



**KELLEY**

SCHOOL OF BUSINESS

GO FROM MOMENT TO MOMENTUM

Create your success,  
**moment by moment**

**FULL-TIME MBA PROGRAM**





“Kelley Partners Club and Kelley Kids help my family feel at home in Bloomington. Together our family has found the support we need—from community resources and childcare to fun club activities and small-group meetups at the park. It’s enhanced our overall experience at Kelley to make friends who are there for us, even as I’m working on a full-time MBA.”

—**Andrew Lash, MBA’24, Salt Lake City, Utah**

Brand Management Intern, Proctor & Gamble, Cincinnati, Ohio

Previous career: Advertising, Greater Salt Lake City, Utah

Major: Marketing

## INTRODUCTION

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# Turn defining moments into lasting career momentum.

A former teacher, Beth draws on her passion for learning as she builds her career in educational consulting. Brittany took a chance on an MBA and now has ownership of her life for the first time. As Josh transitions from the military, he still doesn’t know what he wants to do “when I grow up,” so he accepted a position that indulges his different interests. In the coming pages, Kelley Full-Time MBA students discuss the impact of both a supportive, tight-knit community and transformational career development that you won’t find in other top graduate programs.

- Summer professional development, Jump Start, and Me, Inc. **prime you for success** before classes even begin.
- Our Integrated Core curriculum and a range of majors and minors—many STEM-designated—and dual degrees provide **unparalleled options to customize your MBA**.
- Career Foundation Academies **challenge you, broaden your skill set**, and set you up for a successful internship.
- Certified career coaches, peer mentors, and a community committed to your success **support you at every step—and in key decision-making moments**. And this community includes a global alumni network more than 127,000 strong.
- Experiential learning offerings, such as Academy projects and GLOBASE, **expand your learning and opportunities for success** through real-world experiences and insights.

You’ll also learn about the **return on investment** the Kelley MBA program offers. If you can see yourself in these pages, **take the next steps**: talk with our students and staff to find out more, or go ahead and apply to our program.

**Opposite page: Andrew chose the Kelley Full-Time MBA to get where he wanted to go in his career—from advertising to brand management. His wife and two-year-old support him every step of the way. Having them in Bloomington—along with flexible professors and classmates—gives Andrew the motivation and drive to achieve his goals and more.**





“It took me a long time to believe that I truly belonged here—a Latina attending a top business school in the US. I hope that others can see Kelley as a place where they, too, can succeed, make friends, and advance their careers.”

—**Thai Gun, MBA’23, Belo Horizonte, Brazil**  
Pathways Operations Manager, Amazon,  
Reading, Pennsylvania  
Previous career: Supply Chain Management and  
Consulting for multinational companies in Brazil  
Majors: Business Analytics; Supply Chain and  
Operations

Thai chose Kelley because of its strong network and employment stats. Early on, though, she questioned whether she truly fit in. When she opened up about her struggles, her career coach connected her with alumni who helped Thai shake her doubts and thrive. As co-president of the Latino MBA Association, she worked with “brilliant, powerful, and fearless team members” to enable prospective Latin American students to see themselves thriving at Kelley.

## KELLEY COMMUNITY

# Surround yourself with support—and friendships.

Your two years with us will change your life. As you work toward your goals, your peers will inspire and lift you. Our faculty will support you. Our alumni will enlighten—and may even hire—you. We call this the Kelley community, and our family extends to your family.

What makes our community so strong? Our students’ shared experiences from day one enable diverse classmates to forge lifelong friendships. Our faculty and staff really want to get to know you and understand what you want to accomplish in your career. Kelley alumni are a constant presence as recruiters, industry experts, and mentors, and through informal connections.

“Economics has always been difficult for me, but a teammate in CORE had a PhD in economics. He would stay with me after class to teach me economics. Marketing and strategy weren’t as intuitive for him, so I had the opportunity to reciprocate. There were student-led study sessions where classmates with backgrounds in traditionally challenging subjects helped facilitate learning. This is typical of the culture at Kelley.”

