I wanted to be prepared for a role with a greater responsibility, not to have a ceiling in my company. I feel prepared for anything. Whatever comes I am ready for it.

The Executive MBA

www.business-school.ed.ac.uk
1
Welcome to the Executive MBA

An inspiring and unique programme for a new generation of strategic leaders. The Edinburgh MBA is delivered not only by a University ranked 23rd globally in the QS World University Rankings but also by a Business School that holds triple accreditation with AACSB, EQUIS, and AMBA. This modular programme offers a convenient format for busy executives and an accessible venue in the heart of one of Europe’s most vibrant cities.

Successful businesses in the future will be those which can confidently and capably steer a path through a world characterised by intense competition, rapid technological development, economic turbulence and increasing resource insecurity.

Businesses need leaders who can think and act strategically in this volatile environment, managing the risk and challenges involved, but also spotting and seizing opportunities for efficiency, innovation and new business models. Businesses also need leaders who will act responsibly in delivering value to all stakeholders.

Our Executive MBA will prepare you to progress with confidence into leadership roles in this new world. We will deepen your understanding of how businesses and markets work, how value is created through innovation and marketing, how strategies are crafted, how businesses are financed, how performance is measured, how value is delivered efficiently and effectively, and how organisations should be governed, managed and led through change. We will also explore the challenges of internationalisation and doing business with emerging economies.

We will instil a passion for business improvement, innovation and entrepreneurial action to help you lead in the growth or creation of new business opportunities. We will develop your ability to think strategically and beyond disciplinary silos.

Successful leadership also requires accomplished interpersonal skills to bring about change in organisations. Through coaching and skills training, we will work with you to understand your leadership strengths and weaknesses and provide support for improvement.

We look forward to welcoming you onto our programme.

Wendy Loretto
Dean of the Business School
Features of the Executive MBA

Our programme is designed specifically for working executives determined to progress to more senior positions of responsibility and leadership in business. A modular structure ensures the programme can be easily accommodated alongside existing full-time careers.

Delivered by an internationally renowned faculty, the Executive MBA combines advanced academic theory and practical application. Beginning initially with a solid grounding in core management disciplines and concepts, the programme progresses to more integrated and strategic thinking and also specialisation. A wide range of option courses allow participants to customise their learning in particular subjects of interest and the programme concludes with an advanced Capstone Project. Bringing two years of learning, insight and experience together, the final project calls for in-depth research on significant real world challenges facing the participant’s business or, alternatively, a business plan, consultancy project or specialist research assignment.

Personal Coaching
The programme includes a particular focus on the individual participant’s leadership and professional development. We provide a dedicated leadership coach to discuss and advise on work and life choices and these sessions can be offered in a format (face-to-face or telephone) that best meets participant’s needs.

Modular Format
Over a two year period we combine short intensive bursts of classroom interaction with online support. Most courses involve visiting Edinburgh once a month for two days (Friday and Saturday) over a three month period. The Strategic Leadership course and the three option courses are delivered in intensive one-week blocks.

Online Support
Between courses we organise periodic online tutorials and webinars together with access to a study portal that links participants to extensive information resources, lecture recordings and recommended course reading. Our online tutorials are delivered using Blackboard Collaborate software which enables participants to interact with faculty. Lync® is also used by participants to work collaboratively online while undertaking team assignments.

A Unique Programme

Strategic Leadership: A new approach to leadership, emphasising a proactive, entrepreneurial and responsible way of thinking and acting.

Innovation: A focus on innovation to help challenge your assumptions about business models and explore new business ideas. This includes an early assignment engaging with pioneering start-ups and spin-outs.

Expertise: Access to world-class faculty, particularly from centres of excellence in Strategic Leadership, Finance, Innovation, Marketing and Operations.

Application: Extensive opportunities to apply theory in practice, either through project work based on your own organisation or through consultancy projects with a company outside of your sector. The latter will broaden your perspective and stimulate innovation in your own organisation.

Influence: Stretch your influencing capability through training in higher-order skills: public speaking, negotiation, facilitation, consulting, crisis communication and media management. Enhance your powers of argument and persuasion by engaging with Company Directors in Boardroom debates around current and critical issues.

