

# ONE OF A KIND



A Product of the University of Tennessee  
**Aerospace & Defense Business Institute**

# Program Highlights

## A&D Business – the *THRUST* of our program

The Aerospace and Defense MBA (ADMBA) teaches business in an aerospace and defense context. High-potential professionals master vital business skills including accounting and finance, operations excellence, program management, supply chain management, strategy, leadership and business development. Students grow alongside peers from diverse roles all across the industry.

## Lean, High-Compression Learning

Our unique schedule expedites growth but minimizes life disruption. Students earn an MBA in only a year—while continuing to work. They attend five, one-week residence periods (RPs) and complete readings, assignments and distance learning seminars between RPs.

## Industry Immersion

Students spend residence period three visiting “best in class” organizations from diverse sectors of the industry to see application of theories and skills taught in UT classrooms. Students broaden their view of A&D while learning from and networking with top A&D executives.

## The Million Dollar Project

In lieu of a thesis, students work with a faculty advisor and their own employer on a year-long, strategic business project. Students apply lessons learned in ADMBA to a strategic challenge or opportunity. To ensure strong ROI for sponsors, projects deliver a \$1M+ business impact.

## Leadership Development

We use highly proven assessment instruments to identify leadership strengths and weaknesses of each student. We then assign a leadership coach based on the unique needs of each student. Together, students and coaches execute a yearlong plan for personal growth and change.

## Strategic Dividends

ADMBA students learn from and grow with one another. They develop high-value relationships with peers from their own customer and supplier organizations and top organizations all across the industry. They also meet and network with A&D executives during program field trips and at guest speaker forums. Students and sponsors reap the benefits in real-time and long after graduation.

## Bonus Credentials: LeanSigma Green Belt

For little additional effort and at no additional cost, students can earn a LeanSigma Green Belt in conjunction with their MBA. Alternatively, ADMBA work can reduce the time and cost required to earn a LeanSigma Black Belt from UT’s Haslam College of Business.

## Projected 2016 Schedule

 -Residence Period  - Cyberclass

January							February								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
					1	2			1	2	3	4	5	6	
3	4	5	6	7	8	9	7	8	9	10		12	13		
10	11	12	13	14	15	16	14	15	16	17	18	19	20		
<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>	21	22	23	24		26	27		
24	25	26	27		29	30	28	29							
31															
March							April								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
			1	2	3	4	5						1	2	
6	7	8	9		11	12	3	4	5	6	7	8	9		
13	14	15	16	17	18	19	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>		
20	21	22	23		25	26	17	18	19	20		22	23		
27	28	29	30	31			24	25	26	27	28	29	30		
May							June								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
1	2	3	4		6	7				1		3	4		
8	9	10	11	12	13	14	5	6	7	8	9	10	11		
15	16	17	18		20	21	12	13	14	15	16	17	18		
22	23	24	25	26	27	28	<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>		
29	30	31					26	27	28	29	30				
July							August								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
					1	2				1	2	3	4	5	6
3	4	5	6		8	9	7	8	9	10		12	13		
10	11	12	13	14	15	16	14	15	16	17	18	19	20		
17	18	19	20		22	23	21	22	23	24		26	27		
24	25	26	27	28	29	30	28	29	30	31					
31															
September							October								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
						2	3						1		
4	5	6	7	8	9	10	2	3	4	5		7	8		
<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	9	10	11	12	13	14	15		
18	19	20	21		23	24	16	17	18	19		21	22		
25	26	27	28	29	30		23	24	25	26	27	28	29		
							30	31							
November							December								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
			1	2		4	5					1	2	<b>3</b>	
6	7	8	9	10	11	12	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	10		
13	14	15	16		18	19	11	12	13	14	15	16	17		
20	21	22	23	24	25	26	18	19	20	21	22	23	24		
27	28	29	30				25	26	27	28	29	30	31		

## *Source Selection*

The Aerospace & Defense MBA (ADMBA) serves high-potential professionals seeking to grow business skills while continuing to work. The innovative design and schedule have attracted sponsoring employers and students from more than 40 states and two international assignments. Traditional participants include high achieving professionals from diverse academic and professional backgrounds, including engineering, research and development, manufacturing, maintenance, operations, supply chain management, contracting, budgeting, marketing, business development and human resources. The ADMBA not only offers great value other programs don't, it also *avoids* the 18 months away from the job, and the life and career disruption required for more expensive, Full-Time MBA programs. For organizations looking to grow their leaders and their business, the choice is clear.

