



**KELLEY**

SCHOOL OF BUSINESS

GO FROM MOMENT TO MOMENTUM

Create your success,  
**moment by moment**

**FULL-TIME MBA PROGRAM**



**Defining moment:** “I realized that having a wife and children, I couldn’t dedicate 70 to 80 hours a week of my time to work. Work-life balance is important to me. My career aspirations changed around that realization.”

**ROI:** “Kelley is definitely delivering on the ROI that I expected. I got a job that exceeded my expectations, and I couldn’t be happier with where I’m going.”

—**Cameron Johnson, MBA’21, Springfield, Vermont**

Senior Manager, Omnichannel and eCommerce Strategy, Walmart,  
Bentonville, Arkansas

Previous career: Noncommissioned Officer-in-Charge, US Air Force,  
Travis Air Force Base, California

Majors: Finance and Business Analytics



## Turn defining moments into lasting career momentum.

Cameron realized he could have work-life balance *and* a successful post-military career. Nakia gained confidence in her ideas and leadership abilities. A career-switcher with no prior business education, Matthew was able to hit the ground running in his new job. In the coming pages, Kelley Full-Time MBA students discuss the impact of both a supportive, tight-knit community and a transformational career development experience 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 126,000 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: Cameron sought an MBA so he and his family could transition from his military career without the reduced income that often comes with civilian life. While in the program, he served as Veterans Club president. His family is pictured at Leonard Springs Nature Park, one of several parks in Bloomington they enjoyed exploring.**





**ROI:** “ROI for me? First, the financials—I’m able to compete with MBAs from other top schools while spending less. Second, future value—I’ll be able to look back and know my time was well spent. Third, the connections. Making connections seems really natural—it’s one of the most important tangible assets Kelley has to offer.”

—**Ruben Figueroa, MBA’21, Monterrey, Mexico**  
Pathways Operations Manager, Amazon, Chester, Virginia  
Previous career: Operations, automotive industry,  
Monterrey, Mexico  
Majors: Business Analytics and Finance

**An industrial and systems engineer from Mexico, Ruben came to Kelley to prepare himself for weightier decision-making roles in operations. He’s pictured at Memorial Stadium, where peers and alumni gather outside for tailgate parties during football season.**

## 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.

“Going into networking events, I was most surprised by how Kelleys always said, ‘I’m a Kelley first, so let me help you. I’m an advocate of this company second.’ I was just shocked at how gracious they were with their time and by how much they wanted to help us out.”

—Allison Grabowski, MBA’22



“In order to successfully pivot my career trajectory, I knew that getting an MBA was key. The culture at Kelley is friendly, collaborative, and supportive, so it was the right place for me.”

