ABOUT SFU BEEDEE

Simon Fraser University’s Beedie School of Business has a heritage of innovation. We offered the first Executive MBA, the first Indigenous Business Leadership Executive MBA, and the first Management of Technology MBA in Canada. We are among the top 1% of business schools worldwide with dual accreditation by AACSB* and EQUIS*, and ranked in the top 5 schools to study business in Canada by Maclean’s Magazine in 2020.

Today, SFU Beedie has more than 25,000 alumni in 83 countries. SFU Beedie’s Segal Graduate School offers nine graduate programs delivered through the Segal campus in downtown Vancouver and a state-of-the-art SFU campus in Surrey.

*North American and European accreditation bodies

SINCE THE VERY BEGINNING

The first of its kind in Canada, SFU Beedie’s Management of Technology MBA (MOT MBA) is rigorous business training designed specifically for tech. The curriculum is shaped by the needs of the technology sector, for the needs of the technology sector.

In it, you’ll get first-hand industry experience and build a deep network of industry leaders. You’ll learn how to use technology to drive business—and vice versa.

The MOT MBA is designed for industry professionals who are employed full-time:

- The program is delivered in a part-time format over the course of 24 months so you don’t need to step away from your career
- Classes take place in downtown Vancouver on Monday and Thursday evenings, plus occasional weekends
- The curriculum is intensive, yet created to be manageable for those with demanding careers and busy schedules

Where does it lead? Some of our MOT MBA graduates go on to launch their own ventures, others step into a more advanced role in their organization. Every single one is changing the game in their own way.

“I have an advantage in my understanding of how to pool resources, build strong teams, and find external stakeholders and funding partners. I have a much broader picture of how to expand into new markets using new technologies.”

– Bill Lakeland, MOT MBA Alumnus
CEO
Spexi Geospatial Inc.

AT THE CUTTING-EDGE
The MBA gave me confidence, self-assurance, and drive. I think bigger now. I really do believe I can do anything and I am in control of my own happiness at work and what I choose to do. You know your worth after doing something like this.”

– Allison McFarland, MOT MBA Alumnus
Medical Education Manager, Janssen

Our MOT MBA is part-time so you can keep working throughout the program. Which means you can take what you learn in the classroom today to work tomorrow and, at the same time, bring a business challenge you’re facing today into the classroom discourse. In short: bring school to work and bring work to school—ultimately, making you more effective now and more valuable in the future.

Classes run two nights per week, plus occasional weekends. Which leaves most of your evenings and weekends free. So work/life balance isn’t elusive after all.

In our MOT MBA program you will:
• Use customer-based research to inform product development strategy and processes
• Use data and statistics to support decision-making
• Use financial analysis to make a business case for your projects
• Understand global and inter-cultural business challenges
In our MOT MBA program, you’ll get the core business and management training you’d expect from an MBA, plus specialized courses unique to tech.

During the first five semesters you’ll build on your skills as you acquire them. The program launches with a mandatory Orientation Week in early September. Then, in your final semester, you’ll bring everything together in an International Business class, Industry Consulting Project and final Capstone.

### YEAR 1

**FALL**
- Leadership for the Technology Driven Enterprise*
- Financial and Managerial Accounting
- Managing Technological Innovation

**SPRING**
- Managerial Economics for Technology Firms
- Strategic Use of Information and Knowledge
- Business Ethics**

**SUMMER**
- Business Operations Design
- Entrepreneurship

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### YEAR 2

**FALL**
- Negotiations**
- Marketing Technology Based Products and Services
- Financing the Organization

**SPRING**
- Strategic Management of Technology Based Firms
- Project Management
- Managing Self and Others**

**SUMMER**
- Capstone
- International Management
- Special Topics: Industry Consulting Project

Previous companies include:
- Change Healthcare
- Salesforce
- SAP
- Microsoft
- Kabam Games
- TELUS

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* This is an intensive course that takes place during Orientation (the first week of September).

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

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“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, MOT MBA Alumnus
Director, Strategy and Product Development Operations

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**CENTRAL IN EVERY SENSE**

At the heart of downtown Vancouver is SFU Beedie’s Segal Graduate School campus, a heritage bank reimagined as a 60,000 square-foot landmark housing classrooms, meeting rooms and study spaces.

It’s centrally located with easy access to public transit, which makes getting to and from class exceptionally convenient.

Plus, you’re surrounded by cafes, shops and restaurants. It’s a neighbourhood as vibrant as any.
Where do you see yourself after you graduate? You could get there sooner than you think.