Network: Study alongside colleagues from a broad range of industry sectors and build international networks with the wider MBA and University community.

Specialism: Choose from a range of option courses to specialise in aspects of strategy, finance, innovation and entrepreneurship.

Business Insight: The School, including our E-club, hosts numerous talks by senior business practitioners annually.

Powerful, challenging and progressive.
Strategic Leadership
Effective strategy. Properly executed.

Business leaders must be able to articulate a long-term strategy that involves the identification of opportunities and potential risks to an organisation. But strategy is only part of the equation; managers must also have the ability to lead their teams in harmony with a chosen strategy. That’s why the University of Edinburgh designed a programme specifically for working executives who want to build their potential in both strategy and leadership. You will learn about disciplined attention to resource allocation, establishing effective practices, developing intra- and inter-organisational relationships, and communicating effectively with stakeholders. All key skills for leaders at every level.

Delivered by an internationally renowned faculty with decades of teaching and industry experience, the Executive MBA combines advanced academic theory and practical application. You’ll receive a solid grounding in core management disciplines and concepts, and then take that knowledge on the road into consulting projects with innovative companies. You’ll also experience personal coaching and professional skills training to enhance your organisational impact. The line between the classroom and the boardroom will be cut razor-thin. On Fridays and Saturdays once a month you’ll develop workable solutions and professional skills you can apply to Monday’s problems.

Our EMBA will accelerate your confident progression into senior leadership roles.
4
Programme Structure*

We have developed an inspiring programme for a new generation of strategic leaders. The structure includes core courses, electives and a Capstone Project.

Year 1
August - September | September - December | January - March | April (full week) | May - July
Induction | Strategic Marketing (Marketing Challenge) | Accounting | Strategic Leadership | Finance
Professional Development | Understanding Economies | Organising for Effectiveness | Professional Development | Operations Improvement
Strategic Leadership 1 | Quantitative Methods and Tools | | |

Year 2
August - September | October - December | January - February | February - June | July - November
Strategic Leadership 2 | Leading Strategic Change | Creative Strategy | Elective Choice | Capstone Project
Entrepreneurial Leadership | Critical Enquiry for Business | | Elective Choice |

Key: Core course | Option course | *Subject to change

Core Courses

Professional Development
A skills-based programme designed to enhance leadership and professional competence. Linked to personal coaching to advise on work and life steps.

Strategic Leadership
Learn to think and act strategically to manage risk and spot and seize business opportunities in volatile environments.

Strategic Marketing (Marketing Challenge)
A focus on the development of competitive marketing strategies, particularly in the context of launching innovative products and services.

Understanding Economies
A focus on macroeconomic issues and the concepts and tools to help understand their impact on organisations and strategies.

Quantitative Methods and Tools
An online introduction to critical business statistics and spreadsheet modelling to help underpin the study of accounting and finance, and to support management decision making.

Accounting
A focus on understanding financial statements and accounts and how to critically assess and report on the performance of companies.

Organising for Effectiveness
Develop your intellectual toolkit for understanding behaviour and managing within complex organisational settings.

Finance
A critical subject to build a foundation for effective decisions. A focus on financial analysis and investment appraisal to support corporate decisions.

Operations Improvement
Learn about lean operations, service design and operational risk, to help support the delivery of strategic objectives.

Leading Strategic Change
Exposes the messy, non-linear ways in which organisational change happens, and helps define the leader’s role in managing the process.

Entrepreneurial Leadership
Develop entrepreneurial insights for the benefit of both start-ups and for large organisations. How can entrepreneurial behaviour be integrated into corporate management?

Creative Strategy
In complex, ambiguous and fast-changing environments, how do managers develop creative new business models and strategies to compete effectively and sustain long-term performance?

Critical Enquiry for Business
An intensive workshop-based preparation for the Capstone Project. Explores the range of research and analytical techniques necessary to build evidence to solve business problems.

