Executive MBA
Zicklin School of Business
A world of opportunities

Zicklin School of Business

The Zicklin School of Business at Baruch College is proud to prepare business leaders and high-potential executives for new career heights through its world-class Executive MBA (EMBA) program, leading to an MBA degree from Baruch College.

Knowledge is a powerful tool; it can broaden perspectives, foster change, and expand horizons. At the Zicklin School of Business, we understand the transformative power of knowledge and the crucial role education plays in shaping the future.

Located in the heart of New York City, the Zicklin School of Business offers an unmatched combination of quality, affordability, and convenience with a stellar reputation in business education. An AACSB-accredited institution, Zicklin is part of Baruch College, a senior college in The City University of New York that consistently ranks among the region’s and nation’s top performers in academic excellence, diversity, and value.

The Executive Edge

The Zicklin School’s executive programs are for experienced business leaders and professionals, giving you the critical skills needed to solve complex challenges and reach your leadership potential.

- Receive a world-class education from an AACSB-accredited institution with highly credentialed faculty and industry experts.
- Build a global network with classmates in your field, international C-suite executives, and more than 150,000 Baruch College alumni.
- Immerse yourself in a diverse business environment with our international study experience.
- Stay focused on your studies with concierge services that handle registration, deliver all course materials, and provide meals and refreshments on class days.

“I’m a licensed pharmacist but I was never taught the business side of pharmacy. I enrolled in Zicklin’s EMBA program to gain a broader perspective, which subsequently has proven to have a major impact on my career.”

“I truly appreciate the part of the program where in-class learning is immediately applicable in the business world. This has allowed me to gain a deeper insight into how business metrics keep institutions optimized and efficient.”

Kaustubh Bhatt, EMBA ’20
Clinical Pharmacy Manager
The Zicklin Executive MBA gives you the tools and knowledge needed to navigate today’s—and tomorrow’s—business environment. Update your skills; master business fundamentals such as quantitative tools, finance, and economics; and develop functional knowledge in marketing, accounting, information systems, and management.

Leadership
Prepare for leadership challenges with classes on strategy, communication, negotiation, persuasion, and innovation—the essential skills of every great leader. Learn about effective, strategic leadership under different organizational conditions, gain insights into your own leadership style, and participate in challenging group exercises that help develop your confidence.

Strategic Thinking
Learn from professors and guest industry experts who discuss how to create value, strengthen business strategy, and successfully integrate knowledge from areas such as supply chain management, financial reporting, strategic leadership, and ethical behavior. Gain insight into the environmental and social challenges that contribute to the complexity of the globalized corporate environment.

Globalization
Learn to lead effectively across cultures through exposure to different perspectives, institutions, and practices. Evaluate foreign markets and assess political and economic risks, and develop an understanding of the challenges and opportunities of managing dispersed organizations operating globally.

Ethics
Participate in lively discussions on topical issues confronting U.S. and global corporations and capital markets. Analyze issues around transparency in corporate reporting and legal and ethical corporate behavior, to develop ways of thinking through ethical dilemmas.

Is this program for you?
We look for candidates who have five or more years of professional, managerial, or supervisory experience and hold a bachelor’s degree or foreign equivalent.

Candidates must understand the rigor of executive education and be motivated to excel in this program while maintaining their careers and personal lives.

Class of 2020
Average Age
37
Male
47%
Female
53%
Average Work Experience
13 Years

Where Graduates Work
American Express
AT&T
Bloomberg LP
Deutsche Bank
Eli Lilly & Co.
Frito-Lay
HarperCollins Publishers
IBM
The Interpublic Group of Companies
JPMorgan Chase & Co.
JetBlue Airways
LeFrak Organization
New York Public Library
PwC
Thomson Reuters
UBS Securities
Walt Disney Television

“I get my business acumen from my father, a retired doctor who had his own practice. I’m a single parent, so I was looking for an MBA program that was local, affordable, and—most important—accredited and well known. Zicklin checked all of those boxes.

“The program is life-changing. I was able to take what I learned about process improvement in one of my core classes and apply it to one of the processes we use in my job. I presented my idea to my leadership team and we’ve already implemented it.”

Ola Ellis, EMBA ’19
Patient Service Center Supervisor
The Zicklin Executive MBA is a 20-month, on-campus program. Classes are held on Saturdays, and one Friday.

**Pre-Program Activities**

**Boot Camp:** Elect to participate in our pre-program preparation course that will help you transition back to the classroom with refresher classes in statistics that will brush up your basic quantitative skills and workshops using Excel in business case studies.

**Orientation:** Kick off your EMBA journey with a two-day, off-campus residential experience that includes team-building activities to help you get to know the fellow professionals in your cohort, plus sessions that relate to executive presence, career development, and academic success.

**Curriculum**

**First Year**

- **Fall:** Understanding the foundations of business
  - Managerial Statistics
  - Marketing Management
  - Financial Reporting

- **Winter:** Competing in a dynamic global economy
  - Information Technology Strategy
  - Strategic Business Communication
  - Firms in the Global Economy
  - Introduction to International Business

- **Spring:** Managing assets and human resources
  - Corporate Finance
  - Overview of Business Law & Ethics
  - Business and Society Relationships
  - Managing People and Organizations

**Second Year**

- **Fall:** Expanding the enterprise
  - Managing Business Operations
  - Mergers, Acquisitions, and Private Equity
  - Business Consulting

- **Winter:** Empowering leaders with strategic thinking
  - Strategy and Competitive Advantage
  - Improv for Leadership
  - Leadership Capstone
  - Entrepreneurial Strategy

- **Spring:** Culminating experience
  - International Study Tour

Course list is subject to change.

**Designed to make the most of your investment**

“...I came to New York from Italy over 10 years ago to work for a shipping company. Having started as a clerk, today I am the nationwide director of logistics. I decided to go back to school because I knew an EMBA degree would help me be a better manager and a better all-around professional.

“One of the most positive aspects of the Zicklin EMBA program is the accessibility of the professors. I could email them at any time and often receive an answer within hours. For someone who constantly pushes himself and strives for excellence, this mattered a lot.

“The intensity of the program and its workload were more than I anticipated. But you get out of the program what you put in, and I’m extremely grateful for all of the knowledge, skill sets, networks, and friendships gained along the way.”

Vinicio Vannuccini, EMBA ’19
Nationwide Director of Logistics

**Business Consulting Experience**

Student teams are partnered with real companies, with students applying concepts learned in the classroom to the companies’ business challenges.

**Global Learning**

Your EMBA experience culminates in an international study tour. Travel with a faculty member to two international locations for 8 to 10 days, meeting with companies and organizations in each location. Recent study tours have included South Africa, Vietnam, Singapore, and China.

Program graduates consistently say the tour enhances their international business perspective and gives them a greater understanding of the impact of globalization on business.

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Contact Info:
Office of Executive Programs
Baruch College / Zicklin School of Business
55 Lexington Avenue, Suite 13-282
New York, NY 10010
execzicklin@baruch.cuny.edu
646-312-3100
Zicklin.nyc

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