—Samuel Clark, MBA’23



“I came to Kelley with high expectations about its supportive community—and my expectations have been surpassed. I think the community is as tight knit as you’re going to find in an MBA program and it’s a defining characteristic of the Kelley Full-Time MBA.”

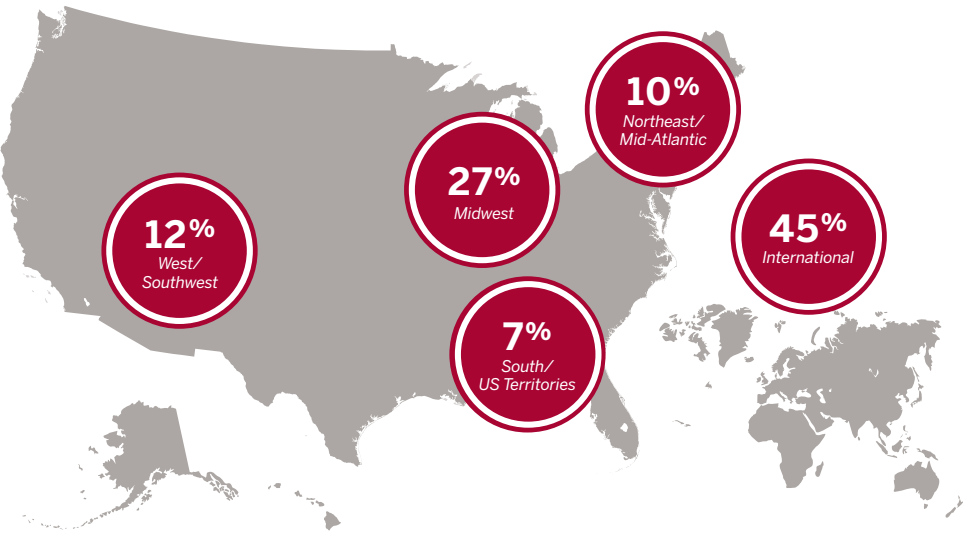
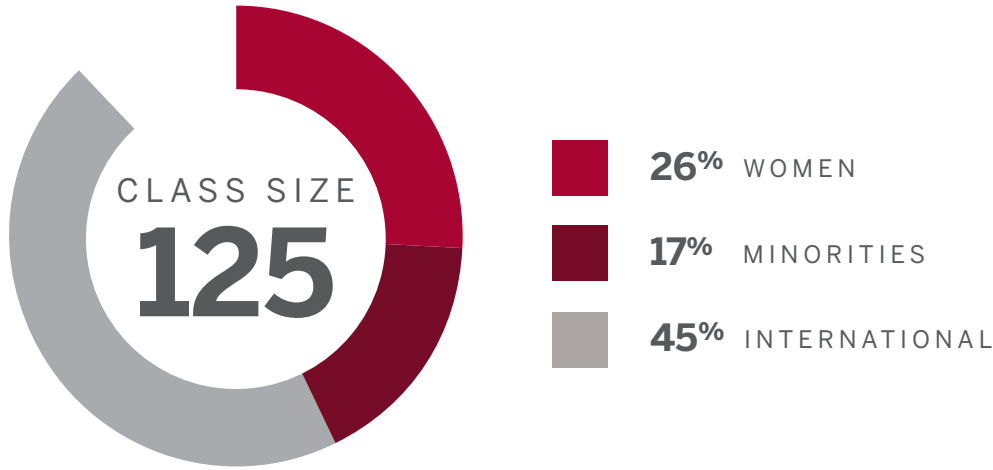
—Josh Kuiper, MBA’23



To learn more, connect with a student  
at [gokelley.iu.edu/talktokelleymba](https://gokelley.iu.edu/talktokelleymba)



