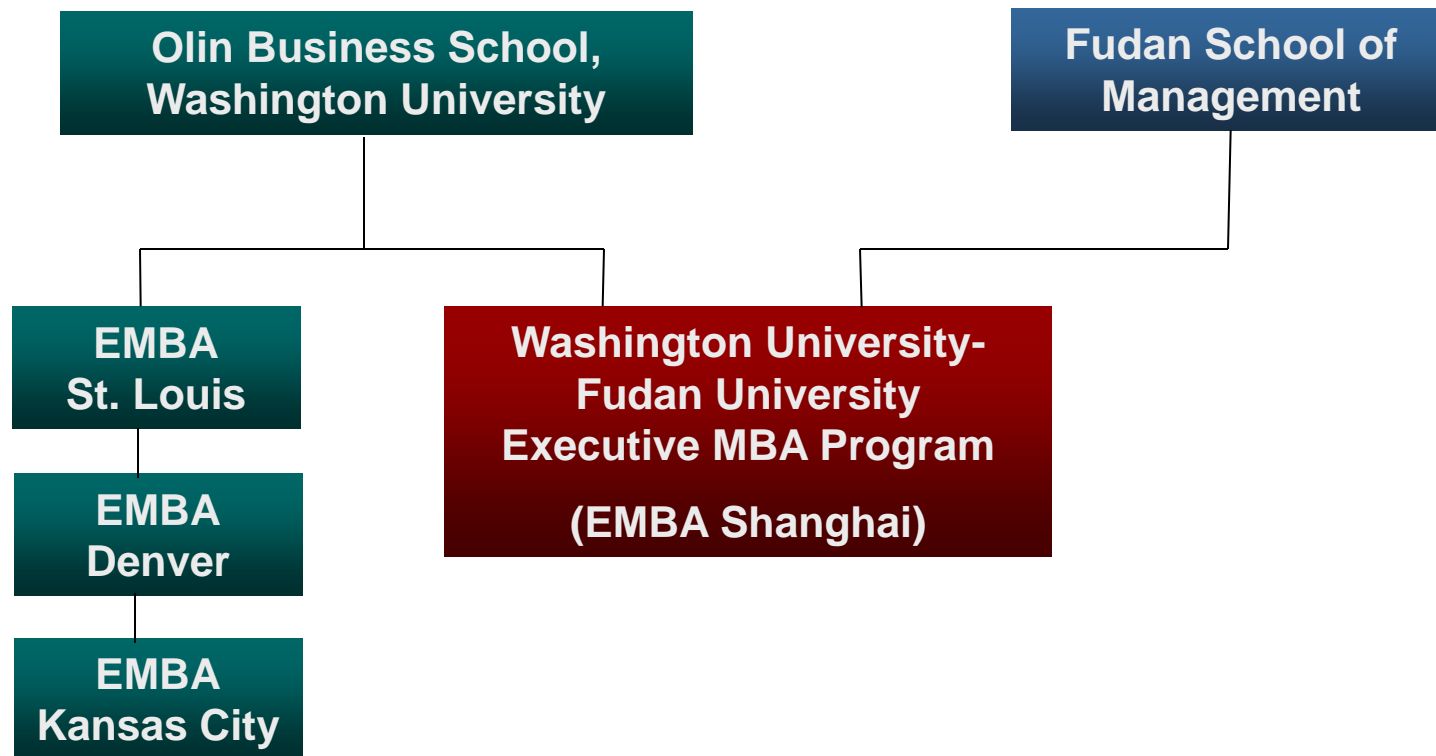
Formerly: Director of Marketing, Ceregen (Monsanto Subsidiary)



