Create your success, moment by moment

FULL-TIME MBA PROGRAM
Earning an MBA provides a rare opportunity to focus on you: your strengths, your goals, your future. Make the most of every moment—inside and outside of the classroom—at the Kelley School of Business.

**Is Kelley the right fit for you?**

At Kelley, you will:

- Find a meaningful career by working one-on-one with a certified coach from Graduate Career Services, ranked #3 in the world by *Financial Times*
- Become a confident leader with personalized leadership development
- Gain real-world experience in your industry through innovative Academies and learn from inspiring professors who’ve worked in your field
- Consult with small companies in emerging economies to gain international business experience and create positive social change
- Join a community of students who support you, now and throughout your career

“I was plateauing in my career. Coming in with a biology background, the Kelley MBA program pushed me—to grow, to become a stronger leader, to give back. Now my opportunities are endless.”

—Akhil Anantula, MBA’19, Ashburn, VA
Senior Consultant, Mergers and Acquisitions, PwC, New York, NY
KELLEY AT-A-GLANCE 2021 CLASS PROFILE

CLASS SIZE
135

33% WOMEN
24% MINORITIES
36% INTERNATIONAL

UNDERGRADUATE MAJORS

Science & Engineering 39%
Business Administration 33%
Social Science & Humanities 22%
Other 6%

WOMEN

MINORITIES

INTERNATIONAL

AVERAGE AGE
29

AGE RANGE
23–40

AVERAGE YEARS OF FULL-TIME WORK EXPERIENCE
5.6

STUDENTS WITH FULL-TIME WORK EXPERIENCE
99%

IT’S YOUR MBA—MAKE IT WHAT YOU WANT.

At Kelley, we’ll work with you to help you choose the coursework that fits your goals. You’ll pair your major with a career-focused first-year Academy with options (page 9) to customize your skills.

The five bolded majors are STEM-designated by the US government, reflecting the curriculum’s focus on analytics, technology, and data-driven decision-making.

Majors and Minors:
- Business Analytics (STEM)
- Entrepreneurship and Corporate Innovation
- Finance (STEM)
- Management
- Marketing (STEM)
- Strategic Analysis of Accounting (STEM)
- Supply Chain and Operations (STEM)
- Self-designed major

Customizations:
- Certificates:
  - Global Business Achievement
  - Product Management
  - Social Entrepreneurship
- Joint MBA
  - JD/MBA
  - MBA/MA in Area Studies
  - MBA/MS in Information Systems

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“I’ve learned so much about what it means to be a servant leader. I’ve had the opportunity to mentor first-year MBAs and learn from some of the most distinguished executive coaches in the country. Servant leadership is all about ‘leading from behind’ and focusing on the growth and development of others.”

– Joseph Dilworth, MBA’20, Yarmouth, ME
Associate Brand Manager, Conagra Brands, Chicago, IL

Learn more about majors and minors on our website: gokelley.iu.edu/mbamajors
Me, Inc.
Your Kelley education formally kicks off with Me, Inc., a two-week orientation program filled with intense career development and team-building activities. You’ll work with our career coaches to build a strong resume and develop a personal brand that will set you apart when it counts. As you progress through Me, Inc., you’ll take a scientific approach to gain a deeper insight into yourself and use that to better identify the right professional fit for your skills and personality. You’ll start your MBA knowing who you are, what you want to accomplish, and what opportunities await you.

Integrated Core
Your first semester will be intense—and endlessly valuable. Nine of our best professors jointly lead the Integrated Core and provide you with a foundation in business. You can expect to change the way you think about business and build lasting bonds with your team members.

Summer Pre-Work
Before you arrive in Bloomington, Indiana, it’s helpful to reflect on the experiences that have led you here. Over the summer, you’ll complete a series of online exercises that help you better understand where you’ve been, where you want to go, and how you will get there. These exercises will help you build a foundation necessary to hit the ground running—before you’ve even taken your first class.

Jump Start
You don’t need a business background to be a successful MBA student. Our professors teach Jump Start, an optional weekend intensive intro to business fundamentals, immediately prior to orientation. Take it, and feel confident when you start the Integrated Core in the fall.

“I framed my vision board from Me, Inc. and put it up in my apartment. That exercise allowed me to take a step back and understand how events and hardships in my life have shaped my outlook and goals. It created the pathway to my career aspirations.”

