STATE OF THE SCHOOL

Reunion Weekend
June 4, 2016

David Schmittlein
John C Head III Dean
MIT Sloan School of Management
Students

Outreach and Visibility

Faculty

MIT Campaign
## Portfolio of Programs

<table>
<thead>
<tr>
<th>Graduate Programs</th>
<th>Management</th>
<th>Finance</th>
<th>Analytics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EMBA (2011)</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sloan Fellows</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MBA / LGO</strong></td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Undergraduate Programs</th>
<th>Management</th>
<th>Finance</th>
<th>Analytics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Major &amp; Minor</strong></td>
<td></td>
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</tr>
</tbody>
</table>

Average Years Work Experience
- Management: 15+
- Finance: 4-5
- Analytics: 1-2
Portfolio of Programs

- MBA
- Master of Finance
- Master of Business Analytics
Sloan Fellows

Representative Organizations

- Accenture
- Khazanah Nasional
- United States Postal Service
- Samsung
- Cisco
- Siemens
- EDB Singapore
- Maersk
- Korean Air
- Eurocontrol
- Saudi Aramco
Executive MBA

Representative Organizations

Bank of America
The Walt Disney Company
DowDuPont
Coca-Cola
United States Navy
Cisco
IBM
Prudential
Chevron
Amazon
Rolls Royce
General Electric
Microsoft
Mckeession
Tufts Medical Center
Pfizer
MGH
Massachusetts General Hospital
MetLife
Executive Education
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International Outreach

Select International Programs:

• Regional Entrepreneurship Acceleration Program (REAP)

• Hong Kong Innovation Node

• Asia School of Business
Brand Development

Purpose

“MIT is a special place.”

“What if MIT had a business school…?”
“We are judged by what we produce and how good we are. I am proud of the creativity and sheer brainpower. Excellence rules here.”
“MIT Sloan serves as a home for bigger thinkers doing broader work. The perspective change rate us high here, and we induce changes in practice.”
“Many schools talk about how their students are humble, grounded, about the work... but it really is palpable at MIT Sloan.”
“Invent the Future.”
## Brand Development by the Numbers

<table>
<thead>
<tr>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>2630</td>
<td>Survey of alumni, current and prospective students, and global business leaders regarding School’s strengths</td>
</tr>
<tr>
<td>80</td>
<td>Alumni, students, faculty provide qualitative input re: School’s strengths</td>
</tr>
<tr>
<td>814</td>
<td>Alumni, students, and staff, provide feedback on Brand Pillars</td>
</tr>
<tr>
<td>209</td>
<td>Alumni, students, staff provide feedback on logo designs</td>
</tr>
<tr>
<td>125</td>
<td>Students share reactions to proposed logo</td>
</tr>
<tr>
<td>541</td>
<td>Survey of prospective students and business leaders re: logo</td>
</tr>
</tbody>
</table>
Now…

IDEAS MADE TO MATTER
Now…
Setting a Benchmark for Tracking Brand Development

Partnership with Millward Brown:

• Global Business Leaders
• Prospective Students
• Alumni

Research infield April 2016, results June 2016
Research will be conducted every 18-24 months
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Faculty Leadership in MIT Themes

Energy & Sustainability
- Bill Aulet
- Jason Jay
- Chris Knittel

Innovation, Manufacturing
- Steve Eppinger
- Fiona Murray
- Erik Brynjolfsson
- Sinan Aral

The Digital Economy
- Antoinette Schoar
- Bob Merton

Global Economic Development
- Tavneet Suri
- Steve Eppinger
- Bob Merton

Resilient Economic Systems
- Yasheng Huang
- Debbie Lucas

Innovation, Manufacturing
Faculty: Recent Recruiting Wins

David Thesmar
Finance
Full Professor
Recruited in 2015-16

John Van Reenen
Applied Economics
Full Professor
Recruited in 2015-16
Faculty: Diversity

Percentage of Female Professors at Top Business Schools

- Chicago
- Kellogg
- Columbia
- Sloan
- Stern
- Wharton
- Stanford
- HBS
Faculty: Diversity

Under-Represented Minorities in the Pipeline

<table>
<thead>
<tr>
<th></th>
<th>All (41)</th>
<th>BPS (14)</th>
<th>EFA (15)</th>
<th>MS (12)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>24.1</td>
<td>16.5</td>
<td>23.3</td>
<td>33.9</td>
</tr>
<tr>
<td>Black</td>
<td>1.3</td>
<td>1.7</td>
<td>1.2</td>
<td>1.0</td>
</tr>
<tr>
<td>Hispanic</td>
<td>5.8</td>
<td>5.5</td>
<td>6.8</td>
<td>4.6</td>
</tr>
<tr>
<td>Native Am</td>
<td>0.2</td>
<td>0.4</td>
<td>0.2</td>
<td>0.2</td>
</tr>
<tr>
<td>White</td>
<td>45.1</td>
<td>41.9</td>
<td>44.4</td>
<td>49.8</td>
</tr>
<tr>
<td>Unknown</td>
<td>23.4</td>
<td>34.0</td>
<td>23.8</td>
<td>10.5</td>
</tr>
<tr>
<td>2 or more</td>
<td>0.1</td>
<td>0.0</td>
<td>0.3</td>
<td>0.0</td>
</tr>
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MIT Campaign
What does the future of work look like? Can financial engineering cure cancer? What tools will make the companies of the future successful? If sea levels rise, how will we cope? These are just a few of the questions MIT's School of Management seeks to answer through the MIT Campaign for a Better World.
Philanthropic Results

Annual Fund
FY16 (Projected) $5.1M

Global Giving Challenge
Alumni Participation: 27%

FY15 $4.9M

Lewent Challenge
Participation: 25%
Major Gifts

Sloan Campaign total to date = $168,000,000

Major Gift commitments this fiscal year = $37,000,000
Onward

Mission-Driven

Inventive

“This School will never be finished.”

Protect and sustain.
In memoriam

Lester Thurow
1938-2016

MIT Sloan School Dean
1987-1993

MIT Professor
1968-2016