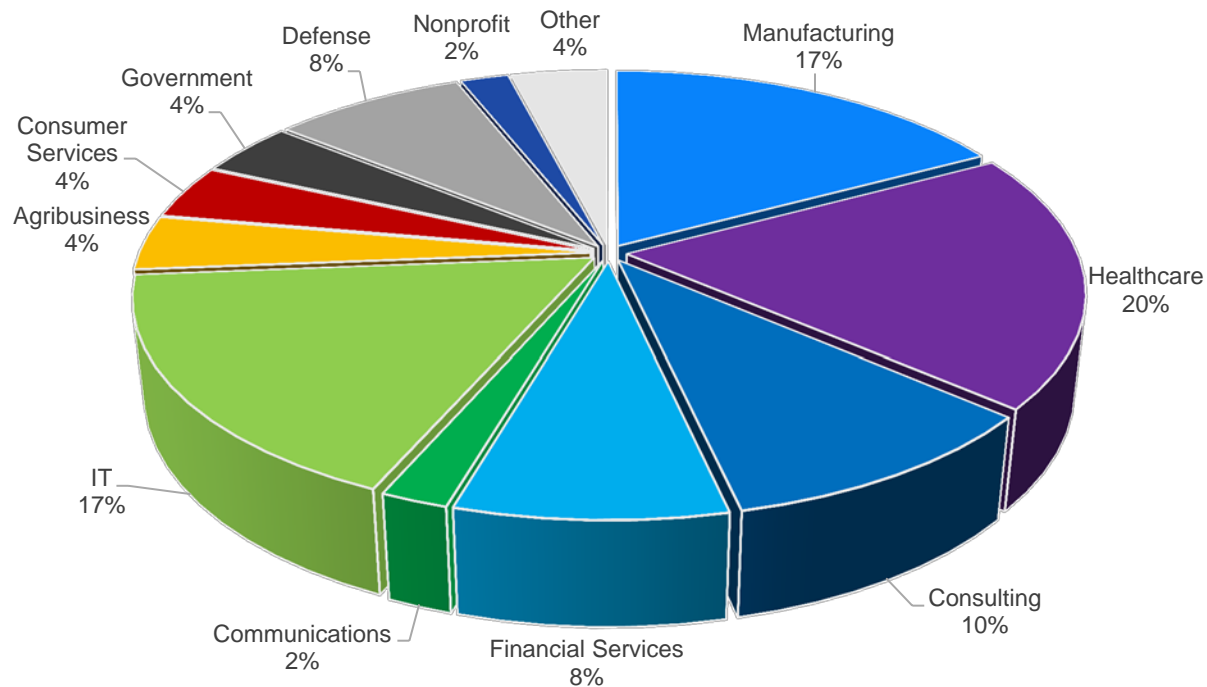
Joe Baudo, MBA
COO, Summit Steel Corporation

Formerly: Brokerage Account Executive

STRUCTURE: Our Executive MBA Offerings



EMBA United States: Represented Industries



General Demographic Highlights

	US Cohort Spring 2013	US Cohort Fall 2013	Shanghai 2012 Cohort
Enrolled Students	63	52	54
Companies represented	49	46	49
Average age	39	38	38
Average years work experience	13	15	17.1
Average years management experience	8	11	10.7