Capstone Project
An opportunity for in-depth research on significant real-world problems. The project can focus on the participant’s own organisation or, alternatively, a business plan, consulting project or specialist research assignment.
Elective Choices

Our MBA offers a wide range of elective options to enable participants to customise their learning when they come to specialise. Formal specialisations (with a separate certificate) are available in Finance, Strategy, Entrepreneurship and Innovation*.

Electives – February to March

Economics of Strategy
Examines how economics can help managers make profitable strategic decisions, particularly in relation to pricing, product differentiation or cost-based strategies, competitive advantage, vertical integration, diversification and mergers.

Financial Analysis
Develops more advanced capability to analyse the performance of companies through financial statements. Provides the linkages between accounting statements, strategy, the business model, valuation and investment analysis.

Managing Stakeholder Communications
Strategic leadership requires effective stakeholder engagement and an ability to manage corporate communications in a crisis. This course explores the theory and practice of communication and valuable tools. Practical sessions engage participants in live-TV interviews and press conferences.

New Venture Creation and the Entrepreneurial Process
Examines the entrepreneurial process from idea generation to business planning. Practitioners including investors, business advisors and entrepreneurs contribute their experience through interactive workshops. Participants develop their own business plan and pitch.

Psychology of Investing and Financial Decisions
Explores how individual investors and finance professionals behave. Examines whether markets are really efficient, how to be a more successful investor through de-biasing and the consequences of under-reaction and overconfidence when investing.

Service Management
The services industry is one of the largest recruiters of graduates. Gain knowledge, insights and skills to develop into effective managers and leaders in the service sector.

Strategic HR
Explores how human assets contribute to strategic advantage and how to think systematically and strategically to manage these assets. Also examines the role of recruitment, selection, remuneration and training for an effective HR strategy.

Electives – April to June

Consultancy Project
Alongside lectures, workshops and case discussions, students embark on a practical consultancy assignment over a three week period within multi-cultural teams, guided and supervised by an experienced consultant. Students deliver a report and presentation.

Digital Strategy
An exploration of the key issues involved in developing, implementing and managing digital strategies for sustained growth and competitiveness.

Financial Aspects of Mergers and Acquisitions
Examines the inter-related financial and strategic issues associated with M&A and considers the motivations involved, how target firms can be valued, how the takeover process works and why M&As often fail.

Global Strategy
A focus on how large companies internationalise. Through studying cases on the success and failure of MNC’s, the course explores market entry strategies, FDI, cross-border acquisitions and the challenges presented by cultural differences when expanding to emerging markets.

Innovation Management and Design Thinking
Explores the processes involved in managing innovation in firms, particularly for product, service, information system and business model innovation. In collaboration with the Edinburgh College of Art the course also introduces new concepts in ‘design thinking’ to improve innovation success.

International Business in Context (overseas)
This week long overseas study trip explores business issues in a specific developing market context. The course explores how ‘context’ impacts on leadership, innovation and international trade. In 2016/17 our destination was Colombia.

Negotiations
Delivered by an expert in negotiation and conflict resolution, this course explores the theory and practice of negotiation science in an international business context. Through simulations, participants learn how to think strategically and to analyse, plan and prepare for success in negotiations.

Project Management
Adopts a managerial approach, exploring the main methodologies and tools for effective project management. Examines project lifecycles, project planning, control, estimating, risk management, critical path theory and project leadership in an applied context.

*The formal specialisation is achieved by choosing two relevant elective courses and applying the Capstone Project to the same subject area.
Our Executive MBA courses are led by internationally-recognised faculty who bring incisive knowledge and practical relevance to the classroom. All are experienced teachers, researchers and consultants in their respective fields.

**MBA Teaching Staff**

**Dr Arman Eshraghi**
Arman is a Senior Lecturer (Associate Professor) in Finance and Accounting at the University of Edinburgh. His research interests encompass behavioural finance, interdisciplinary accounting, investment management, corporate governance, banking, and financial applications of big data. Prior to his academic career, Arman was a management consultant for several years in the banking, automotive and telecom sectors.

**Dr Caroline Marchant**
After a decade working in financial services marketing, Caroline became a Marketing Consultant in 1996 advising on marketing strategy and planning in a range of sectors. More recently Caroline joined the University in 2012 and specialises in Marketing, Branding and Communication.