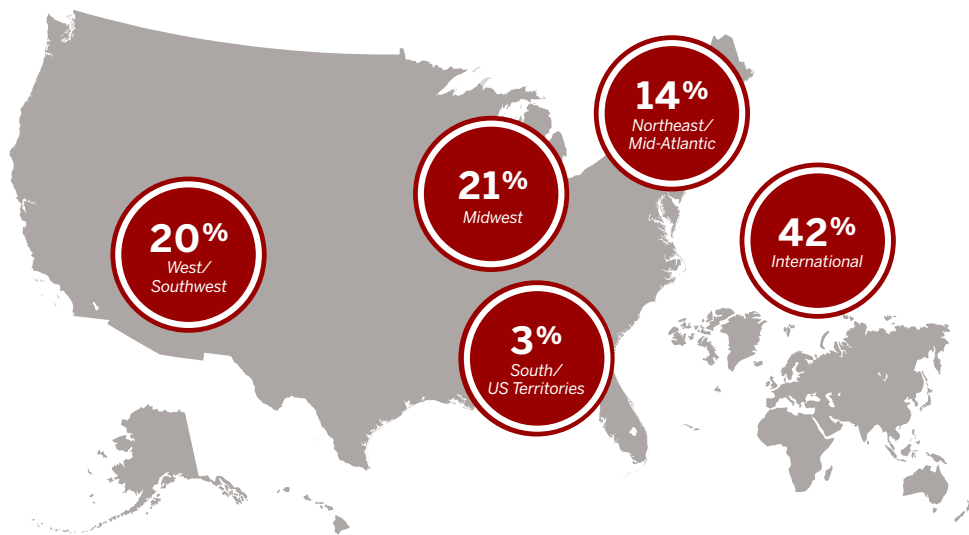
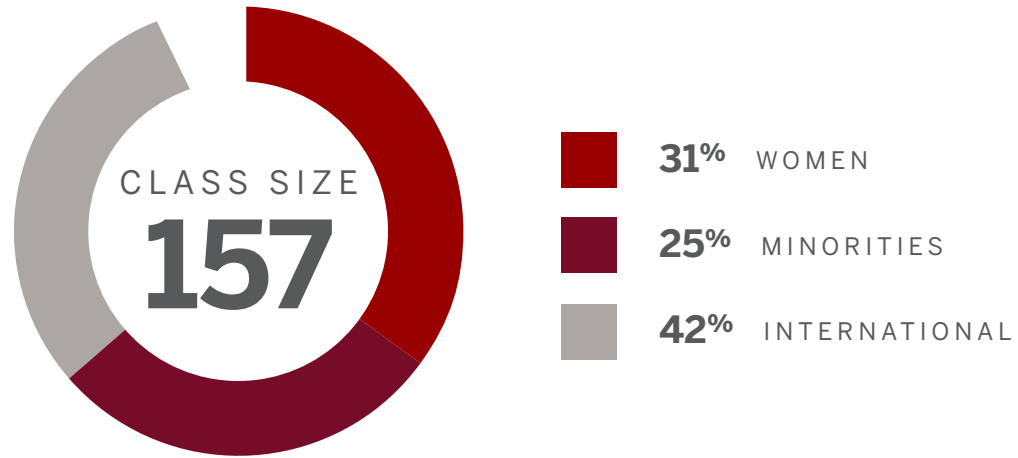
—Dan Cun, MBA’20



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



# 2023 CLASS PROFILE



MEDIAN AGE

**29**

AGE RANGE

**23–43**

MEDIAN YEARS OF FULL-TIME WORK EXPERIENCE

**6**

STUDENTS WITH FULL-TIME WORK EXPERIENCE

**99%**

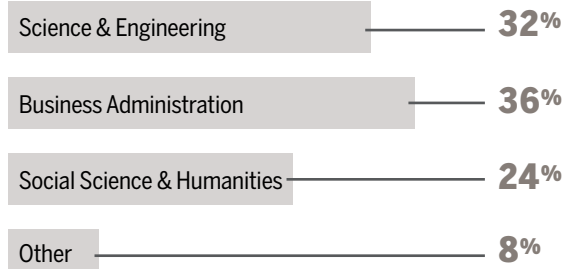
MEDIAN GPA

**3.36**

MEDIAN GMAT SCORE

**690**

### UNDERGRADUATE MAJORS



**Defining moment:** “During one Core team meeting, everyone shared positive things about each other. One point everybody offered me is that I should speak up more, because they could see the wealth of knowledge that I had. They helped me be more comfortable speaking up and more confident stepping up into leadership roles.”

—**Nakia Lee, MBA’22, Little Rock, Arkansas**

Senior Advisor, Business Process Management,  
Dell Technologies, Little Rock, Arkansas  
Previous career: Mechanical operations management,  
transportation industry, Los Angeles  
Major: Business Analytics



An industrial engineer, Nakia pivoted from from operations to supply chain management. She served as an officer for the Black MBA Association and Association of Women MBAs at Kelley to continue stretching herself in areas of personal growth and leadership. Nakia is pictured in front of the William J. Godfrey Graduate and Executive Education Center, home of the Kelley MBA Program.



## 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 transformational beyond my expectations. I thought I knew who I was going into the program but learned so much more about myself throughout the Me, Inc. process.”

—Monica Scinto, MBA'21

## 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 learn 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)



**ROI:** “For the past two years, I’ve been surrounded by intelligent and driven peers who have been able to lift me up when I needed it. Being part of the Kelley family and having the Kelley network built around me is one of the most important returns that I’ve gotten through this program.”