Olin in Shanghai



復旦大學

Overview

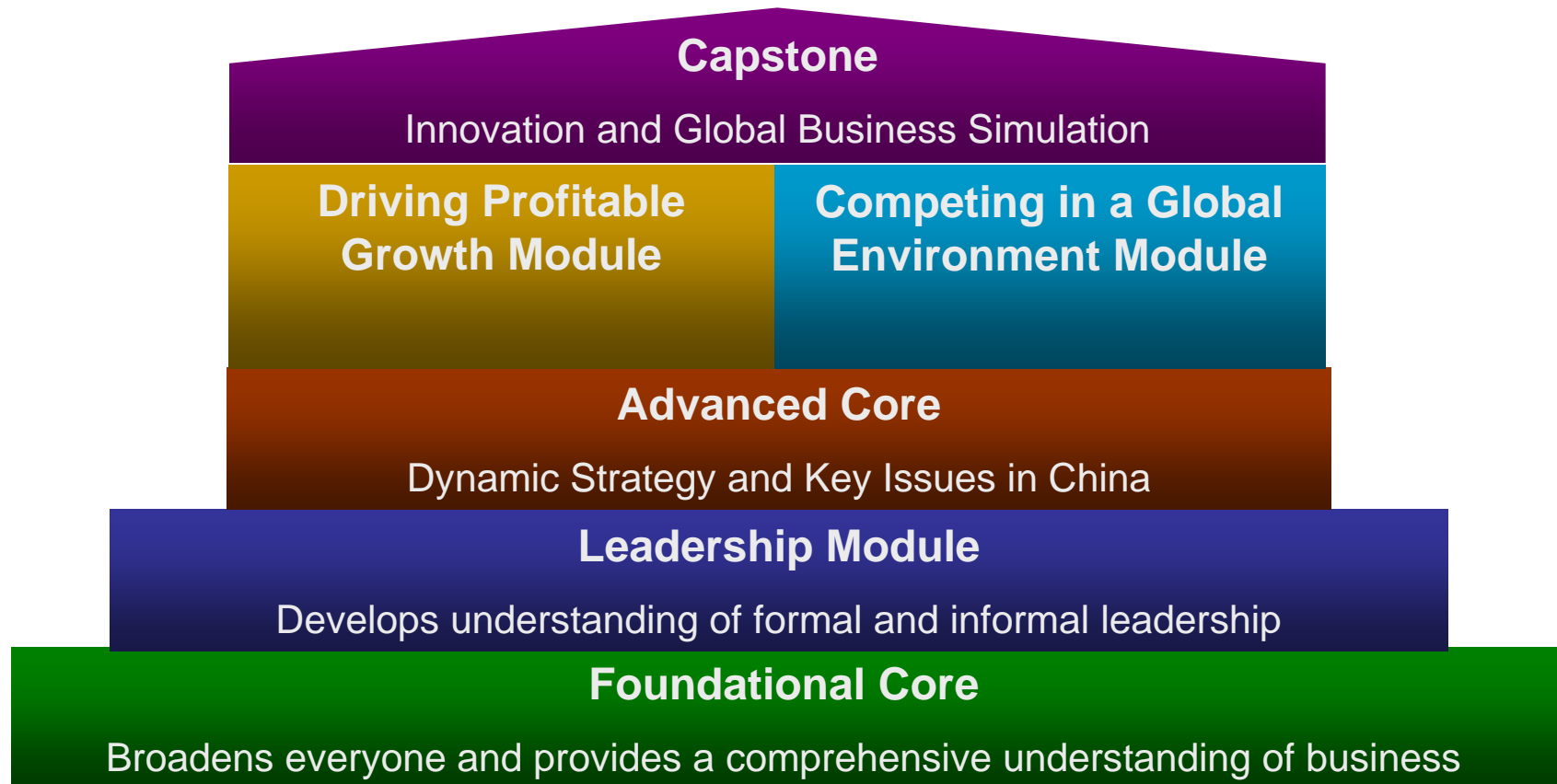
- Joint venture between Washington University and Fudan University
- In operation since 2002 with over 500 alumni
- Ranked 6th world wide by Financial Times in 2012
- English language program