Program Features	Part-time "Budget" MBA	Aerospace & Defense MBA	Full-Time MBA
MBA Accreditation	✓	✓	✓
Traditional MBA Subject Matter	✓	✓	✓
Nationally Ranked College & Programs		✓	✓
A&D Case Studies and Company Visits		✓	
Job- and aerospace & defense-based assignments		✓	
A&D-Focused, Industry Immersion Learning Experiences		✓	
Top Professors with Extensive A&D Expertise		✓	
A&D Classmates & Networking Opportunities		✓	
\$1M+ Business project for your employer (in lieu of a thesis)		✓	
High Compression Learning (12-month program)		✓	
Free, "Bonus," LeanSigma Green Belt Certification		✓	

With executive-track students from both government and private industry employers, ADMBA creates a powerful student cohort. Though all come from the same, broad industry, they also come from very diverse professional functions, academic backgrounds and industry sectors. Students learn from UT's top professors but also from one another as they learn about business functions and industry sectors well beyond their own. Although ADMBA professors understand the A&D industry, it is not their exclusive domain. As a result, they introduce students to best business practices from other industries with great utility in A&D. Students also meet with and learn from countless A&D executives on field trips and at speaker forums. The net effect is a new, strategically valuable learning network that pays big dividends for ADMBA students and sponsoring employers – for many years to come.

### *Apply Now*

Most students are fully or principally sponsored by their employer. Tuition for 2016 is below the national average for executive MBA programs at only \$66,000 and includes all fees and two catered meals per day. The university invoices students or their sponsors for one third of the total tuition 30 days prior to the start of each semester (3). Tuition does not include student travel to and from residence periods or lodging expenses. G.I. Bill benefits can be applied to tuition costs and significantly reduce expenses for sponsoring employers and students. Entrance requirements include:

- A bachelor's degree from a regionally accredited university
- A 2.7 cumulative GPA or a 3.0 GPA in subsequent graduate work (waivers considered)
- A strong professional record and the endorsement of a supporting employer.

The ADMBA often will waive GMAT/GRE requirements for most well qualified applicants. For more information or to apply, visit <http://ADMBA.UTK.EDU> or contact **Janice Reid**, recruiting and admissions coordinator at **(865) 974-0173** or **JReid7@UTK.EDU**.

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## ***The Aerospace & Defense Business Institute***

The Haslam College of Business is highly ranked and accredited and offers education programs of all kinds relevant to every sector of the economy. However, the college has prioritized support of the Aerospace & Defense industry due to its many unique business practices and the industry's important role in today's global economy. UT's Aerospace & Defense Business Institute (ADBI) brings together a broad family of education, training and applied research capabilities to serve students and supporting employers from all across the industry.

To deliver transformational education, training and applied research, the Aerospace & Defense Business Institute leverages the intellect and experience of the university's top tenured professors. Real world problems and processes know no academic boundaries. Thus, support to A&D comes from all across the University of Tennessee system, investing the talents and time of faculty members from the Haslam College of Business, the College of Engineering and the UT Space Institute. Programs also leverage the expertise and perspective of renowned practitioners and thought leaders from the industry and top professors from other universities. Executive leaders from government and industry serve on the college's Aerospace & Defense Advisory Board and meet annually to advise university leaders and program directors.

Institute offerings include the Aerospace & Defense MBA, certificate and certification programs, applied research and implementation support. Non-degree courses are offered via open enrollment or custom delivery, on campus in Knoxville or on site for sponsoring employers around the world. In the last decade, these programs have supported more than 100 A&D organizations -- public and private and educated thousands of students -- on campus and all around the world.

### **Courses Exclusively for the Military and Government Community**

- 8-Step Problem Solving Workshops; Continuous Process Improvement Tools; Strategy Alignment & Deployment
- Lean Applied to Acquisition Business Processes; Better Business Deals – Industry Insights; Disciplines of Speed
- Should Cost Workshop; Program Integration Workshop; Program Management for Non-Program Managers

### **Programs Teaching Vital, A&D-Related Business Skills**

- Operations and Business Analytics:
  - Lean Green Belt and Black Belt; Lean for MRO; Lean Applied to Business Processes
  - Business Analytics Fundamentals; Strategic Application of Business Analytics for Executives
- Supply Chain Management:
  - Performance-Based Logistics; Performance-Based Services Acquisition
  - Vested Outsourcing; Collaborative Contracting; Global Supply Chain Executive Development Program
  - Global Supply Chain Executive MBA program
- Leadership and Management
  - Managing in a Technical Environment; Leadership Tools for Manufacturing Management; Emerging Leaders

### **Applied Research & Implementation Support**

- UT professors and expert practitioners bring thought leadership and best practices to A&D
- Include proprietary and limited distribution studies as well as research for publication and presentation
- Follow-on teaming to create and deploy training and lead change and business improvement
- 5-Year, \$44M, IDIQ (second cycle) with the Air Force for Business Process Improvement
  - 10-year partnership with research, curriculum development, instruction and change leadership
  - Lean training for every USAF General, SES, and Command Chief Master Sergeant
  - Change leadership course for colonels, civil service equivalents, and chief master sergeants

Visit <http://Bus.utk.edu/adi/> or contact ADBI Director, **Dr. Andy White** at [AWhite35@UTK.edu](mailto:AWhite35@UTK.edu) or **(865) 974-2027**