



Business Case for Corporate Investment in MBA Training

The Executive MBA is the perfect 'next step' if you wish to develop your business acumen, leadership and management skills to enable you to move to the next level. It is also an ideal springboard if you are considering a career change.

You will benefit both personally and professionally. You will bring new ideas and fresh thinking back to your work place. During the programme you will continue to work, meaning that all your new skills, knowledge and motivation are transferred back into your organisation after every module.

The Executive MBA course is intense and you will need the support and commitment of your employer.

Why invest in me?

Prepare a business case outlining your key contributions; include deadlines met, targets achieved, improvements made and any other achievements.

- Develop short, medium and long-term goals linked to the business objectives.
- Relate to your current role by identifying relevant topics and/or modules on the programme. Map the progression route as set out in your Personal Development Plan (PDP).
- Demonstrate how your new skills and knowledge will have a positive impact on the organisation with knowledge sharing.
- You will develop relationships with other professionals to build professional networks.

Why choose UCD Michael Smurfit Graduate Business School?

UCD Michael Smurfit Graduate Business School is a global leader in business education. Since 2000 our Executive MBA is the only one in Ireland that is included in the Financial Times Global Top 100 MBA Rankings. UCD Smurfit School also holds triple accreditation from the US (AACSB), European (Equis) and UK (AMBA) accrediting bodies.

- One of the keystones of our reputation is the quality and expertise of our 100 strong and internationally diverse faculty.
- You will connect with a lifelong network of over 30,000 postgraduate business alumni and 3,500 MBA alumni located around the world. Industry links exist between the school with national and global organisations.
- You benefit from team and project based learning which allows you to draw on the knowledge and expertise of your classmates (average 12 years practical experience). This contributes to an enriched learning experience, while developing fresh insights and problem-solving skills.
- The global modules and international orientation are critical for operating in today's worldwide business environment.
- A tailored leadership development programme is a central pillar of the UCD Smurfit Executive MBA which focuses on developing 'soft' skills to manage the 'self' and others.

What impact and gains can employers expect?

At its very simplest, the Executive MBA will enable you to do a better job in your current role. You will be prepared for new responsibilities and equipped to make a more effective contribution to your organisation.

Through the Leadership Development Programme you will make a positive impact on your team and your colleagues.

- The practical-academic blend of the Executive MBA is devised and taught by a mix of business experts and academic thinkers, ensuring an injection of 'fresh thinking' into your organisation.
- There is access to expert advice, cutting-edge research and valuable business contacts from a wide variety of sectors/industries and geographies.
- Students form a greater understanding of the complexity of modern business challenges. You are better equipped to make informed decisions which can have cross functional impacts.
- We know our graduates make considerable contributions to their organisations. They tell us that they are more confident, more valuable in meetings, calmer, more efficient and better able to relate to and communicate with co-workers in other functions.
- The programme helps employers in their investment in managerial development. It supports the development of high potential employees and succession planning strategies.

What support do I need?

- Study leave is necessary to complete assignments, project work and to attend classes each week. This is usually given in addition to leave or holiday entitlements.
- Ask to shadow a colleague or work in a different area of the organisation to underpin study topics.
- Full or partial sponsorship can be provided to cover tuition fees. You may be asked to sign a retention agreement. This will oblige you to remain with your organisation for a number of years in return for sponsorship. Only agree to this if you are comfortable doing so
- Explore performance-based sponsorship which is dependent upon completion of a module and/or achievement of specific grades.

Next Steps:

- Identify the decision-maker for graduate education sponsorship or speak to your line manager.
- Schedule a meeting allowing sufficient time for a discussion. Give adequate time before internal deadlines.
- Present a solid business case for the investment, balancing the costs and benefits.
- Highlight your own investment in terms of time and commitment and your continued commitment to your job.
- Have a plan as to how your workload might be handled around key exam times, how you are going to manage your deadlines and fulfilling your commitments during your time off.

An Executive MBA and a challenging job go hand-in-hand. One informs and improves the experience of the other.

We are here to help you take the next step, talk to us today on +353 1 716 8862 or email fiona.butler@ucd.ie