—**Cassie Deguzman, MBA’21, Ferndale, Washington**

Associate Brand Manager, General Mills, Minneapolis

Previous career: Marketing, dairy industry, Seattle

Major: Marketing

Cassie wanted the deeper business and financial acumen that comes with an MBA—and the connections that come with the Kelley MBA. She’s pictured in the Arboretum on the Bloomington campus, where she often walked with friends.



## 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

“Because of my experiences in the Consumer Marketing Academy, which included a project similar to the one I was later assigned during my internship with General Mills, I felt like I knew what to do on day one.”

—Cassie Deguzman, MBA’21



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: 4 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.

**ROI:** “Was it worth quitting my amazing job? I have to say it was. It's been a great reset button to see once again what's important to me, to really take a step back and learn skills, dig into the finance, dig into accounting, meet so many people with different backgrounds. Just to have that has already paid dividends.”

—**Allison Grabowski, MBA'22,  
Tempe, Arizona**

Associate Brand Manager, Mars Petcare,  
Franklin, Tennessee

Previous career: Brand management,  
alcoholic beverage industry, Modesto, California

Major: Marketing

**Allison came to Kelley to accelerate her marketing career. Having her career coach with her through every phase of the recruitment journey was invaluable, she said. She is pictured in the Conrad Prebys Career Services Center.**





## 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 2nd-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 126,000 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.

"Prior to coming to Kelley, I looked at different companies that interested me and saw that we had alumni at each one. I felt comfortable knowing that if I went to Kelley, in the Midwest, I could go wherever I needed to, and wanted to."

—Cassie Deguzman, MBA'21, moved from the Pacific Northwest to begin her Kelley MBA



**Defining moment:** "I can't even begin to explain how transformative my connection with my Graduate Career Services coach has been. Not having business training before my MBA—it was a concern for me. My coach helped me put together a runway of best practices, an overall path for success that I create, so that when I hit the ground at Procter & Gamble, I'm running."

—**Matthew Williams, MBA'21, Long Island, New York**  
Senior Brand Manager, P&G, Boston  
Previous career: Operations, luxury retail industry, New York City  
Majors: Marketing and Management

**Matthew considered careers in marketing and consulting and developed leadership skills as a peer coach and officer for the Black MBA Association and the Black Graduate Student Association at IU. He is pictured in the Conrad Prebys Career Services Center, home of Graduate Career Services.**



# 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	FBI	Micron Technology
Abbott Nutrition	Fiserv	Microsoft
AbbVie	Fortive	Millicom
AB InBev	Freddie Mac	Milwaukee Tool
Accenture	Gartner	Nestlé
Adobe	GE Appliances–Haier	O2
ADP	General Mills	OneMain Financial
Amazon	GLOBIS	ORIX Real Estate Capital
Amgen	Glu	Pfizer
Amphenol Corporation	GoDaddy	PPG
Archford Capital Strategies	Google	Procter & Gamble
AT&T	Grant Thornton	PT Bank Rakyat Indonesia
Atria	The GroundTruth Project	Putnam
Author Solutions	GSK	PwC
Avient	Guggenheim Partners	Quantum 9
Axxess	The Hershey Company	Raytheon
Bain	The Home Depot	Richtek USA
Bank of America	Honeywell	Salesforce
Barclays	Hover	Samsung
Benjamin F. Edwards	Hyundai	SAP America, Inc.
Best Buy	Illumina	Satori Consulting
BMO	Infosys	Saunders Midwest
Boston Scientific	Innovative Systems	SBM Life Science
Capital One	Intel	SC Johnson
Cardinal Health	Intuit	Setna iO
CBRE	IRI	Silicon Labs
Centene	IU Health	Starbucks
Chewy	Jack Link's Protein Snacks	Steele
Cisco	JPMorgan Chase	Stellantis
The Clorox Company	Kellogg Company	Strategikon Pharma
Community Foundation of Wabash County	Keurig Dr Pepper	Target
Conagra	Kimberly-Clark	TD Bank
Credit Suisse	Kohler	TE Connectivity
Cummins	KPMG	Thermo Fisher Scientific
DaVita	The Kraft Heinz Company	Turner Mining Group
Dell	LG Electronics	United Nations
Deloitte	Lilly	Vertiv
Delta Air Lines	Luxottica	Viscacia
Discover Financial Services	M&T Bank	Walmart
DISH Network	McAfee	Wayfair
DuPont	McKinsey & Company	West Monroe
Ecolab	Medtronic	Western & Southern Financial Group
Edward Jones	Merchants Bank of Indiana	Xilinx
EXL	Merck & Co.	Zenith International
EY	MetLife Investment Management	ZS Associates