**Professor Chris Carr**
Educated at Cambridge and Warwick followed by 10 years with British Aerospace and GKN, Chris specialises in studying the global strategies of multinational corporations.

**Professor Chris Carter**
Chris came to Edinburgh in 2013. Chris specialises in strategy and organisation, and is a particular expert on media organisations, professional service firms and political strategy.

**Professor David Hatherly**
Former Director of Accounting and Auditing Research at ICAS as well as a former member of the UK Auditing Practices Board (APB) and Chairman of the APB’s Auditing Research Group. David now a Professor Emeritus at Edinburgh teaches Accounting.

**Professor David Marshall**
Graduated from the University of Newcastle with a BSc in Agricultural and Food Marketing and returned as a Research Associate after a period of working for Norsk Hydro. Moved to Edinburgh in 1988 and has since become a Professor of Marketing and Consumer Behaviour with special interest in food industry, health issues and change, marketing to children, consumption and music.

**Deirdre Ruddy**
Deirdre Ruddy is a commerce graduate of NUI Galway, a member of Chartered Accountants Ireland and also holds a Diploma in Corporate Finance. Deirdre has over 15 years’ experience working in accounting practice and as a senior accountant with multinational software companies and for the past ten years has lectured in Accounting and Finance, most recently specialising in online learning and distance education.

**Professor Jo Danbolt**
Jo holds the Baillie Gifford Chair in Financial Markets. He specialises in mergers and acquisitions and international corporate finance.

**Jo Young**
Jo Young was previously the manager of the E Club, connecting students with entrepreneurial networks, contacts and opportunities in the city. She is now an entrepreneur, running her own business – the Scientific Editing Company.

**Professor John Amis**
With a Doctorate from the University of Alberta and previously holding senior roles at the Fogelman College of Business & Economics, University of Memphis, John joined the School in 2013 and specialises in organisational and institutional change.

**Professor Jonathan Crook**
Educated at Lancaster University and a Visiting Scholar at the Universities of Virginia, Warwick and Florence, and Fellow of the Financial Institutions Center (Wharton), Jonathan is Director of the Credit Research Centre and Director of Research. Key specialisms include the economics of acquisitions and mergers, the economics of the consumer credit industry and credit scoring and credit control.

**Professor Nick Oliver**
Nick is Professor of Management. He joined Edinburgh in 2007, having spent 14 years at the Judge Business School, Cambridge. Nick’s specialisms are Organisational Behaviour and Operations Management.

**Dr Raluca Bunduchi**
Raluca joined the School as a Senior Lecturer in Innovation in August 2013 from the University of Aberdeen where she worked as a Senior Lecturer in Management. Her research interests include: new forms of digital technologies; adoption and use of information technology in organisations; and managing product innovation in technology intensive sectors.

**Professor Richard Harrison**
Richard holds the Chair in Entrepreneurship and Innovation. He was previously Director of the Management School at Queen’s University Belfast. Richard’s particular specialisms are in early stage finance and business angels, technology transfer and business development.

**Professor Simon Harris**
Simon is an Economist and has been a Strategic Planner in the textile industry and an Investment Manager. He specialises in International Business and Strategy.

**Professor Susan Murphy**
Educated in psychology at the University of Washington and formerly Director of the School of Strategic Leadership Studies at James Madison University, USA, Susan specialises in leadership, leadership development and mentoring.

**Tom Brown**
A graduate of Glasgow University with experience in production management and professional accounting. Tom teaches accounting and specialises in financial statement analysis, accounting history, auditing, and public sector information system development.

**Dr Tong Wang**
After completing his PhD at Toulouse School of Economics, Tong joined Edinburgh University as a Lecturer in Business Economics and is Programme Director for Marketing and Business Analysis. Tong specialises in Internet Economics, Regulation and Competition Policy, Risk Sharing and Assortative Matching.
CLASS PROFILE

The Executive MBA has been designed for Managers with at least five years substantive work experience. This experience is critical as participants draw on, and share, their own personal experiences of real world problems as part of our teaching and learning.

In 2016/17 the average age of EMBA participants was 38.