Program Highlights

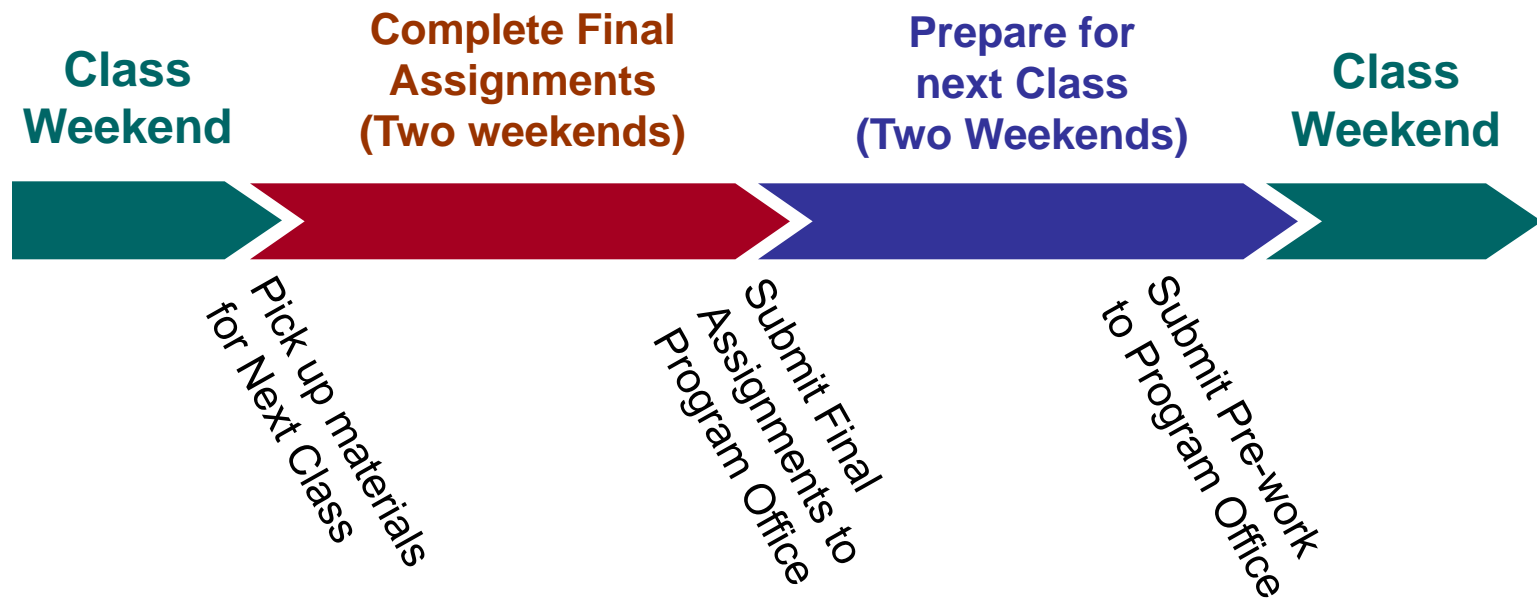
- One intake per year
- Focused on directors, general managers, Asia responsibilities
 - Working for MNCs
 - Local Chinese 64%
- Monthly four-day meetings (Friday to Monday) for 17 months in Shanghai
- International exposure built into the program:
 - Joint classes with our US program twice in Shanghai
 - A two-week International Residency in St. Louis
- Graduates receive an MBA from Washington University in St. Louis
 - Graduates also receive a participation certificate from the School of Management at Fudan University
 - Graduates are alumni of both partners