# Employment Statistics: Class of 2021

## CLASS OF 2021 SALARIES

Base Salaries by Function		
	% of Graduates	Median
Consulting	21%	\$150,000
Finance/Accounting	11%	\$116,500
General Management	12%	\$124,250
Information Technology	4%	\$130,000
Marketing/Sales	36%	\$115,000
Operations/Logistics	10%	\$110,000
Other	6%	\$120,000

Base Salaries by Industry		
	% of Graduates	Median
Consulting	16%	\$155,000
Consumer Packaged Goods	13%	\$110,000
Financial Services	10%	\$123,500
Healthcare (including Products and Services)	14%	\$119,000
Manufacturing	9%	\$105,600
Retail	9%	\$125,000
Technology	23%	\$130,000
Other	6%	\$102,663

# #4

**IN THE WORLD FOR  
CAREER SERVICES**  
*Financial Times, 2022*

**MEDIAN  
SIGNING BONUS  
\$30,000**

**MEDIAN  
SALARY  
\$121,000**

### REGIONAL BREAKDOWN OF ACCEPTED JOB OFFERS

Mid-Atlantic	8%
Midwest	41%
Northeast	14%
South	5%
Southwest	2%
West	28%
International	3%



## 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 [cgsm.org](http://cgsm.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](http://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](http://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](http://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, Finance Club, Healthcare Club, Innovators Club, Investment Club, Marketing Club, Net Impact, Real Estate Club, Tech Club, and Toastmasters

**Affiliation Clubs:** Asian MBA Association, Association of Women MBAs, Black MBA Association, Jewish Association of MBAs, Kids Club, Latino MBA Association, Out@Kelley, Partners Club, and Veterans Club

**Affinity and Interest Clubs:** Adam Smith Society, Beer Club, Food Club, Golf Club, Outdoors Club, Soccer Club, and 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<sup>th</sup> MOST FAMILY-FRIENDLY**  
*The Princeton Review, 2022*

"Every chance we get, my partner and I walk downtown—we live close to downtown—and we just say, 'I'm so happy we moved.' It's such a great breath of fresh air."

—Allison Grabowski, MBA'22



Photo by Visit Bloomington



Photo by Visit Bloomington



Photo by Visit Bloomington





**Defining moment:** “I’ve met a lot of people whom I now consider to be strong mentors. I’ve been able to identify the most important aspects of my career and how to succeed in achieving my goals.”

—**Monica Scinto, MBA’21, Elmhurst, Illinois**

Senior Consultant in Finance, EY, New York City

Former career: Project management, construction industry, Chicago

Majors: Finance and Strategic Analysis of Accounting Information

**An architect by training, Monica never took a business course before her Kelley MBA, which she sought to retool for a new career in New York City. She explored several career paths before selecting consulting. She served as Finance Club president and is pictured on the patio of The Mill, Bloomington’s center for coworking and entrepreneurship.**



## 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

	Deadline	Notification
<b>First</b>	October 15	By December 20
<b>Second</b>	January 5	By March 15
<b>Third</b>	March 1	By April 30
<b>Final</b>	April 15	By May 31

### Consortium Deadlines

	Deadline	Notification
<b>Early</b>	October 15	By December 20
<b>Final</b>	January 5	By March 15

### TUITION *Estimated annual Kelley MBA expenses for 2022–2023*

	Indiana Residents	Nonresidents/International
Tuition	\$28,425	\$53,533
Mandatory Fees	\$2,300	\$2,300
Books and Supplies	\$1,950	\$1,950
<b>Total</b>	<b>\$32,675</b>	<b>\$57,783</b>



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](https://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](https://gokelley.iu.edu/mbamoment) | [IUMBA@INDIANA.EDU](mailto:IUMBA@INDIANA.EDU)