2024 CLASS PROFILE



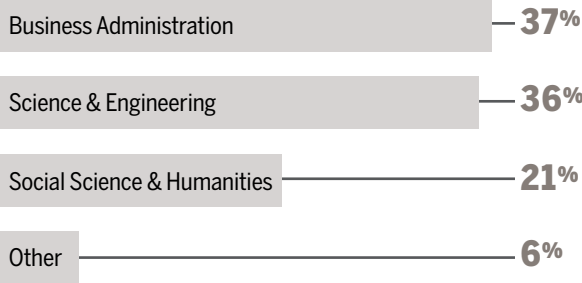
AVERAGE GPA

3.38

AVERAGE GMAT SCORE

685

UNDERGRADUATE MAJORS



AVERAGE AGE

29

AGE RANGE

23–39

AVERAGE YEARS OF FULL-TIME WORK EXPERIENCE

6

STUDENTS WITH FULL-TIME WORK EXPERIENCE

98%

“Kelley’s ROI in financial terms is hard to beat. But acquiring the skills necessary to make an impact was the return that I was looking for and received here at Kelley. I’ve learned and grown so much in just two years. Kelley and the Consortium literally changed my life, and I’m grateful for it.”

—**Samuel Clark, MBA’23, Philadelphia, Pennsylvania**  
Finance Manager, Microsoft, Redmond, Washington  
Previous career: Sales and Account Management, New York Yankees, New York  
Majors: Finance; Business Analytics

Samuel had a great career with the Yankees. His work with clients often touched on business models and budgets, which intrigued him, but he wanted a deeper understanding and more influence. He wanted to be challenged, so he sought an MBA. He chose Kelley simply because it felt like home.





# Begin your MBA with momentum.

You'll experience the Kelley community's commitment to your success before your first MBA course. Specialized programs enable you to take advantage of our unique curricular and networking opportunities from day one.

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



**Me, Inc.—your foundation for success**

Challenging and impactful, Me, Inc. is much more than an orientation program. It's filled with career and leadership development, team-building activities, and an introduction to diversity, equity, and inclusion insights. 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 develop individualized skills that you'll apply throughout your two years at Kelley and beyond. You'll gain a better understanding of yourself and use that to identify the right professional fit for your skills, personality, and values. You'll start your MBA knowing who you are, what you want to accomplish, and what opportunities await you.



“Me, Inc. was an opportunity to center myself and build confidence, define what I wanted to get out of the next two years, and prepare for networking and recruiting. Unique to Kelley, this program sets you up to hit the ground running.”

—Andrew Lash, MBA'24

# Customize your MBA.

**The Core**

You'll begin your Kelley MBA with the intense—and invaluable—Integrated Core curriculum, where Kelley's best professors strengthen your business acumen in finance, marketing, quantitative analysis for business decisions, and other key areas. You'll lean on your Core team as you build your skills in strategy, operations, and communications. You can expect to change the way you think about business and build lasting bonds with your team members.

**Customize your MBA with majors, minors, and more**

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 (detailed on page 10) with options to customize your skill development.

**Majors and minors**

- Business Analytics\*
- Entrepreneurship and Corporate Innovation
- Finance\*
- Management
- Marketing\*
- Strategic Analysis of Accounting Information\*
- Supply Chain Management\*
- Self-designed major

\*STEM-designated by the US government in recognition of the curricular focus on analytics, technology, and data-driven decision-making

**Certificates**

- Global Business Achievement
- Product Management
- Social Entrepreneurship

**Joint degrees**

- JD/MBA
- MBA/MA



Learn more about majors, minors, and customization options at [gokelley.iu.edu/mbamajors](https://gokelley.iu.edu/mbamajors)



“After teaching in public schools for five years, I wanted to advance my career but stay within the education space. Earning a Kelley Full-Time MBA was the best way for me to quickly pivot to a career in educational consulting. Now I’ve landed an internship with EY-Parthenon to work on solutions for the educational community that I value.”

