

SHORT TIME:

- **I WILL MAKE A PROPOSAL**
- **TELL YOU HOW I "GOT THERE"**



- **THE LOGIC IS MORE RELEVANT THAN THE PROPOSAL ITSELF**
- **BUT, THE MESSAGE IS SIMPLE: WE SHOULD CHANGE SLOAN**

A PROPOSAL:

- **CONCENTRATE ON UNDERGRADUATES**
 - **MINOR “MANAGEMENT FOR ENGINEERS\SCIENTISTS”**
 - **MAJOR**
 - **ONE YEAR MASTERS FOR MIT SCIENCE/ENGINEERING GRADUATES**

- **BUILD A RESEARCH EFFORT IN CONJUNCTION WITH CORPORATE ENTITIES**
 - **FOCUSING ON REAL ISSUES**
 - **PRODUCING CURRICULA**

- **FOCUS ON EXECUTIVE EDUCATION (WITH RESULTS FROM RESEARCH)**

- **HAVE SOME SPECIALIZED MBA PROGRAMS**

UNDERLYING LOGIC:

➤ **LINKAGE WITH MIT**

➤ **ADVANCING THE PRACTICE OF MANAGEMENT**

SLOAN – MIT

- **TODAY SLOAN IS UNDISTINGUISHED IN A CROWDED FIELD**
- **HAS NO PARTICULAR TIE TO THE INSTITUTE**
- **HAS 100 TENURED SLOTS, USES APPROXIMATE 400,000 SQUARE FEET OF SPACE, IS NOT A SIGNIFICANT FINANACIAL CONTRIBUTOR**



- **MIT'S BIGGEST ASSET IS THE UNDERGRADUATE STUDENT POPULATION, AND**
- **ITS FOCUS ON SCIENCE/ENGINEERING**
 - **THESE PEOPLE NEED MANAGERIAL SKILLS**
 - **BRINGING TECHNOLOGY TO GOOD USE IS A MANAGERIAL CHALLENGE**

THE PRACTICE OF MANAGEMENT

MANAGERIAL COMPETENCE IS A KEY DETERMINANT OF SOCIETAL PERFORMANCE AND OUTCOMES IN A WORLD THAT IS INCREASINGLY SIMILAR IN ECONOMIC POLICY AND INSTITUTIONAL STRUCTURE.

THERE HAS BEEN VITUALLY NO IMPROVEMENT IN PRACTICE IN THE LAST FORTY YEARS (OTHER THAN THE MATHEMATICS OF FINANCE).

THE SOCIAL AND BEHAVIORAL DISCIPLINES HAVE MUCH TO CONTRIBUTE TO ADVANCING PRACTICE.

HENCE, A RESEARCH AGENDA – A COMMITMENT TO DEVELOPING CURRICULA AND TRAINING EXECUTIVES.

CONCLUSION

- **MY PROPOSAL IS "AN IDEA" BUT YOUR DISCUSSIONS SHOULD BE FRAMED BY:**
 - **SLOAN'S LINKAGE TO MIT**
 - **A COMMITMENT TO ADVANCING THE PRACTICE OF MANAGEMENT (ON AVERAGE AND AT THE FRONTIERS) THROUGH SOLID ENGAGED RESEARCH**
- **SLOAN SHOULD BE CHANGED AND REPOSITIONED**