The current cohort brings experience from a range of sectors and companies including:

- Camera Obscura and World of Illusions
- Maxxium UK
- Exportadora Subsole S.A.
- Mail Newspapers
- Dunelm Energy
- GE Oil and Gas
- NHS National Services
- BAE Systems Maritime
- Federation for Industry Sector Skills and Standards
- PDI Americas LLC
- Glasshouse Technologies
- Standard Life Investments
- Get Frisky Ltd.
- Martin Currie Investment Management
- Darmstadt
- Royal Bank of Scotland
- Talisman Sinopec Energy UK
- Arria NLG
- Scottish Woodlands Ltd.
- Charles Stanley Investment
- Angus Council
There is an acute shortage of really good business leaders. Investors back people, and it is extraordinarily difficult to find good leaders who can build high growth businesses. We need people who can think and act strategically.

Sandy Finlayson
Senior Partner, MBM Commercial LLP

Engaged with Business

On the Executive MBA we engage directly with business on a range of courses. For example at the start of the programme we launch the Marketing Innovation Challenge. EMBA participants are teamed up with hi-tech spin-out or start-up companies to explore their challenges marketing disruptive innovations. EMBA participants engage in research and interviews with the client company, and its customers and prospects, and deliver a consultancy report as their assessment for the Strategic Marketing course.

Previous EMBA participants have interacted with high growth potential start-ups including Cobra Simulation, Krotos, Droman, Musemantic and Fablab.

Further consultancy style projects can also be undertaken as part of a number of other courses such as the New Venture Creation and the Entrepreneurial Process course and as the basis for the MBA Capstone Project.

If EMBA participants wish to extend their experience beyond their current employer we can set up consultancy-style Capstone Project. In the past our MBA students have worked with companies including Procter & Gamble, Costa Coffee, CapCo, RBS, Amazon, Barclays, Medtronic, Daimler, IBM and Johnson & Johnson.

“There is an acute shortage of really good business leaders. Investors back people, and it is extraordinarily difficult to find good leaders who can build high growth businesses. We need people who can think and act strategically.”
Students are given the chance to learn from and engage with a number of corporate guest speakers via our Business School and University wide events as well as via programme specific lectures. In addition, this gives students the opportunity to make contact with future potential employers. Below are just a handful of the names we have welcomed in the past:

Lord Karan Bilimoria
Founder and Chairman, Cobra Beer

Barbara Cassani
Consultant and former Chairwoman of Jury’s Inn and Go Fly

Dominic Barton
Global MD, McKinsey & Company

Gareth Williams
CEO, Skyscanner

Ian Marchant
Chairman, Infinis

Donald MacRae
Chief Economist, Lloyds Banking Group

Angus Cockburn
CFO, Aggreko

Jann Brown
Managing Director, Cairn Energy

Angus Gillespie
VP, Shell

John Abate
Amazon

Dr. Clare Wood
Head of Portfolio Risk, Kames Capital

Richard Cousins
CEO Compass Group

Bill MacDonald
MD Scotland, Accentur

John Bernard
Global Marketing Director, Mozilla Firefox

Alastair Darling
MP and former Chancellor of the Exchequer

Steve Bateman
Executive Director and Head of Banking, Santander Bank

Rob Woodward
CEO, STV Group Plc (Scotland)
International business engagement and learning opportunities.

This module offers the opportunity for students to undertake a week long project in an emerging market country. Starting with a pre-teaching day in which students explore the theory behind international business, the group then head off to the destination country for a week of immersive business meetings and cultural experiences.

In 2016/17, as a result of the Business School’s international connections, a number of students went to Colombia. Colombia has in recent years become known as the new powerhouse of Latin America. Visiting Colombia was therefore a great opportunity for students to learn about what businesses were doing that are leading to positive results. With a packed itinerary the students met with Business leaders in companies including Unilever and Techo (a community-based home-building collective), followed by Colcafé (incorporating a visit to a coffee factory), Metro de Medellin and Ruta N, a well-known business incubator, in the city centre of Medellin. The week ended with the students presenting their project findings to the VP of Logistics and Distribution of Colombia’s largest soft drinks manufacturer, Postobon, at their company HQ.