—**Beth Lee, MBA’24, San Diego, California**  
Summer Consultant, EY-Parthenon  
Previous career: Public education, Washington  
Major: Management

**Beth wanted an immersive MBA experience that would prepare her to lead strategic solutions in the education sector. As co-president of Kelley Women in Business, Beth is proud to foster a support system for women pursuing their MBA.**



INDUSTRY-FOCUSED ACADEMIES

# Get ahead with our Academies.

Academies function 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.

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

**Career Foundation Academies (required)**

- Business Marketing
- Capital Markets
- Consulting
- Consumer Marketing
- Strategic Finance
- Supply Chain and Digital Enterprise

**Industry Exposure Academies (optional)**

- High Tech
- Life Sciences

**Skill Development Academies (optional)**

- Entrepreneurial Innovation
- Leadership

“Working with my peers on a real-world business problem let me work as part of a team but in a different setting than I was used to. Equally important was being able to work with Fortune 500 clients in the business world. It provided a holistic learning experience that I consider a defining moment of my MBA experience.”

—Josh Kuiper, MBA’23



Learn more about required and optional Academies at [gokelley.iu.edu/kelleyacademies](http://gokelley.iu.edu/kelleyacademies)





# Gain international experience and create positive change in the world.



Your new career could take you almost anywhere. In today’s fast-paced global market, you’ll be required to navigate the complexities of many cultures.

As a Kelley MBA student, you can develop leadership skills and gain global business experience with **Global Business and Social Enterprise (GLOBASE)**, or study abroad at one of more than 20 institutions worldwide that partner with Kelley.

**GLOBASE: Four things to know**

- 1. It’s designed for impact—on students and clients. Consulting with small companies in emerging economies will test your adaptability, strengthen your leadership skills, and deepen your understanding of local business culture.
- 2. Teams are paired with small businesses and nonprofits in countries across the globe.
- 3. Students consult with clients remotely for seven weeks.
- 4. Teams spend one week in-country in the middle of the course with an option for more travel over Spring Break.

“No matter your background, you’re taking some risk when you pursue an MBA. If you’re someone who’s more risk averse because you grew up low-income, because you struggled financially or with mental health, take that leap of faith and you will be rewarded—at Kelley, you’ll have the support system you need to thrive.”

—**Brittany Bolden, MBA’23, Chula Vista, California**  
Senior Consultant, Deloitte, Los Angeles, California  
Previous career: Higher education management and multicultural affairs, Los Angeles, California  
Majors: Management; Business Analytics

When you live paycheck to paycheck, you don’t quit your job; Brittany believed this. But she also knew she was capable of much more. So, she left her job to pursue a Kelley Full-Time MBA, which appealed to her because of the program’s smaller class size and caring community. After a lifetime of challenges, she’s now charting her own course.





