

Return on Investment for Participants

“[With the current pace of change,] knowing something is not going to help you: managers must dynamically respond to what needs to be done. That’s what the Rotman School is teaching, and it’s what will keep people relevant in tomorrow’s world.”

Nandan Nilekani, *Co-Chairman and Co-Founder of Infosys Technologies, speaking at the Rotman School*



The return on investment for participants is both personal and professional. Rotman One-Year Executive MBA (EMBA) students are keen to discover the new doors the program will open in their careers, and see a freedom of choice in paying for the program independently of their employers. In a Graduate Management Admission Council (GMAC) Alumni Perspectives Survey, Executive MBA graduates reported higher annual salaries compared to graduates of other program types.

- Many EMBA graduates also enjoy significant jumps in their salaries following the program, as a result of increased scope and level of responsibility.
- When you invest in the Rotman EMBA, you will gain an internationally recognized degree from one of the world’s most prestigious universities, and access to some of the top business minds anywhere.
- The program is an investment in yourself and in your career. A Rotman EMBA will give you more options and greater leverage in your career. It will pay dividends for many years to come.*

“ROI was immediate for me. Just being enrolled in the EMBA program allowed me to get a Director’s position with 20% more salary. After I finished my EMBA, there was another increase of 20%. So, in total from the day I enrolled in EMBA to today, my salary has increased by over 40% plus bonus and stock options. With the increase in salary, I was able to pay off 80% of my student loan in two years. EMBA has certainly opened new doors for me and allowed me to dream.”

Raja, *Vice-President, Operations*

“I was recruited as I was finishing my EMBA and increased my total compensation by 30% immediately.”

Richard, *IT Executive*

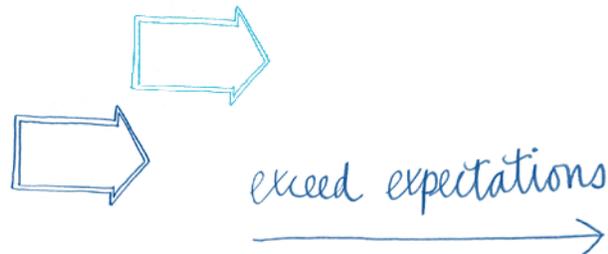
“I gained \$20,000 to \$30,000 per year more in salary than what I would have earned without an MBA. What I would have learned in five years working in Canada, I learned in one year at Rotman.”

Prateek, *Operations Executive*

“I have emerged from EMBA a stronger and more confident person, prepared to tackle the business and community challenges of our time. Moreover, the friendships I’ve made will stay with me for a lifetime.”

Mitzie, *CEO, Not-for-profit*

* Average salary increases and payback periods fluctuate with the economy.



Students have been able to deliver significant savings to their companies as a result of in-company projects completed during the Rotman One-Year Executive MBA program. The program includes real-life projects that answer challenging business problems. That's one of the many benefits of a program that allows students to continue to work full-time while they study.

How the Program Can Pay for Itself

Examples include:

Optimize Cash

When you buy a product, you might pay \$350, but you get a coupon that will give you back \$50 if you mail it in within 30 days. The EMBA student's company data showed that only 30% of people actually take advantage of the rebates. Yet the company kept enough cash on hand to cover 100% of the rebate coupons. So the student asked, "Does it matter if the rebate expires in 30 days?" As it turned out in this case, the expiry date didn't matter. Customers are even less likely to send in the rebate if the expiry is 60 days instead of 30. The student's conclusion: companies don't have to keep as much cash on hand as they think, because most people won't send in the rebate, no matter how long they have to do it. The employer's conclusion: the outcome of one project paid for the Executive MBA.

Inventory Levels

How much inventory should a pharmaceutical company keep to ensure drugs don't run out? One pharmaceutical company spent \$7 million a year maintaining its inventory, so its EMBA employee asked, "How much inventory should it maintain to make sure drugs don't run out 95% of the time?" The answer pointed to much lower levels and saved the company \$4 million per year.

Graduate Management Admission Council Research Results

Based on the GMAC survey of corporate sponsors, it takes 17 months (on average) for a company to gain its return on the investment made. This is according to respondents who worked for companies that reimburse or sponsor employees in EMBA programs and measure return on investment.

Sample organizations that have employed and sponsored EMBA candidates include:

- ABB Power Technologies Management Ltd.
- AIM Trimark Investments
- Air Canada
- Apotex Inc.
- Bell Canada
- BMO Nesbitt Burns Group of Funds
- CIBC Wood Gundy
- Cisco Systems
- Compugen Inc.
- Davis & Henderson
- Deloitte
- DuPont
- Elotex
- Ernst & Young LLP
- Fidelity Investments
- Heidelberg
- Holcim Group Support Ltd.
- Honeywell Limited
- HSBC Bank Canada
- IBM Canada
- iGATE Global Solutions
- Johnson & Johnson
- Katz Group Canada
- Loblaws
- Manulife
- Marriott International
- Microsoft
- MTS Allstream
- Novopharm Ltd.
- Procter & Gamble
- RBC Financial Group
- Rogers
- Royal Bank
- Scotiabank
- Siemens
- St. Lawrence Cement
- TD Bank Financial Group
- Telus
- The Globe & Mail
- University Health Network



$$CAGR = \left(\frac{\text{Ending Value}}{\text{Beginning Value}} \right)^{\left(\frac{1}{\# \text{ of years}} \right)} - 1$$