International Business in Context

This optional module is available to those on the Executive MBA and Full time MBA at the School who are looking to enhance their international business knowledge and understanding.
The Edinburgh MBA, with its emphasis on strategic leadership and a broad, top-level view of business, helped give me the perspective I needed.

Clare Castell
Senior Planner for Digital and Mobile, RBS Group
EMBA 2014-16

With a background in advertising, marketing and brand management for most of my career, I knew I needed new skills and a breadth of knowledge to pivot into more strategy-focused roles. The Edinburgh MBA, with its emphasis on strategic leadership and a broad, top-level view of business, helped give me the perspective I needed. With two role changes over the course of my EMBA, I am now in charge of strategic planning for digital and mobile across our UK brand portfolio. Here I get to work with our leadership team to develop our vision, goals and plans for charting our course ahead.

The programme helped where I expected it to (expanding the breadth of my business knowledge and experience), but it also offered resources and experts to help with my soft-skills (communication, CV preparation, identifying core strengths and weaknesses). And crucially, I had the chance to test my new knowledge and skillset in what was to be my favourite experience on programme.

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The best part was that I was travelling with friends. On a good EMBA, you expect to learn from the faculty and the coursework. What you might not realise is that you’ll develop a network made up of cohort-members, professional staff, faculty and employers. Taking the EMBA left me with a breadth of new knowledge and a network of contacts I am proud to call lifelong friends.
How Employers Benefit

As well as supporting you to lead, embrace entrepreneurship and think strategically, our Executive MBA brings new knowledge, networks and skills directly into the workplace.

A direct delivery of knowledge, tools, skills and innovation.

Knowledge
The knowledge you acquire from faculty and business practitioners can be transferred back to your organisation to inspire innovation and change.

Leadership
Your enhanced analytical, managerial and leadership skills will improve your effectiveness at work.

Network
By working with high-calibre MBA colleagues, including participants from overseas, you will expand your own and your employer’s network of contacts and expertise.

Research
You can undertake a number of project assignments based on your own organisation. Your employer will gain from valuable, tailored research influenced by the latest theory and practice.

Innovation
Consultancy assignments for other (non-competing) organisations can be taken, resulting in brand-new ideas that stimulate innovation across your own workplace.

Talent
Access to additional University resources and expertise means employers can find and recruit new talent, attend public speaker events and host student projects and internships. Research can also be commissioned through the University’s leading Research Centres.
Case study

You learn how to make things happen and you learn to say ‘Yes.’

Ian McNaull
Sales Director, Middle East & Africa, Rolls Royce Plc
EMBA 2014-16

“An MBA is a mindset. A lifestyle. It’s being switched on to people and things around you and being aware of the connectedness of things. It’s not easy, but it is worth it. You learn that you are the difference between an opportunity becoming a forgotten reflection or a reality.”

The University of Edinburgh EMBA provides a personal coaching service to candidates: one-to-one personal development to enable you to think clearly about what motivates you and what you can do to fulfill your aspirations. It was through these sessions that I acted on a desire to increase my breadth and personal network. Through contacts within the MBA network, I became involved with a transatlantic trade organization called British American Business. Three months later I was on the top floor of the Thomson-Reuters Building at Number 3, Times Square New York at the British American Business Annual Leadership Conference. Nine months later I was walking back from a ministerial meeting in the houses of parliament through Hyde Park, London with a knighted Chairman of one of the world’s most-recognised brands, discussing strategic leadership. Three months later still, I was having lunch at the top of London’s iconic BT Tower, surrounded by CEOs from leading UK and US businesses as they discussed the EU referendum, led by one of the UK’s top business women.

These opportunities became reality because of the MBA and my MBA mindset. It’s who I want to be, and it’s who my company want me to be. They need strategic leaders, and they need people who make things happen; they want breadth and they want capability. The MBA does not do this for you - you do this for you; but the MBA is a critical part of making it happen.
The MBA Community

On joining the Executive MBA you immediately become part of a global network of Edinburgh students – present and past. This includes nearly 4,000 MBA alumni who occupy senior positions in many countries around the world and offer a valuable network of contacts.