# Coaches, mentors, alumni—we help you prepare for challenges big and small.

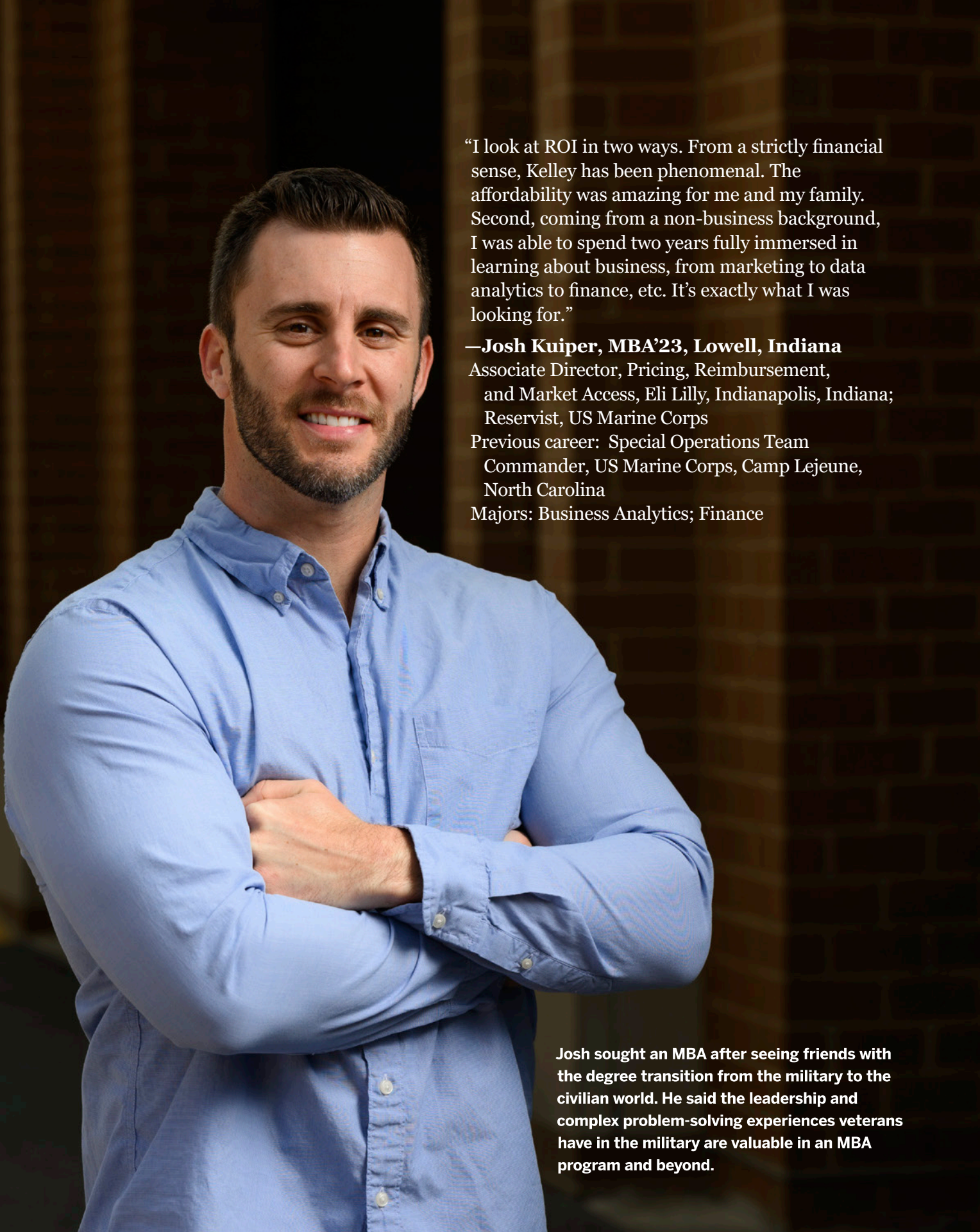
Students often point to their experiences with their certified career coach, academic advisor, and second-year peer coach—and the support of the whole Kelley family in general—as a defining aspect of their time at Kelley. You will, too.

Our coaches and advisors won't tell you what to do, but they listen carefully as you "think out loud" and remind you of what's most important to you and your career. They prepare you to network with confidence. They show you possibilities. Need help preparing for an interview or a coffee chat? You'll always have someone to ask.

Kelley alumni comprise one of the largest living networks of business school alumni, with more than 127,000 worldwide, and their impact on the MBA program is felt from beginning to end. Alumni support and their career and industry insights come in many forms, from responding to students' LinkedIn messages and cold calls, to engaging with students during recruiting events, Academy programs, IU Football tailgate parties, and conferences. Want to know what your career may look like in five years? Ask an alum.

“Initially, networking didn’t feel natural for me. However, after discussing my concerns with my career coach, she introduced me to two amazing Kelley alumni who not only mentored me and provided me with valuable networking tips, but also guided me through the interview process for companies I was interested in.”

—Thai Gun, MBA’23



“I look at ROI in two ways. From a strictly financial sense, Kelley has been phenomenal. The affordability was amazing for me and my family. Second, coming from a non-business background, I was able to spend two years fully immersed in learning about business, from marketing to data analytics to finance, etc. It’s exactly what I was looking for.”

