

MOT MBA

Management of Technology MBA



SFU

**BEEDIE SCHOOL
OF BUSINESS**

WHERE BUSINESS AND TECHNOLOGY INTERSECT

CHOOSE AN MBA LIKE NO OTHER

Professionals who speak the language of both technology and business—and understand how they intersect and interact—are in high demand.

The SFU Beedie Management of Technology MBA (MOT MBA) is the first of its kind in Canada. The MOT curriculum is shaped by the actual needs of the technology sector, with a program designed to give you a first-hand industry perspective.

Where can it take you? Our graduates go on to innovate within their company in a more advanced role, become well-rounded leaders in technology and elsewhere, or start new tech ventures.

WHY CHOOSE THE MOT MBA?

- Unique technology-focused MBA
- Develop your tech leadership abilities
- Learn from experienced professionals
- Play your part in BC's tech success story
- No need to take a career break

“The MOT opens doors. Everything you do or say has more credibility, and you can more efficiently leverage your past experiences.”

— Jonathan Carrigan
Senior Director, Strategy & Organizational Transformation at Maple Leaf Sports & Entertainment

MORE THAN AN MBA

COMBINE TECHNOLOGY AND BUSINESS

The MOT MBA prepares professionals with a deep interest in technology to graduate into leadership roles in a variety of sectors. It delivers the broad-based business education of an MBA with a focus on technology management, problem solving, and leadership.

Our cohort of 45 working students have diverse resumes, but share a passion for technology and a desire to solve complex problems in innovative ways.

We bring the theory to life using a strongly applied approach. Classes are on Monday and Wednesday evenings, so you can apply what you learn between classes.

- Use customer-based research to inform product development strategy and processes.
- Develop project and people management skills.
- Use financial analysis to make the business case for your projects.
- Use information to support decision-making.
- Understand cultural differences and other global business challenges.

Get the full picture at beedie.sfu.ca/mot

“I loved the MOT program. It was crafted for folks like me who are interested in both technology and business. It was a natural choice for me because it’s focused on applied business training.”

— Rhonda Wideman
Consultant, Rhonda
Wideman Consulting



THE BUSINESS OF TECHNOLOGY

DEVELOPED WITH INDUSTRY PARTNERS

The SFU Beedie MOT MBA delivers the core business and management training you expect from an MBA, with specialized courses unique to technology.

The first five semesters follow a logical progression, allowing you to build your skills and apply them as you learn. In the final summer semester, you bring everything together in an applied project. Alternatively, you can take additional courses: Entrepreneurship, Capstone Simulation, and Experiential Industry Project.

YEAR 1

FALL

- Leadership for the Technology Driven Enterprise*
- Managerial & Financial Accounting
- Innovation

SPRING

- Managerial Economics
- Strategic Use of Information and Knowledge (MIS)
- Business Ethics*

SUMMER

- Business Operation Design
- IP Management and New Product Development
- International Management*

YEAR 2

FALL

- Managing Self and Others*
- Marketing Management
- Applied Finance

SPRING

- Strategy
- Project Management
- Negotiations and Conflict Resolution*
- Regulatory Affairs / The Business of Biotech*

* These courses are offered as intensives, generally delivered on weekends. Dates will be provided well in advance.

SUMMER

- Applied Project
or
- Capstone Simulation, Entrepreneurship, and Experiential Industry Project

“I wanted to fast track my career. The MOT program really fit the direction I wanted to move in. It allowed me to focus on the business of product delivery, rather than the technology creation side.”

— Darren Rafferty
Portfolio Director, Océ
Display Graphics Systems

YOUR CAREER IS IN GREAT HANDS

LEARN FROM PROFESSIONALS

Our faculty members not only know the business world inside out, but they also know how to bring it to life in the classroom. Small class sizes lets them get to know you well and focus on your development.

“Our small class size enables you to get to know your instructors well. They have the real-world experience in a range of roles and industries needed to help MOT MBA students emerge as leaders in technology.”

— Dr. Elicia Maine

ELICIA MAINE, BEng, BA, Masters in Technology & Policy, Masters in Materials Engineering, PhD in Technology Management

*Professor, Innovation & Entrepreneurship
Teaches: Innovation*

With a background in materials engineering and technology management, Dr. Maine's research focuses on science-based ventures and commercialization of advanced materials.