A vibrant MBA community

We endeavour to help build and reinforce the MBA community right from day one. As part of induction in September you will join the Full-time MBA for the traditional annual ceilidh, and social events continue throughout the programme.

You also have access, as students of Edinburgh, to the outdoor pursuits centre at Firbush and can join leadership events organised in the Highlands.

Our alumni have access to a range of exclusive benefits that are designed to provide support and personal development to them throughout their professional lives.

By fully engaging with the network, our alumni can keep in touch with their peers, receive updates on the work of the School and participate in activities to support the School’s network of future business leaders.

For further information on the benefits of becoming an alum of the University of Edinburgh Business School visit: business-school.ed.ac.uk/alumni
The Business School

Triple accreditation from AACSB, EQUIS and AMBA, underscores the quality of everything we do and has been awarded by the three most influential business accreditation bodies. Our accreditation is testament to our inspirational teaching, game-changing research and diverse engagement with global business.

A triple accredited Business School

At the heart of our dynamic School is a faculty of more than 100 specialist academics, a vibrant student population of 1,500 and a suite of sought-after undergraduate, postgraduate and executive education programmes.

First offered in 1980, the Edinburgh MBA has grown significantly and today lies at the forefront of business development in areas including finance, international business, and leadership. Our programmes are founded in academic research and applied in the real business world.

Committed to corporate engagement

Much more than simply a source of knowledge, our School connects MBA students with local, national and international businesses, innovators and entrepreneurs.

Our commitment to corporate engagement and our strong sector-wide links are found in our sponsored research, our executive education programmes, our guest speaker series, our E-Club and our long-standing relationship with the business professions.

Insightful research

The lifeblood of any major business school, here at Edinburgh we aim for research that sets agendas, leads change and revolutionises future business strategy.

Our research clusters are staffed by teams whose work has real influence in business, government and the public sector. We embrace both applied and methodological research and nurture thinking that’s brave, bold and provokes debate. Our passion for research has resulted in truly groundbreaking work in finance, credit scoring and public management.

An international impact

Our students, like many of our teaching faculty, bring an international background in terms of both nationality and career. The overall MBA and EMBA 2016/17 cohorts comprise students of around 20 different nationalities. It’s a vibrant mix that creates a lively sharing of ideas and insights into different cultures.

The diversity we welcome also reflects the global nature of today’s businesses. Our MBA programmes get to the core of international business and finance to address key issues of the day.

Equipped for ambition

The Business School fosters ambitious plans to continue building on our success and to stand among the top business schools worldwide.

Located in the centre of the University campus and recently extensively refurbished and expanded, the School features a number of lecture theatres, syndicate rooms, a café and The Hub – an extensive library space offering essential databases, journals and leading financial information services. MBA students enjoy full access to Datastream, Osiris, Thomson ONE Banker, CRSP (Centre for Research in Security Prices) and Compustat.

Substantial investment has been made in securing a state-of-the-art MBA suite and a dedicated MBA team is in place to guide you through the programme.
The University of Edinburgh

Granted its Royal Charter in 1583, the University is one of the oldest in the United Kingdom. More than 200 years ago its central role in the Scottish Enlightenment helped create a bright new reason-based approach to the human condition. Today that legacy inspires a modern, forward-looking institution, world-class academics and more than 35,000 students from across the globe who have chosen to study at Edinburgh.

A world-class choice

A centre of excellence for teaching, research and innovation
Whether pursuing a degree, a Masters, MBA or PhD, our students are exposed to challenging ideas and inspired thinking. Ranked 23rd in the most recent QS World University Rankings, Edinburgh is home to some of the most influential academics in their fields.

Internationally recognised for first-rate research, development and innovation, the University belongs to the Russell Group of leading UK research-intensive universities. Alongside a commitment to robust academic research is a dedication to enterprise and entrepreneurship.

Facilities for 21st century learning
Throughout campus, well-equipped, contemporary environments are purpose-built for studying, learning, networking and relaxing. New facilities like our award-winning Edinburgh Centre for Carbon Innovation sees the University joining partners across government, business and communities to help drive policy, innovation and solutions.