—**Josh Kuiper, MBA’23, Lowell, Indiana**  
Associate Director, Pricing, Reimbursement, and Market Access, Eli Lilly, Indianapolis, Indiana; Reservist, US Marine Corps  
Previous career: Special Operations Team Commander, US Marine Corps, Camp Lejeune, North Carolina  
Majors: Business Analytics; Finance

Josh sought an MBA after seeing friends with the degree transition from the military to the civilian world. He said the leadership and complex problem-solving experiences veterans have in the military are valuable in an MBA program and beyond.



# Find a meaningful career at a company you love.

Companies from across the US 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](http://gokelley.iu.edu/kelleycareers).

3M	Discover Financial Services	Merck
Abbott Nutrition	Dish Network	Meta
Abbvie	DuPont	MetLife
Accenture	E. & J. Gallo	Microsoft
Adobe	Ecolab	Millennium Advisors
AlixPartners	Exxon	Milwaukee Tool
Amazon	EY	Nestlé
Anthem	EY-Parthenon	Nike
Apple	FCA US LLC	Nomura
Archford Capital Strategies	Federal Bureau of Investigation	Novartis
AstraZeneca	Ford Motor Company	Nuveen
AT&T	Fortive	Nvidia
athenahealth	Gartner	Partners Enterprise Capital
Avient	GE Appliances-Haier	PepsiCo
Axiom Consulting Partners	General Mills, Inc.	Pfizer
BAML	General Motors	PPG Industries, Inc.
Barnes & Thornburg	GLOBIS	Procter & Gamble
Bath & Body Works	GoDaddy	PwC
Bayer Business Consulting	Google	Reckitt
Beam Suntory	Helen of Troy-Revlon	Republic Airways
Belden	Helix Biostructures LLC	Republic Services
Biogen	Hill's Pet Nutrition	Rolls-Royce
BlackRock	Humana	Rust-Oleum
BMO	Infosys Consulting	RW Baird
Boston Scientific	Intel	Salesforce
Brunswick	Intuit	Santander
Capital One	Jack Link's	Scotts Company
CapShift	Johnson & Johnson	Seafarer Capital Partners
Cardinal Health	JPMorgan Chase	ServiceNow, Inc.
CBRE	Kalypso	Stellantis
Centene	Kearney	Target
Church & Dwight	Kellogg's	Tennessee Dept. of Treasury
Cisco	Kimball	Turner Mining Group
Clorox	Kimberly Clark	Tyson
Coca-Cola	Kirkland & Ellis LLP	US Bank
Colgate-Palmolive	KPMG	Visa
Conagra Brands	Kraft Heinz	Walmart
Cummins Inc.	Liberty Mutual	Wayfair
CVS Health	Lilly	Wendy's
Danaher	Litchfield	West Monroe Partners
Danone	Marriott	Western & Southern Financial Group
Dell	Mars	Whirlpool Corp.
Deloitte Consulting	Masonite	Xilinx (now AMD)
Delta Airlines	McKinsey & Company	Zolve Innovations
Direct Supply	Medtronic	ZS

# Employment Statistics: Class of 2022

### CLASS OF 2022 SALARIES

Base Salaries by Function		
	% of Graduates	Median
Consulting	32%	\$165,000
Finance/Accounting	12%	\$130,000
General Management	14%	\$125,000
Marketing/Sales	27%	\$120,000
Operations/Logistics	7%	\$120,400
Other	8%	\$122,000

Base Salaries by Industry		
	% of Graduates	Median
Consulting	28%	\$165,000
Consumer Packaged Goods	14%	\$120,000
Financial Services	19%	\$130,000
Healthcare (including Products and Services)	4%	\$125,000
Manufacturing	10%	\$103,500
Technology	12%	\$126,700
Other	13%	\$115,000