Background: Materials Engineer

Consulting: Monitor, Magna, Owens-Corning, Inco, PSAC, Pivot Acquisition Corp.



FACULTY PROFILES



IAN MCCARTHY

Professor, Canada Research Chair & Area Coordinator in Technology and Operations Management

Dr. McCarthy is the Canada Research Chair in Management of Technology at SFU. His work considers technology and operations management issues such as managing operational complexity, mass customization, modeling decision-making in new product development, and classifying drug discovery strategies. He is a qualified chartered engineer and a director of the Complexity Society.



ANDREW HARRIES

Tom Foord Professor of Practice in Entrepreneurship and Innovation

Mr. Harries, a Beedie MBA graduate, is the founder of multiple ventures, including Sierra Wireless, a wireless Internet of Things (IoT) solutions vendor. He is also the board chair of Bsquare, an IoT software solutions provider. Mr. Harries helps connect Vancouver's dynamic entrepreneurial community with SFU's burgeoning entrepreneurship and innovation ecosystem.

CLASS DEMOGRAPHICS

Average age

36

Class size

45

Average work experience

11 years

Average years of management experience

4 years

SAMPLE DEGREES

Engineering, Computer Science, Business, Science, Arts, PhD

SAMPLE BACKGROUNDS

Engineering, information technology, research and development, supply chain, technology sales, marketing, applied science and biotechnology

THE BEST OF ALL WORLDS

OPPORTUNITIES BEYOND THE CLASSROOM

As a student at SFU Beedie School of Business, you'll also have the opportunity to participate in a host of extra-curricular events and activities to enrich your educational experience. Beedie has gained a reputation for supporting and encouraging students to explore these activities to find different leadership opportunities and build richer networks.

VISIT A GLOBAL TECH HUB

The Experiential Industry Project gives students the chance to visit and work with tech companies in Vancouver as well as U.S. locations such as Silicon Valley. You'll learn about the corporate culture of some of the most innovative companies in the world and talk in depth with senior representatives. It's also a great opportunity to bond with your classmates.



“The program also sponsored many extra-curricular activities, from national case competitions to entrepreneurial forums, which enriched my overall MBA experience.”

— Kelvin Chiu
 Director, Manufacturing
 Engineering at Sierra Wireless

NETWORKING OPPORTUNITIES

Build close relationships with a variety of people—from classmates and professors to local business people and other graduate students. Tap into a global and engaged alumni network and mix with EMBA, MSc and other business graduate students.

CASE COMPETITIONS

Compete with other MBAs to solve real-world business challenges. SFU Beedie helps fund student participation and provides other support, encouragement and resources. Students keep any prize money they win.

MBA GAMES

Each year, SFU Beedie sends up to 40 students to the MBA Games. Compete in finance, marketing, strategy and other live cases, and enjoy a host of other activities. We provide financial support and other resources and help.

GUEST SPEAKERS AND EVENTS

You will meet and learn from industry experts as guest speakers in the classroom, as well as having opportunities to attend relevant industry association events. Meet with senior representatives of leading firms such as Instart Logic, Pebble, Google, Samsung R&D, LinkedIn, and Salesforce.

For a taste of student life, visit www.afewgoodminds.ca.

OPPORTUNITY THROUGH TECHNOLOGY

PLAY YOUR PART IN BC'S GROWING TECH SECTOR

BC's technology industry now includes over 9,000 companies that employ nearly 90,000 people. The tech sector is outpacing the resource industry in terms of economic contribution to the province.

PERSONALIZED CAREER PLANNING

A significant part of the MOT MBA is devoted to understanding how to identify and capitalize on opportunities for advancement, either within the same firm or in a different organization. We take you through a process of self-evaluation, reflection, and planning. Develop skills crucial for success in the long term, including:

- networking
- employment search techniques
- interviewing skills

NETWORK WITH INDUSTRY PROFESSIONALS

In addition to industry professionals as guest speakers in the classroom, each semester Beedie invites CEOs, senior managers and other distinguished speakers to share their experiences and advice with MOT MBA students. It's a unique opportunity to learn from and network with business and technology leaders in an intimate, classroom setting.

