Create your success, moment by moment

FULL-TIME MBA PROGRAM
“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
TURN DEFINING MOMENTS INTO LASTING CAREER MOMENTUM.

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 #5 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
UNDERGRADUATE MAJORS

Science & Engineering: 37%
Business Administration: 34%
Social Science & Humanities: 23%
Other: 6%

WOMEN: 35%
MINORITIES: 22%
INTERNATIONAL: 36%

CLASS SIZE: 184

AVERAGE GPA: 3.33
AVERAGE GMAT SCORE: 675
AVERAGE AGES: 28
AGE RANGE: 23–43
AVERAGE YEARS OF FULL-TIME WORK EXPERIENCE: 5
STUDENTS WITH FULL-TIME WORK EXPERIENCE: 99%
“I’ve learned to adapt my leadership style, especially working with the Kelley Association of Women MBAs and overseeing my peers. I’ve learned to work with other leaders. And I can see that many of my classmates will become leaders one day.”

—Andrea Manney, MBA’16, Novi, MI
Marketing Associate, Nestlé, Solon, OH

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 (detailed on page 9), with options to customize your skills.

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

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

**Customizations:**
- Academy PLUS Life Sciences
- Certificates
  - Global Business Achievement
  - Product Management
  - Social Entrepreneurship
- Joint MBA
  - JD/MBA
  - MBA/MA in Area Studies
  - MBA/MS in Information Systems
- Second-Year Academies
  - Entrepreneurial Innovation
  - Leadership

Learn more about majors and minors on our website: gokelley.iu.edu/mbamajors
BUILD MOMENTUM FOR YOUR CAREER AND LIFE.

**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 weeklong intensive intro to business fundamentals, immediately prior to orientation. Take it, and feel confident when you start the Core in the fall.
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.

The Core
Your first semester will be intense—and endlessly valuable. Eight of our best professors jointly lead the 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.

ME, INC. ORIENTATION, VISION BOARD EXERCISE

“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
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

JUMP START (optional)

ME, INC.

2ND SEVEN WEEKS

- Integrated Core (Core topics continued)
  - Strategic Cost Analysis and Control
  - Professional and Career Development
  - Academy Fridays

ACADEMY WEEK #1

2ND SEMESTER

1ST SEVEN WEEKS

- Integrated Core (Core topics continued)
  - Strategic Cost Analysis and Control
  - Elective #1
  - Elective #2
  - Elective #3

ACADEMY WEEK #2

2ND SEVEN WEEKS

- Integrated Core (Core topics continued)
  - Strategic Cost Analysis and Control
  - Elective #4
  - Elective #5
  - Elective #6

GLOBASE INTERNATIONAL TRIP (optional)

- Business Law and Ethics
- Elective #4
- Elective #5
- Elective #6

ACADEMY WEEK #2
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
Global Insights Manager, Google, Detroit
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
“A second-year MBA student encouraged me to focus on what’s important. Her support helped me stay aligned with the vision I created for myself. It’s something I pass on to first-year MBAs. I tell them, ‘Where you are now is where you should be.’”

–Jennifer Solomon, MBA’19, Northport, NY
Experienced Commercial Development Program Associate, GE Appliances, Louisville, KY
GRADUATE CAREER SERVICES

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
AB InBev
Accenture
Airbnb
ADP
Amazon
American Airlines
American Century Investments
Anthem
ARM Semiconductor
AT&T
Axiom
BAML
Baxter
Bayer
Boston Scientific
BCG
Capital One
CBRE
Charles Schwab
Cigna
Cisco
Coca-Cola
Colgate-Palmolive
Comcast
Conagra
Corteva Agriscience
Ctrip
Cummins
CVS Health
Danone
Dell
Deloitte
Delta
Direct Supply
Dow
Keurig Dr Pepper
Dun & Bradstreet
DuPont
E. & J. Gallo Winery
Eaton
Ecolab
Emerson
Express Scripts
EY
FCA US LLC
FedEx
Fintech Credit Innovations, Inc.
FMI Corporation
Ford Treasury
Gallagher
GE
General Mills
GM
Gogo LLC
Goldman Sachs
Google
Guggenheim Securities
Henkel
Hershey
Hilti
Hollister
The Home Depot
HP
Hyatt
IBM
Infosys
Intel
IU Health
James Hardie
JBS
JD.com
Jet.com
Johnson & Johnson
JPMorgan Chase
Kaiser Permanente
Kalypso
Kellogg
Kiewit Corporation
Kimberly-Clark
KPMG
Leica Microsystems (Danaher)
LendingTree
Liberty Mutual
Lilly
L’Oréal
Lubrizol
Luxottica
McKesson
McKinsey & Company
Mead Johnson
Medtronic
MGM Resorts International
Microsoft
MillerCoors
Moody’s Analytics
Nationwide
Nestlé
NXP Semiconductors
Owens Corning
P&G
Pfizer
Piper Jaffray
PolyOne
PwC
Rackspace
RB
RBC
Reams Asset Management
Roche
Ruiz Foods
Salesforce
SAP America
SC Johnson
Scotts
Seagate Technology
Siemens
Slalom
Sprint
Starbucks
Tableau
Takeda
Target
Tesla
Tyson Foods
Unilever
United Airlines
VMware
Walmart
Walmart eCommerce
Wendy’s
Whirlpool
W.M. Barr
Xilinx
Zimmer Biomet
## EMPLOYMENT STATISTICS: CLASS OF 2018