MEDIAN  
SIGNING BONUS  
**\$29,000**

MEDIAN  
SALARY  
**\$136,400**

### REGIONAL BREAKDOWN OF ACCEPTED JOB OFFERS

Mid-Atlantic	3%
Midwest	55%
Northeast	9%
South	9%
Southwest	11%
West	12%
International	1%



# Join a community based on respect and inclusion.

The Kelley MBA program has long been committed to increasing diversity in business as well as fostering an inclusive culture built on mutual respect. Our students bring perspectives from various backgrounds and experiences, continually enriching our community and learning environment. More recently, the Kelley School and MBA program have redoubled our diversity, equity, and inclusion efforts with tangible results. The Kelley community is focused and resourceful—and we have proven partnerships.

**The Consortium**

As one of the three founding schools of the Consortium for Graduate Study in Management, Kelley strives to enhance diversity in business education by increasing representation of African Americans, Hispanic Americans, and Native Americans. Our Consortium Fellows attend the summer orientation program, meeting corporate representatives, MBA alumni, and Consortium students from across the United States.

- Complete the Consortium application at [cgsbm.org](https://cgsbm.org) instead of Kelley’s application to be considered for admission, membership, and fellowships covering full tuition.

**Forté**

We empower women to become business leaders. As a Forté member school, we award Forté Fellowships for up to full tuition. Forté Fellows have access to an outstanding summer networking conference and a variety of professional development opportunities.

- No need to apply—female applicants will automatically be considered. Learn more at [fortefoundation.org](https://fortefoundation.org).

**MBA Veterans Network**

We partner with the MBA Veterans Network because of the value military veterans bring to the Kelley School and to business. Veterans and their families experience a supportive, tight-knit community as they transition to civilian careers and life.

- Visit Indiana University’s Center for Veteran and Military Students at [go.iu.edu/veteran](https://go.iu.edu/veteran) to learn about military education benefits and other available support and resources.

**Reaching Out MBA (ROMBA)**

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

- Learn about ROMBA fellowships at [reachingoutmba.org](https://reachingoutmba.org).

**Opportunities to learn and do more**

Created by MBA students for students, Kelley Diversity Champions work to ensure that all backgrounds and cultures are embraced and respected. Earn a Diversity Ally Certificate through educational assignments, workshops, cultural events, and club activities that deepen your commitment to diversity and inclusion.

To learn more about our partners, contact [ksobgodi@indiana.edu](mailto:ksobgodi@indiana.edu)

# Connect with peers outside the classroom.

While you’re here, you’ll make friends, not just business connections, and experience a welcoming, inclusive environment on and off campus so you can feel comfortable being yourself. The MBA Association and the many student- and partner-led organizations at Kelley will connect you with other Kelley MBAs, partners, and families, and provide opportunities for leadership and growth.

**Professional clubs:** Consulting Club, Data and Operations Club, Healthcare Club, Investment and Strategic Finance Club, Marketing Club, Net Impact, Tech Club

**Affinity clubs:** Asian MBA Association, Black MBA Association, Kelley Women Association of MBAs, Latino MBA Association, Out@Kelley, Partners Club, Veterans Club

**Interest clubs:** Africa Business Club @ Kelley (ABCK), Beer Club, Food Club, Golf Club, Outdoor Club, Real Estate Club, Soccer Club, Toastmasters, Wine Club





# Bloomington: family-friendly, welcoming, and affordable



Bloomington is a quintessential college town with a vibrant 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 students' partners and families.

## 5 REASONS TO LOVE BLOOMINGTON

**Authentic global food**

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

**World-class music**

Indiana University is home to the renowned Jacobs School of Music, providing countless performances throughout the year. The IU Auditorium and the annual Lotus World Music and Arts Festival attract top performing artists.

**Outdoor recreation**

Bloomington is lush with trees and natural beauty. Run or walk a trail, hike, kayak, golf, or visit one of our parks, where you might catch some Kelley MBAs in a competitive pickleball match.