–Tony McNeal, MBA’19, Kinston, NC
Financial Leadership Development Program, AT&T, Dallas, TX
**CURRICULUM OVERVIEW**

**1ST SEMESTER**

**1ST SEVEN WEEKS**
- Integrated Core
  - Business Communication
  - Critical Thinking
  - Economic Foundations
  - Finance
  - Financial Accounting
  - Marketing
  - Operations Strategy
  - Quantitative Analysis for Business Decisions
  - Strategic Management
- Professional and Career Development
- Academy Fridays

**2ND SEVEN WEEKS**
- Integrated Core (Core topics continued)
- Professional and Career Development
- Academy Fridays

**2ND SEMESTER**

**1ST SEVEN WEEKS**
- Strategic Cost Analysis and Control
- Elective #1
- Elective #2
- Elective #3

**2ND SEVEN WEEKS**
- Business Law and Ethics
- Elective #4
- Elective #5
- Elective #6

**3RD SEMESTER**

**1ST SEVEN WEEKS**
- Elective #7
- Elective #8
- Elective #9
- Elective #10

**2ND SEVEN WEEKS**
- Elective #11
- Elective #12
- Elective #13
- Elective #14

**4TH SEMESTER**

**1ST SEVEN WEEKS**
- Elective #15
- Elective #16
- Elective #17
- Elective #18

**2ND SEVEN WEEKS**
- Elective #19
- Elective #20
- Elective #21
- Elective #22

**INTEGRATED CORE**

“The Core pushes you, for sure. Everyone is being challenged, and everyone wants you to succeed. You study so many different functions of business—it’s incredible to look back and see how much you’ve learned.”

– Yazmin Nava, MBA’18, Detroit, MI

Global Insights Manager, Google, Detroit, MI
GET HANDS-ON EXPERIENCE IN YOUR FIELD.

What’s an Academy?
You can think of our innovative Academies as a bridge between what you’re learning in your courses and how you’ll apply it during your internship and career. Academies provide profound professional development, and enable you to discover where your strengths and interests fit in business.

Academy activities include networking opportunities, company visits, industry speakers, advanced coursework, and real-life company-based consulting projects.

First-Year Academies (required)
• Business Marketing
• Capital Markets
• Consulting
• Consumer Marketing
• Strategic Finance
• Supply Chain and Digital Enterprise

Second-Year Academies (optional)
• Entrepreneurial Innovation
• Leadership

Academy PLUS Life Sciences (optional)

Your Academy Team
• Academy director—an expert in your field
• Career coach—a guide for recruitment and growth
• Peer coach—a second-year MBA who’s been there

Which Academy is for you? Watch an overview and videos on each Academy at gokelley.iu.edu/kelleyacademies

“...”

–Jennifer Solomon, MBA’19, Northport, NY
Experienced Commercial Development Program Associate, GE Appliances, Louisville, KY
FIND A MEANINGFUL CAREER AT A COMPANY YOU LOVE.

More than 300 companies recruit Kelley graduate students each year—and not just through interviews. From your first weeks on campus, you’ll have opportunities to meet recruiters from top firms during networking nights, class activities, and career development functions.

Hiring Companies

This is just a sample of the companies that have hired Kelley MBAs in the last two years. Learn more about employment statistics and career outcomes at gokelley.iu.edu/kelleycareers.

- 3M
- Abbott Diabetes Care
- Abbott Nutrition
- Accenture
- AHF
- Akzo
- Amadeus
- Amazon
- American Express
- American Integrity Insurance
- Ameritas
- Ancestry
- Anheuser-Busch
- Anthem
- AT&T
- Avant Energy
- Bain & Company
- Banesco
- Bank of America
- Barclays
- BASF
- Boston Consulting Group
- Caesars Entertainment
- Capital One
- Chevron
- Coca-Cola
- Coors
- Colgate
- Conagra
- Corteva Agriscience
- Cricut
- Cummings
- CVS Health
- Danone
- Dell
- Delta Air Lines
- Delta Air Lines
- Direct Supply
- DISH
- Dow
- Dr Pepper Snapple Group
- Duke Realty
- DuPont
- E. & J. Gallo Winery
- Eaton
- Ecolab
- Edward Jones
- Emerson
- Exeqity
- Express Scripts
- Exxon
- EY
- FanchCan
- FCA
- FedEx
- Fintech Credit Innovations
- Fiserv
- FMI Corporation
- Ford
- Forge
- Garber
- GE
- GE Appliances-Haier
- General Mills
- Goldman Sachs
- Google
- Grainger
- Guggenheim Securities
- Hertz
- Highmark Health
- Hills
- The Home Depot
- Humana
- Hyatt
- Infosys
- Intel
- Intuitive Surgical
- Invenergy
- IU Health
- Johnson & Johnson
- JPMorgan Chase
- Kalypsy
- Kellogg
- KPMG
- The Kraft Heinz Company
- Lencia
- LendingTree
- Lilly
- McKesson
- MyKines
- MyCompany
- Medtronic
- Merrill
- MGM Resorts International
- Microsoft
- MF Materials
- Nationwide
- Noodle
- Oppenheimer & Co.
- Owens Coming
- Pepco
- Pfizer
- PoshOne
- Procter & Gamble
- PwC
- RackSpace
- RBC Royal Bank
- RB
- Ruiz Foods
- Schneider Electric
- SCM Connections
- Scotts
- ShopCore Properties
- Siemens
- Simon-Kucher
- Sprint
- Starbucks
- Take2
- Terrafugia
- Tesla
- Thyssenkrupp Elevator
- Tyson
- United Airlines
- U.S. Cellular
- Verizon
- Wacht
- Wendy’s
- Westmore Partners
- Whirlpool
- Xilinx
- Zendesk
- ZS Associates
- Zurich Insurance