### CLASS OF 2018 SALARIES*

<table>
<thead>
<tr>
<th>Base Salaries by Function</th>
<th>% of Graduates</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>25%</td>
<td>$130,000</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>21%</td>
<td>$105,000</td>
</tr>
<tr>
<td>General Management</td>
<td>13%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>32%</td>
<td>$108,000</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>4%</td>
<td>$105,250</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
<td>$100,000</td>
</tr>
</tbody>
</table>

### Base Salaries by Industry

<table>
<thead>
<tr>
<th>Base Salaries by Industry</th>
<th>% of Graduates</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>18%</td>
<td>$135,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>17%</td>
<td>$107,500</td>
</tr>
<tr>
<td>Energy</td>
<td>2%</td>
<td>$100,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>12%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Healthcare (including Products and Services)</td>
<td>11%</td>
<td>$105,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>13%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Technology</td>
<td>15%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
<td>$105,500</td>
</tr>
</tbody>
</table>

* As of September 30, 2018

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#5 IN THE WORLD FOR CAREER SERVICES

Financial Times, 2019

### MEDIAN SIGNING BONUS

$25,000

### MEDIAN SALARY

$107,000

### REGIONAL BREAKDOWN OF FULL-TIME JOB OFFERS

<table>
<thead>
<tr>
<th>Region</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mid-Atlantic</td>
<td>7%</td>
</tr>
<tr>
<td>Midwest</td>
<td>51%</td>
</tr>
<tr>
<td>Northeast</td>
<td>9%</td>
</tr>
<tr>
<td>South</td>
<td>6%</td>
</tr>
<tr>
<td>Southwest</td>
<td>6%</td>
</tr>
<tr>
<td>West</td>
<td>20%</td>
</tr>
<tr>
<td>International</td>
<td>1%</td>
</tr>
</tbody>
</table>
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 entrepreneurs and nonprofits in Latin America, Africa, and Asia.
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

Follow the **GLOBASE Vietnam** team as they work with a coconut water company to develop a plan for expansion.

Watch the video series: gokelley.iu.edu/globasevietnam

**GAIN INTERNATIONAL EXPERIENCE AND CREATE POSITIVE CHANGE IN THE WORLD.**
DIVERSITY DRIVES EXCELLENCE—IN BUSINESS AND AT KELLEY.

The Kelley MBA program is committed to increasing diversity in business, as well as fostering a close-knit community built on mutual respect. Our students bring their perspectives from various backgrounds and experiences, enriching the program’s overall learning environment.

**The Consortium**
As one of 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.

- Complete the Consortium application at [cgsm.org](http://cgsm.org) instead of Kelley’s application to be considered for admission, membership, and 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](http://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](http://reachingoutmba.org).

“**The 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

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**KELLEY COMMUNITY**

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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, Black MBA Association, Jewish Association of MBAs, Kelley Association of Women MBAs, Kelley Kids, Kelley Partners, Latino MBA Association, Out@Kelley, Veterans

**Affinity and Interest Clubs:** Adam Smith Society, Beer, Food, Golf, Human Capital, Luxury Marketing, Outdoors, Soccer, Wine

Learn more about additional student clubs and organizations at [gokelley.iu.edu/kelleyclubs](http://gokelley.iu.edu/kelleyclubs)
“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
Wife of Matthew Nash, MBA’19, and mother of three-year-old Joseph

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.

Plan your visit:
gokelley.iu.edu/visitkelleymba

### #5 MOST FAMILY FRIENDLY
*The Princeton Review, 2019*

**KELLEY KIDS PLAYDATE, BRYAN PARK**

Photo by Visit Bloomington
KELLEY NETWORK

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

115,000+
Kelley alumni

690,000+
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
Human Capital Services Intern, Deloitte, Chicago

Meet some Kelley alumni and see where they’re making an impact on business. Watch the video: gokelley.iu.edu/kelleynetwork
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 Kelley MBAs with a variety of backgrounds and career interests—to ask questions.

**APPLICATION DEADLINES**

<table>
<thead>
<tr>
<th></th>
<th>Deadline</th>
<th>Notification</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>First</strong></td>
<td>October 15</td>
<td>By December 20</td>
</tr>
<tr>
<td><strong>Second</strong></td>
<td>January 5</td>
<td>By March 15</td>
</tr>
<tr>
<td><strong>Third</strong></td>
<td>March 1</td>
<td>By April 30</td>
</tr>
<tr>
<td><strong>Final</strong></td>
<td>April 15</td>
<td>By May 31</td>
</tr>
</tbody>
</table>

**Consortium Deadlines**

<table>
<thead>
<tr>
<th></th>
<th>Deadline</th>
<th>Notification</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Early</strong></td>
<td>October 15</td>
<td>By December 20</td>
</tr>
<tr>
<td><strong>Final</strong></td>
<td>January 5</td>
<td>By March 15</td>
</tr>
</tbody>
</table>

**TUITION**

Estimated Annual Kelley MBA Expenses for 2019–20

<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><strong>Total</strong></td>
<td><strong>$32,036</strong></td>
<td><strong>$55,625</strong></td>
</tr>
</tbody>
</table>

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