**Low-stress traffic**

Get just about anywhere by vehicle within 10 minutes. Bike lanes crisscross the city, a nod to its gold-level “Bicycle Friendly Community” designation by the League of American Bicyclists.

**#6 MOST FAMILY-FRIENDLY**  
*The Princeton Review, 2023*

“Bloomington is the perfect grad school town. I wanted a program where students were residents, not commuters, and at Kelley I appreciate the convenience of meeting friends for coffee, seeing classmates on campus, or going together to an IU basketball game.”

—Beth Lee, MBA'24



Photo by Visit Bloomington



Photo by Visit Bloomington



Photo by Visit Bloomington





“There’s a strong international presence among Kelley MBAs and a genuine connection between us. At Kelley, I’ve never felt too far from home. Through MBA cultural events, MBA associations, and more, I’ve connected with Kelleys who embrace who I am and who are ready to learn from one another.”

—**Shaheen Shaheen, MBA’23, Bahrain**

Global Banking Investment Associate, Bank of America Merrill Lynch,  
Chicago, Illinois

Former career: Investment Management, Bahrain

Majors: Finance; Entrepreneurship and  
Corporate Innovation

Shaheen, chosen for the Fulbright Foreign Student Program, wanted an MBA that allowed him to specialize in entrepreneurship and management while deepening his skills in finance. As the president of Investment Club, he and his team created a popular weekly forum hosting conversations around developments in the financial markets with students new to the field.



With a Kelley MBA, your ROI means opportunity.

In these pages, you’ve learned that Kelley MBAs achieve an exceptional return on their investment—and it’s not always measured in dollars and cents. Our tight-knit, nationally ranked program will prepare you to achieve your career goals, while you’ll pay less in tuition and living costs compared to other top programs. You’ll also leave with valuable intangibles—deep self-awareness, lifelong friendships, and a powerful global business network that you can only get at Kelley.

**Talk to an admissions team member:**  
812-855-8006 | [iumba@indiana.edu](mailto:iumba@indiana.edu)

**Talk to a current student:**  
[gokelley.iu.edu/talktokelleymba](http://gokelley.iu.edu/talktokelleymba)

**Plan your visit:**  
[gokelley.iu.edu/visitkelleymba](http://gokelley.iu.edu/visitkelleymba)

**Apply:**  
[gokelley.iu.edu/applymba](http://gokelley.iu.edu/applymba)

APPLICATION DEADLINES

Round	Deadline	Notification
First	October 15	By December 20
Second	January 5	By March 15
Third	March 1	By April 30
Final	April 15	By May 31

Consortium Deadlines

	Deadline	Notification
Early	October 15	By December 20
Final	January 5	By March 15

TUITION *Estimated annual Kelley MBA expenses for 2023–2024*

	Indiana Residents	Nonresidents/International
Tuition	\$28,992	\$54,602
Mandatory Fees	\$2,352	\$2,352
Books and Supplies	\$1,950	\$1,950
Total	\$33,294	\$58,904



Find updated tuition numbers and information about financial aid and scholarships at [gokelley.iu.edu/mbainvestment](http://gokelley.iu.edu/mbainvestment)





## KELLEY

SCHOOL OF BUSINESS  
MBA Program



## Meet us

We encourage you to visit us in Bloomington to get to know us better. You may also reach out to our admissions team or Hoosier Hosts—current Kelley MBAs with a variety of backgrounds and career interests—to ask questions. Connect with us at [gokelley.iu.edu/visitkelleymba](http://gokelley.iu.edu/visitkelleymba).

We look forward to sharing more about our one-of-a-kind MBA program and community.

INDIANA UNIVERSITY

GO FROM MOMENT TO MOMENTUM | [GOKELLEY.IU.EDU/MBAMOMENT](http://GOKELLEY.IU.EDU/MBAMOMENT) | [IUMBA@INDIANA.EDU](mailto:IUMBA@INDIANA.EDU)



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