EMPLOYMENT STATISTICS: CLASS OF 2019

Base Salaries by Function

<table>
<thead>
<tr>
<th>% of Graduates</th>
<th>Median</th>
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<tbody>
<tr>
<td>Consulting</td>
<td>29%</td>
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<tr>
<td>Finance/Accounting</td>
<td>19%</td>
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<td>General Management</td>
<td>12%</td>
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<td>Marketing/Sales</td>
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Base Salaries by Industry

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<td>Financial Services</td>
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<td>Healthcare (including Products and Services)</td>
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REGIONAL BREAKDOWN OF FULL-TIME JOB OFFERS

- **MID-ATLANTIC**: 3%
- **MIDWEST**: 46%
- **NORTH EAST**: 12%
- **SOUTH**: 7%
- **SOUTHWEST**: 13%
- **WEST**: 15%
- **INTERNATIONAL**: 5%

#3 IN THE WORLD FOR CAREER SERVICES

Financial Times, 2020

**MEDIAN SIGNING BONUS**

$20,000

**MEDIAN SALARY**

$114,000

**GRADUATE CAREER SERVICES**

FIND A MEANINGFUL CAREER AT A COMPANY YOU LOVE.

EMPLOYMENT STATISTICS: CLASS OF 2019

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GLOBAL EXPERIENCES

Today’s fast-paced global market will require you to navigate the complexities of many cultures. Students who participate in the Global Business and Social Enterprise (GLOBASE) program at Kelley gain valuable experiences in global leadership before they graduate.

Your GLOBASE experience has the potential to change people’s lives—including your own. Consulting with small companies in emerging economies will test your adaptability, strengthen your leadership skills, and deepen your understanding of local business culture.

GLOBASE: 5 Things to Know

1. It’s an optional elective.
2. Teams consist mostly of first-year MBAs, with second-year MBA leaders, a Kelley professor, and a Kelley staff member to guide them.
3. Teams are paired with small businesses, entrepreneurs, and nonprofits in countries across the globe.
4. Students consult with the client remotely for seven weeks in the spring semester.
5. Project culminates with a week in-country working directly with the client, followed by a week of optional travel over Spring Break.

In addition to GLOBASE, Kelley offers longer-term study abroad experiences on six continents. Learn more: gokelley.iu.edu/globalexperiences

GAIN INTERNATIONAL EXPERIENCE AND CREATE POSITIVE CHANGE IN THE WORLD.

DIVERSITY AND INCLUSION

DIVERSITY DRIVES EXCELLENCE—IN BUSINESS AND AT KELLEY.

The Kelley MBA program is committed to increasing gender and ethnic diversity in business, as well as fostering a close-knit community built on mutual respect.

Diversity Champions
These students partner with the diversity and inclusion leadership in the MBA office to help with diversity initiatives and enrich the program’s inclusive learning environment.

The Consortium
As one of three founding schools of The Consortium, Kelley strives to enhance diversity in business education by increasing representation of African Americans, Hispanic Americans, and Native Americans.

- Complete the application at csrn.org to be considered for fellowships covering full tuition.

Forté
At Kelley, we empower women to become business leaders. As a Forté member school, we award multiple Forté Fellowships for full or half tuition.

- No need to apply—female applicants will automatically be considered. Learn more at fortefoundation.org.

Reaching Out MBA
Kelley fully supports ROMBA’s mission to educate, inspire, and build connections among LGBTQ+ MBAs, business leaders, and corporate partners.

- Learn about Reaching Out MBA fellowships at reachingoutmba.org.