MENTORS IN BUSINESS

Take advantage of the largest business mentorship program in Western Canada. Over 300 mentors are ready and waiting to give you the benefit of their experience. They'll help you expand your network and uncover opportunities.

WHO HIRES OUR MBA GRADS?

You'll be on the radar of some of the world's leading companies.

- BC Cancer Research Centre
- BC Hydro
- Ballard
- Bell Canada
- CHC Helicopter
- Electronic Arts
- Fluor Canada
- Maxxam Analytics
- MacDonald Dettwiler and Associates
- Powertech Labs
- Sage Software
- Sierra Wireless
- SNC-Lavalin
- SAP Canada
- Telus
- Westport Innovations

33% Increase in pre/post MOT MBA salary

77% Changed jobs during the program

MOT MBA STUDENTS

JEAN MICHEL LAUZON

Solution Manager, SAP

“Our cohort has an unbelievable wealth of knowledge that we bring to every class. With the diversity of backgrounds and careers among us, we always have a lively discussion no matter the topic. I feel that I’ve gained years of work experience from our conversations.”



SHIVAJI KUMAR

Project Manager, Port Metro Vancouver

“I chose the MOT MBA based on two factors: the program provided students with the skills needed to manage companies that are focused on technology and innovation to support business strategies. Secondly, the program schedule allowed students to complete an MBA while working full time.”



ELENA RANYUK

Technical Director, Stormtec

“I found this program extremely valuable. It gave me a strong foundation across all areas of business, including accounting, marketing, operations and human resources, and helped to become well-rounded in my role.”



YOUR DREAM CLASSROOM

TAP INTO VANCOUVER’S ENTREPRENEURIAL SPIRIT

Now is the ideal time to develop your career in tech—in the ideal place. Vancouver’s dynamic and supportive business community has seen it establish itself as Canada’s tech start-up hub.

This has in turn prompted Facebook, Amazon and Microsoft to set up local offices, as well as attracting the world-renowned TED Talks to the city. There is also an enormous start-up culture and support network, including finance and skills support.

The BC tech sector in general generates over \$23 billion in revenues annually and has doubled in size since 2002. BC is home to more than 9,000 tech companies—from small start-ups, to local success stories like Hootsuite, to global giants like Microsoft.

THE BUILDING

Classes take place at the Segal Graduate School of Business campus in the heart of Downtown Vancouver.

Its 60,000 square feet accommodates the finest in meeting and classroom facilities. The central location makes commuting easy and helps integrate you into the local business community. It also provides easy access to Vancouver’s dining and entertainment scene for those all-important post class get-togethers.



ARE YOU THE RIGHT FIT?

MAKE YOUR NEXT MOVE A GOOD ONE

Technology, science and innovation have taken you this far, but what's your next move? You might understand scientific data or how to engineer an exciting new product, but do you know its profit potential or its market acceptance? If you want to understand how to get from design concept to the bottom line, you need to master the fundamentals and the language of business.

CONNECT

To connect with an advisor, register for an information session, connect with Beedie alumni, or arrange to visit a class, please contact us at 778.782.3552 or email motmba@sfu.ca.

APPLICATION PROCESS

- Complete online application form
- Required supporting documents:
 - » Official transcripts
 - » GMAT or GRE
 - » Self-evaluation
 - » Resume
 - » 3 letters of reference
 - » English language score (if applicable)
- Interview if shortlisted

ADMISSION REQUIREMENTS

- Undergraduate degree with a 3.0 CGPA
- Work experience: 4 years or more preferred
- GMAT: 550 or GRE (equivalent to 550 GMAT)
- Proficiency in English for ESL candidates: TOEFL 93+ or IELTS 7+

APPLICATION DEADLINES

- » Round 1: January 12th, 2018
- » Round 2: March 16th, 2018
- » Final Round: June 1, 2018

TUITION

- Domestic Tuition: \$36,400*
- International Tuition: \$45,500*

(Domestic rate is for students who have a Canadian citizenship or Permanent Residence)

* Subject to Board of Governors approval.

FEES

- Student fees (approx. \$2,300) and course materials
- For students who will be taking the optional Experiential Industry Project, additional costs for transportation, food and accommodation may apply depending on the location.



STUDY IN THE HEART OF THE CITY.



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