Curriculum Structure



Typical Course Cycles in Shanghai

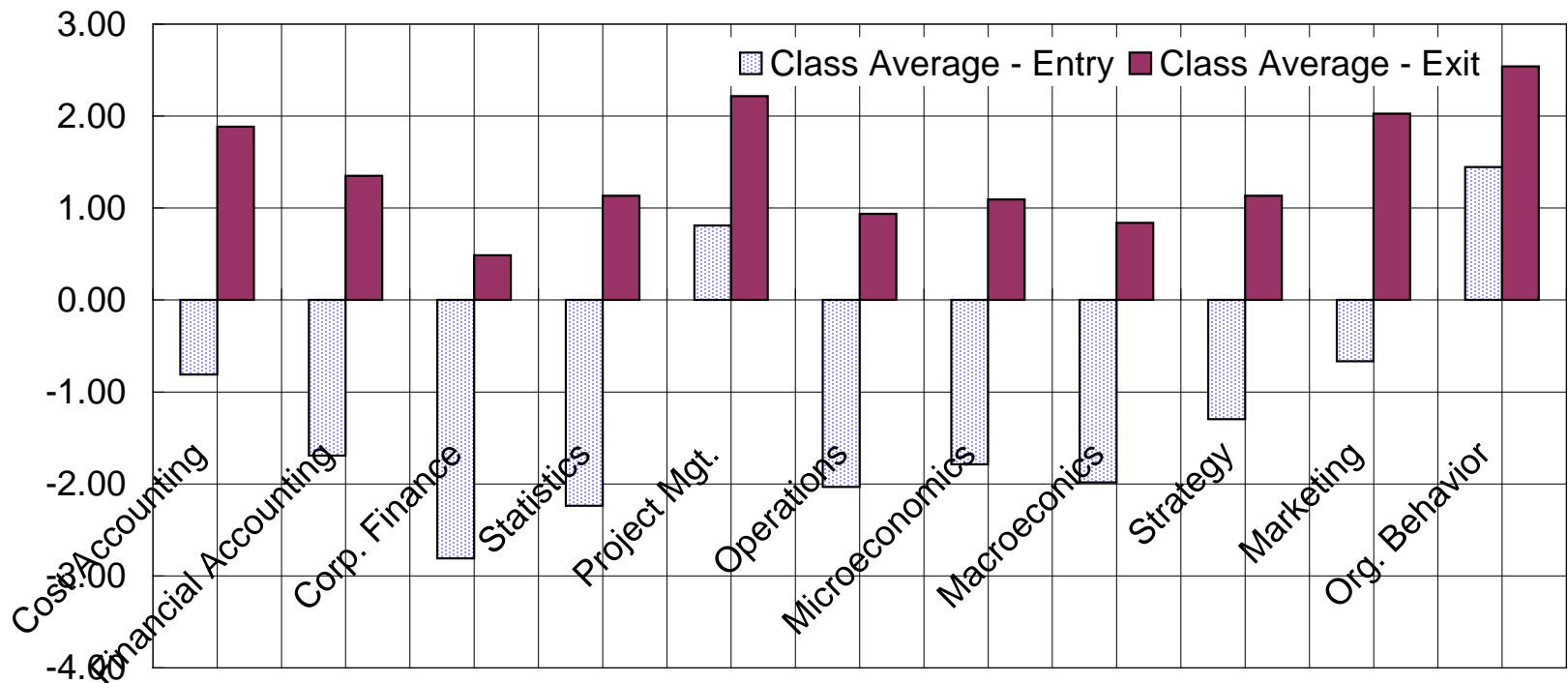
Class Weekend Lifecycle



On average, students report spending 8 hours per week preparing for class weekends and completing assignments