“Kelley MBA community celebrates and embraces all cultures. Everyone—students, professors, staff—wants to learn more about you, and also share their experiences with you.”
– Jose Grasso, MBA’19, Caracas, Venezuela Associate, Banesco USA, Miami, FL

KELLEY COMMUNITY
THESE PEOPLE WILL BECOME YOUR FAMILY.

Student clubs connect you with like-minded people, build your network, and provide opportunities to lead. Whether you’re a foodie, veteran, parent, or all three, you’ll find a close-knit community to call your own.

The student-led MBA Association facilitates effective communication between the MBA administration and the student body, and works toward a shared vision. The MBAA also oversees student activities and clubs.

Active Clubs:
- Affiliation Clubs: Asian MBA Association, Association of Women MBAs, Black MBA Association, Jewish Association of MBAs, Kids, Latino MBA Association, Out@Kelley, Partners, Veterans
- Affinity and Interest Clubs: Adam Smith Society, Beer, Food, Golf, Human Capital, Luxury Marketing, Outdoors, Soccer, Wine

You have to find your people—and I found mine at Kelley. The sense of family here is so much stronger than I expected. I feel loved. And my family feels loved.”

–Veronica Nash, scientist, Rome, Italy
Wife of Matthew Nash, MBA’19, and mother to Joseph

Learn more about additional student clubs and organizations at gokelley.iu.edu/ kelleyclubs

KIDS CLUB PLAYDATE, BRYAN PARK

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Wife of Matthew Nash, MBA’19, and mother to Joseph

Plan your visit:
gokelley.iu.edu/visitkelleymba

Bloomington is a quintessential college town with a vibrant, progressive culture. Known for Big Ten sports (go Hoosiers!) and the Little 500 bicycle race, B-town offers something for every Kelley MBA as well as their partners and families. Here are three of our favorites:

1. Authentic Global Food
There are more than 75 international restaurants representing 18 different countries here—how many can you try in two years?

2. World-Class Music
Indiana University is home to the renowned Jacobs School of Music, providing countless performances throughout the year.

3. Outdoor Recreation
Bloomington is lush with trees and natural beauty. Run or walk a trail, hike, kayak, golf, or visit one of our parks.
KELLEY NETWORK

BECOME PART OF THE WORLD’S LARGEST BUSINESS SCHOOL NETWORK.

117,000+
Kelley alumni

712,000+
Indiana University alumni

As a Kelley, you have a powerful global network of business connections to call on whenever you need help in your career. It’s an elite group—Kelley alumni are leaders at top companies and start-ups all over the world.

MEETING WITH KELLEY MBA ALUM

“Kelley connected me with a Kelley MBA grad in my hometown. We met over coffee and she gave me her perspective—then she put me in touch with another alum. Kelley alumni are so eager to help you. They pay it forward.”

—Allison Lawler, MBA’20, Detroit, MI
Human Capital Senior Consultant, Deloitte, Chicago, IL

TAKE THE NEXT STEP.

We encourage you to visit us in Bloomington to discover if Kelley is the right fit for you. If you can’t come in person, reach out to our admissions team or Hoosier Hosts—current student ambassadors—to ask questions.

APPLICATION DEADLINES

<table>
<thead>
<tr>
<th>Deadline</th>
<th>Notification</th>
</tr>
</thead>
<tbody>
<tr>
<td>First</td>
<td>October 15</td>
</tr>
<tr>
<td>Second</td>
<td>January 5</td>
</tr>
<tr>
<td>Third</td>
<td>March 1</td>
</tr>
<tr>
<td>Final</td>
<td>April 15</td>
</tr>
</tbody>
</table>

Consortium Deadlines

<table>
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<tr>
<td>Early</td>
<td>October 15</td>
</tr>
<tr>
<td>Final</td>
<td>January 5</td>
</tr>
</tbody>
</table>

TUITION

Estimated Annual Kelley MBA Expenses for 2020–21

<table>
<thead>
<tr>
<th></th>
<th>Indiana Residents</th>
<th>Nonresidents/International</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$27,865</td>
<td>$51,454</td>
</tr>
<tr>
<td>Mandatory Fees</td>
<td>$2,221</td>
<td>$2,221</td>
</tr>
<tr>
<td>Books and Supplies</td>
<td>$1,950</td>
<td>$1,950</td>
</tr>
<tr>
<td>Total</td>
<td>$32,036</td>
<td>$55,625</td>
</tr>
</tbody>
</table>

Find updated tuition numbers and information about financial aid and scholarships at gokelley.iu.edu/mbainvestment