An approach that looks outwards
A global outlook demands established global connections. Across teaching and research activities we work with partners including universities in the USA, Canada, China, Australia and India in fields as diverse as e-science, life and medical sciences, engineering and arts and culture.

INSPIRATIONAL PEOPLE

Scientists, Politicians, Writers, Philosophers, Athletes, Innovators, Astronauts. All have found inspiration at Edinburgh.

Alexander Graham Bell
Sophia Jex-Blake
Gordon Brown
Charles Darwin
Sir Arthur Conan Doyle
Katherine Grainger
Philippa Gregory
Peter Higgs
Chris Hoy
David Hume
James Clerk Maxwell
Ian Rankin
Stella Rimington
Sir Walter Scott
Dr. Piers Sellers
James Simpson
Alexander McCall Smith
Robert Louis Stevenson
Edinburgh

A capital with character

A UNESCO World Heritage Site, and frequently named Best Place to Live and Work in the UK, Edinburgh’s Georgian and Victorian architecture characterise much of the city. Despite its status as a thoroughly contemporary capital, here is a city whose centre is home to a royal palace, an extinct volcano and a truly iconic cliff-top castle.

Bursting with life, Edinburgh boasts four universities, major international arts festivals and a host of galleries, theatres and concert halls. People from all over the world have settled here – a fact celebrated by the strong ethnic flavour of the city’s restaurants, bars and cafés.

A walk in the bustling heart of Edinburgh is a walk of contrasts and surprises. Edinburgh brings all the advantages of a major European capital, yet ours is a manageable city whose compact centre rewards exploration.

A country to discover

Within just a few miles of the Business School await East Lothian’s beaches, villages and famous golf courses. The town of St Andrews, the game’s birthplace, is less than two hours from Edinburgh.

Further afield, Scotland, authentically one of Europe’s last great wildernesses, delights the inquisitive with mountains, lochs, wildlife and seven thousand miles of stunning coastline. Combined, they result in a breathtaking natural backdrop for activities including skiing, surfing, hiking, mountain biking and kayaking.

A city with spirit and spark

An entrepreneurial spirit engulfs Edinburgh and is evidenced by a prosperous and diverse economy, leading-edge research and a healthy local, national and international business community. Central to this dynamic mix, the University of Edinburgh Business School offers a learning environment that is every bit as stimulating and progressive.

A pioneering city, at the University of Edinburgh the UK’s most powerful computer helps drive a vibrant biosciences sector. The search for renewable energy finds a focus here too, and several global financial institutions – banks, insurance companies, investment houses and brokers – are headquartered in the city. It’s the ideal location for the School’s unique approach to strategic leadership.

A place of inspiration

With so much innovation, research and collaboration going on, it’s natural that the city attracts the world’s leading thinkers and businesspeople. The School is perfectly placed to both contribute to first-rate research and thinking and to connect with those working at the very top of their sectors. Each week guest speakers present to our students, engage in debate with our faculty and lead our aspiring entrepreneurs by example. Its engagement that has paid dividends; year-on-year the University has inspired and supported a record number of business start-ups.

Edinburgh is a city of influence too; as the seat of the Scottish Parliament the city provides access to the Civil Service and public sector and government organisations.
Our entry requirements
Candidates are usually required to offer a minimum of five years’ management experience and a good honours degree or equivalent professional qualifications.
In some circumstances we may ask for GMAT (600) or an SHL test.
International applicants may need to demonstrate a minimum proficiency in English equivalent to IELTS 7.0. We also ask you to submit a Personal Statement and provide two references to support your application.

How to apply
Please visit our website for full application details.
www.business-school.ed.ac.uk/mba/emba

Programme fee
Fees for entry are listed on our website.

Get in touch
A good way of discovering if our programme is right for you is to pay us a visit at the School. Our MBA Director, MBA Relationship Manager and Student Recruitment Manager are all delighted to meet with interested candidates.
To arrange a visit, or to find out more about our Executive MBA, please email us or give us a call.
Please visit our website for full application details
www.business-school.ed.ac.uk/mba/emba

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