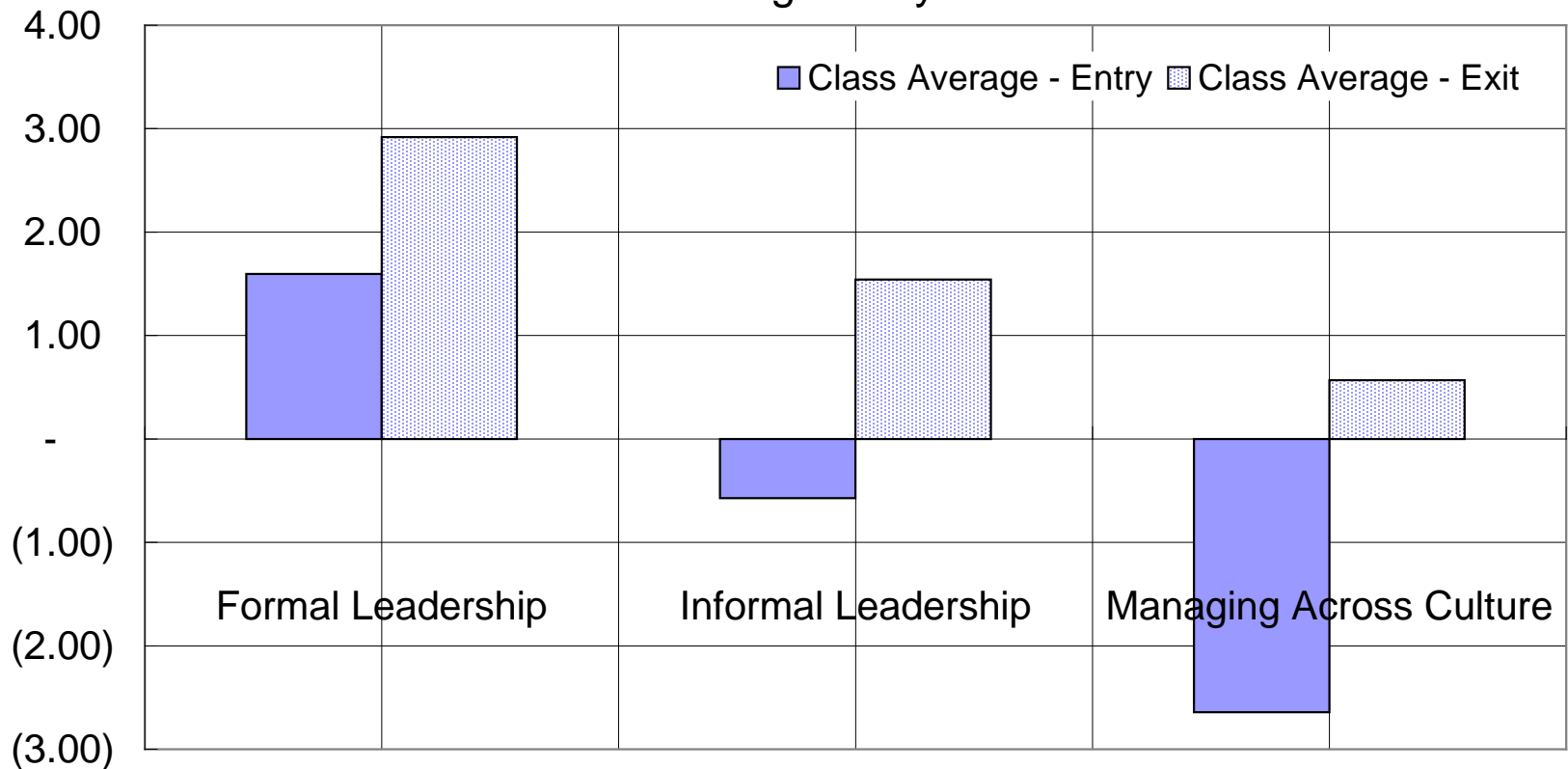
Foundational Core: Learning Outcomes

Self-Reported Functional Area Skills Proficiency Class 7 Average Entry & Exit



Management & Leadership: Learning Outcomes

Self-Reported Leadership Proficiency
Class 7 Average Entry & Exit



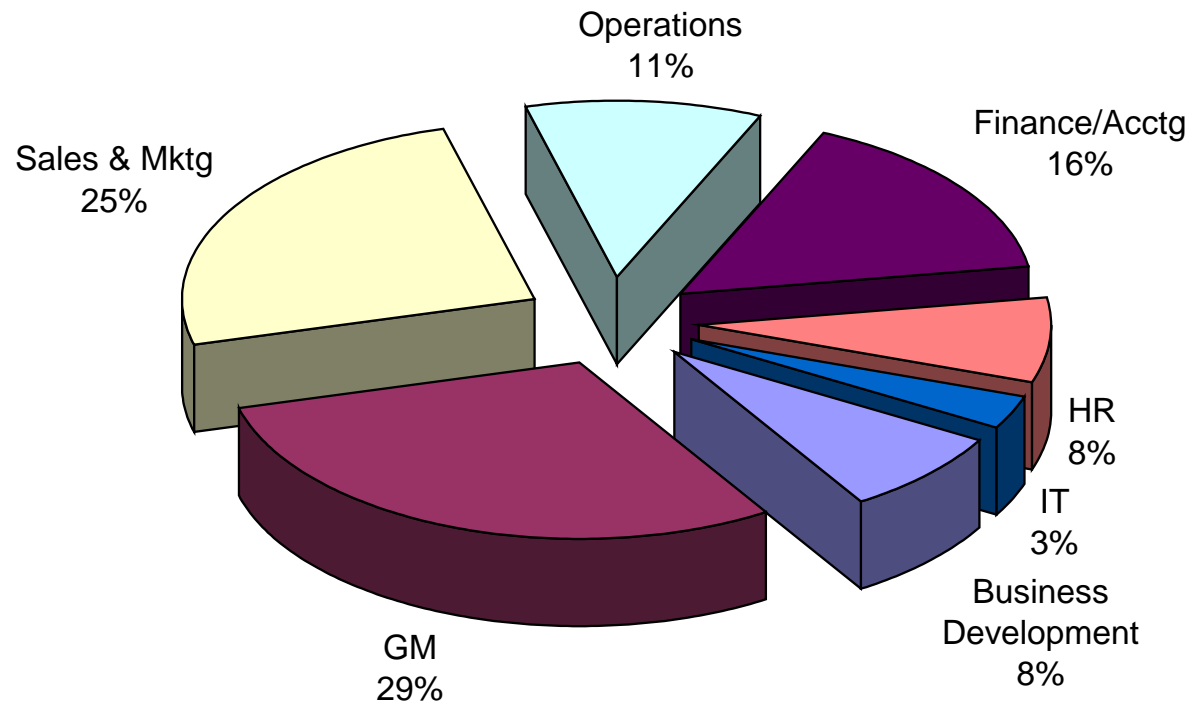
Why EMBA in India?

