

Key elements of the EMBA-Global Asia programme:

- The programme begins in May and runs for 20 months
- Typically, you will complete the programme in 20 months, but certain elective choices may enable completion in 16 months
- The programme's residential study block format means you study over several consecutive days per month in one of the three learning hubs
- The intensive timetable features full days of lectures, group work and assignments during study blocks
- More courses take place in three learning hubs: London, Hong Kong and New York. You also study in one or more other markets as part of the international seminars or assignments
- Each of the three schools makes an equal contribution to the teaching of the core courses, with faculty travelling to teach wherever the class is in residence
- You have access to the elective portfolios of London Business School, the University of Hong Kong and Columbia Business School
- The teaching is delivered in English, using a collaborative style that means you learn from the experiences of your fellow students, as well as from faculty.



B.3. Recommendation

After you have gathered specific evidence that our EMBA-Global programme will benefit you and your company, you will need to ensure that you highlight the aspects of your personal development that are most important in the context of the business need and your career development plans.

General:

'I believe that it is the right time for me to pursue an EMBA-Global programme because I do not wish to restrict myself to technical management positions. The programme will increase my opportunities to enter the more commercial side of the global business. Although I have the necessary industry experience and knowledge, I cannot progress to more senior positions without the transnational commercial and marketing skills acquired through an EMBA-Global. The EMBA-Global will equip me with a broad range of business acumen in order to manage projects and work at a strategic level anywhere in the world within our organisation.'

Specific:

'As a Global Head of... in X department, I am tasked with delivering on...'

'To date, within our organisation I have achieved...'

'In order to progress within the organisation, it is vital I develop X skills...'

If your organisation offers internal development programmes or even external training with other institutions, you may need to clarify why an EMBA-Global at London Business School would be preferable to a number of short development programmes. In this case, you should emphasise the ability to learn from world-leading faculty who, alongside teaching, consult and sit on the boards of major multinationals and conduct ground-breaking research in their fields of expertise. The rigour of the programme sets it apart from shorter courses, as well as the opportunity to learn from and collaborate with your diverse and experienced peer group. Once you have graduated, remember that you and your company have access to a powerful and influential professional network, from three world renowned business schools, for life.

C. Asking for employer support

I. Financial support

Think carefully about the level of financial contribution you require, making sure you have up to date information on tuition fees. You may also need to request additional funds for accommodation, travel and materials. Think about different funding models so you have a “package” to request, and can offer different positioning. Outside of 100 per cent funding, students on recent intakes have been financially supported in a variety of ways, including matching funding, percentage splits, reduced hours, salary sacrifice, tuition reimbursement at key stages or after successful completion of parts one and two, and bonus payments.

The agreement you finally come to will most likely be the result of a back and forth negotiation between you and your employer. The monetary contribution you receive is most commonly dependent on how long you are going to be contractually obliged to remain with the organisation. If you require a significant level of funding, be prepared to be very flexible with this detail.

II. Time

You will need to show how you will manage any time out of the office, and what you will do to minimise the impact on your team or clients. Allow time off to complete studies, but also be aware that deadlines may conflict with business needs. Indicate clearly in your request the extent of the time required, and whether you will be using any personal time (agreed study days, unpaid leave, vacation, lieu time) for this. It may be helpful to put the detailed schedules into an appendix, and to give a short table within the business case showing the requirements for the EMBA-Global and, if appropriate, a comparison with any other programmes.

Please highlight the fact that ***you will be studying part-time, and will thus remain in full-time employment***. Since you will be applying what you learn at the workplace, this is a very important negotiating tool. Your potential absence from work is likely to be considered as much of an investment for your employer as any financial contribution they make.

III. Commitment and Conclusion

Your statement of commitment is critical and should show your commitment to the organisation, and to being a successful student on the programme. There are a variety of ways of demonstrating this commitment, and as previously explained, agreements will most typically encompass lock-in periods, reimbursement of tuition and other costs. The statement of commitment ensures that you take responsibility for your learning and repay the investment that has been made for you by your company.



D. Contacts

We hope this guide is helpful and wish you the very best of luck!

If you require any further information about the EMBA-Global or London Business School to support your business case, please contact the student recruitment team in London:

Tel: +44 (0)20 7000 7465

Email: embaglobal@london.edu

Should your employer wish to have a direct point of contact at the School to answer any questions or concerns they have, or to build a relationship with London Business School, we would be delighted to hear from you. Please contact:

Juan Rosati

Business Development Manager, Degree Programmes

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