Do you want MIT’s advice?

MIT Sloan’s executive-level GO-Lab action learning program helps international organizations analyze cross-border management challenges. GO-Lab teams leverage their executive experience, MIT’s analytical tools and faculty expertise during this 6-month engagement. Under the guidance of a senior MIT Sloan faculty member, GO-Lab teams develop and present a set of focused recommendations for host leadership teams.

About the MIT Executive MBA Program (EMBA): The MIT EMBA boasts the most experienced executive student cohort in North America. Students average 40 years of age, and approximately half have already earned at least one graduate degree. The General Management curriculum focuses on global leadership, data-driven analytics, operations management, system dynamics and innovation. GO-Lab is the capstone of MIT’s Executive MBA Program.

Now in its fifth year, the MIT EMBA seats 120 students per class. The MIT EMBA attracts a diverse student cohort, drawing from a broad array of industries. MIT’s focus on science and technology, and reputation for innovation and entrepreneurship are reflected. The 20-month program is comprised of 26 weekend sessions and 4 one-week intensive sessions, and GO-Lab’s international field study week.

Project Duration: GO-Lab projects run for six months (November-May) with one week (March 13-19, 2016) for international field study travel at one or more sites outside of North America. GO-Lab teams often travel to domestic sites prior to the international travel week. Teams are composed of 5-6 MIT Executive MBA (EMBA) students, averaging a combined 100 years of work experience.

Sponsoring a GO-Lab Project: An engaged executive sponsor is the single most important factor for a successful project. GO-Lab projects require a senior-level executive sponsor who can provide the strategic context for the project and make resources accessible for a GO-Lab team. The executive sponsor can be supplemented by a project sponsor (in larger entities), plus a facilitator ("River Guide") for each site who will provide access to data and people. Project sponsors and facilitators engage with their teams on a weekly/bi-weekly basis. The time commitment for executive sponsors is relatively minimal once the project has launched.

Fee & Deliverables: US$28,000 to cover travel, lodging, visas and administration costs. Deliverables can vary by project and generally include a report with executive summary and/or comparable slide deck with a set of recommendations including a plan for implementation. The report format is determined in conjunction with the host organization.
Project Scope

We seek a diverse portfolio of projects which focus on key management challenges extending across national boundaries. Some host organizations are in the top 5% in their industries, while others are smaller high-growth players. Projects are not limited by industry, function, or organization size. Past projects include work with global, multinational organizations across multiple sectors: automotive components, banking/insurance, bio-pharma, entrepreneurial incubators, IT, industrial and environmental monitoring products/services, medical devices, industry associations and health-care not-for-profits.

Types of projects have included *global scaling and integration, innovation-based entrepreneurial ventures, sustainability, and social entrepreneurship.*

Sample Project Summaries

* A global $8B auto component supplier sought to better align three geographically dispersed R&D Centers of Excellence. Two well established centers were staffed by teams of experienced engineers, the third had less experience but favorable tax implications and labor costs. The organization worked with a GO-Lab team to develop a formal planning and prioritization process, enhanced inter-regional communication, financial contingency scenarios and an overall assessment of the technology development process.

* An innovative water treatment technology firm experiencing exponential growth sought assistance in developing a plan to scale the business for rapid growth and build a model to adapt and roll out to new locations globally.

* A large Japanese financial institution growing globally engaged a GO-Lab team to evaluate the current state of the global IT group and to make recommendations around establishing global IT standards and processes in a multi-cultural environment, making the transition from a multi-national to a global organization.

* Two manufacturers of large-scale industrial equipment – one based in China, the other in Western Europe – recently launched joint ventures to leverage their core capabilities and strengths. They asked the MIT GO-Lab team to study the JVs and offer insights with which to improve operational efficiency and effectiveness.

* A US-based healthcare NGO and its African healthcare services provider worked with a GO-Lab team to develop a strategic business plan and improve the capacity of the team to better support the organization’s move toward operating as a sustainable social enterprise. The GO-Lab team made financial, marketing, operational and strategic recommendations.

* An operator of incubators in a number of Middle East countries sought the advice of a GO-lab team regarding global best practice, reducing the complexity and sharpening the distinctive advantage of their business model and aligning management roles with the leadership abilities of key players.

“The team’s report blew me away. Their diagnostic was detailed and opened our minds. It gives us tools to make decisions. I would definitely work with MIT Sloan teams again and I highly recommend it.”

Ricardo Leyva, CEO, Sístole (Colombia)

MIT Sloan Action Learning

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