- Increasingly significant global player
- Attractor for multinationals
- Young talent pool
- Relatively few competitors
- A great partner: SIMSOM, IIT-B

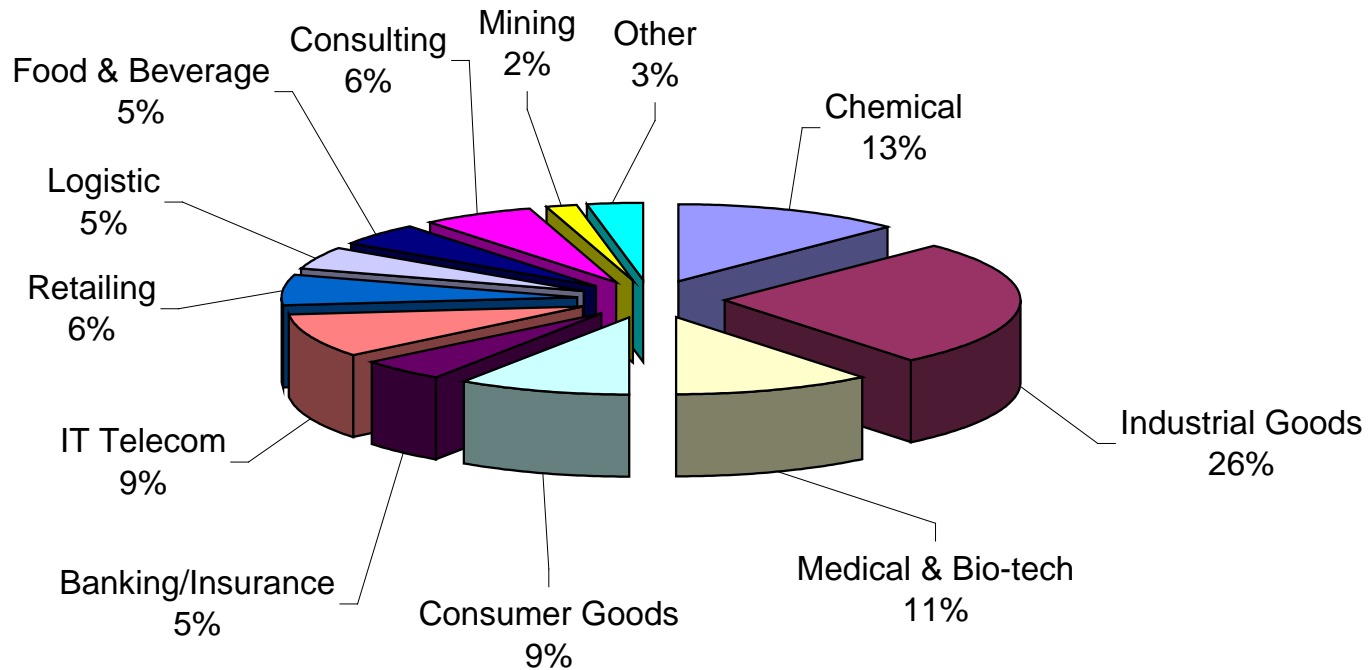
Potential Challenges to Manage

- Geographical Distance (13,247.4 km, 18 hours travel, +11.5 GMT)
- Newness, Cost Disparity/Affordability in Mumbai
- Faculty Resources Stretch, Logistics
- Regulatory and Internal Approvals
- Slowing Asian GDP growth rates

EMBA Shanghai: Class Professional Makeup



EMBA Shanghai: Represented Industries



Indicators for Success

- Providing a talent development and succession planning resource
- Access to globally renowned research
 - Applied teaching that impacts individuals and businesses immediately
- Opportunities for full-time students to engage in practicums to help drive local business
- Transforming impact for participants, their companies and their communities

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