During your Industry Consulting Project, you’ll have the opportunity to visit and work with Vancouver’s tech game-changers to learn about their corporate culture and work hands on with senior representatives.

“SFU Beedie’s MOT MBA students who worked on our Digital Pathology and SaaS Transformation projects impressed us with their quick grasp of these complex topics. They were able to demonstrate an in-depth understanding of these topics within a very short timeframe. Their analysis included not only the issues and challenges in these areas for us, but valuable suggestions for us to pursue further.

Their presentations exceeded our expectations in all areas; not only the market situation but also technical implications, business processes and outcomes. Based on this positive experience, we are looking forward to further collaborations with this program and its students in the future.”

Ashish Sant, Former SVP & General Manager, Enterprise Imaging, Change Healthcare

The MOT MBA Consulting Project: SAP Labs Canada video

MOT MBA program gives entrepreneurs or those looking to transition from technical positions the tools to move their ideas and organizations forward. Watch Kody Baker’s story.

Kody Baker, MOT MBA Alumnus:
CEO at Veemo, VeloMetro Mobility Service
Veemo/VeloMetro video

Put what you learn to the test by working on consulting projects with local and international companies to help them overcome business challenges. See what our students gained from their experience with SAP.

The MOT MBA is ideal for working professionals who want to advance their career. Ramnial Madhvi explains how she was able to complete her degree while she worked full time.

Alumni Profile MOT MBA:
Ramnial Madhvi
BC Hydro Powertech

What you learn in the classroom could change your thinking. What you learn outside the classroom could change your life. That’s why we encourage and support our students participation in the countless co-curricular activities offered at SFU Beedie.

**NETWORKING OPPORTUNITIES**
It’s who you know. From classmates to professors to industry leaders, you’ll tap into a vibrant network when you take advantage of the countless opportunities available.

**CASE COMPETITIONS**
Bring out your competitive side. Solve real-world business challenges as you compete with other MBAs. SFU Beedie helps fund student participation and provide valuable resources.

**MBA GAMES**
Step up your game. Each year, up to 40 SFU Beedie students compete in the MBA games in finance, marketing, strategy and more. SFU Beedie provides support – financial and otherwise.

**GUEST SPEAKERS AND EVENTS**
Listen closely. Our deep industry connections mean you’ll have the opportunity to hear from industry experts as guest speakers in the classroom and at exclusive events.

**ENTREPRENEURSHIP AND SOCIAL INNOVATION**
Thinking of starting your own business? You’ve come to the right place. From incubation to acceleration, SFU provides a continuum of resources and support for startups.

Coast Capital Savings Venture Connection® offers early stage start ups with entrepreneurship training, mentorship and resources to move an initial idea through to validation.

VentureLabs® is a business accelerator focused on structured growth and best practices for growth stage startups.

RADIUS (Radical Ideas Into Useful Solutions) offers validation and growth stage programs for entrepreneurs and ventures looking to help solve pressing social problems. A panel event introducing SFU Beedie students to these innovation hubs happens annually in the Fall.

Get the complete picture of student life at afewgoodminds.ca.

**TO WATCH THESE VIDEOS POINT YOUR PHONE CAMERA OVER THE QR CODES**

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— Terri Griffith

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Renowned worldwide, our faculty members are known for their cutting-edge research. But it’s not all ivory tower around here. Our professors and instructors have extensive industry experience to help you prepare for your own.

**PhD and MBA (McGill), BE (India)**

**Professor and Area Coordinator, Technology and Operations Management**

Professor Gupta specializes in the area of Technology & Operations Management at the Beedie School of Business. His recent research is focused on innovation and development in emerging markets, and social responsibility in global value chains. He also served as a Director of the Jack Austin Centre for Asia Pacific Business Studies where he regularly engaged the community through public seminars and lectures.

**Andrew Harries, MBA (SFU)**

**Tom Foord Professor of Practice in Entrepreneurship and Innovation**

Associate Professor of Practice Harries, an SFU 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. Professor Harries helps connect Vancouver’s dynamic entrepreneurial community with SFU’s burgeoning entrepreneurship and innovation ecosystem.

**Terri Griffith, PhD, MS (Carnegie Mellon), BA (UC Berkeley)**

**Professor, Innovation & Entrepreneurship**

Professor Griffith is the Keith Beedie Chair in Innovation & Entrepreneurship at SFU. Her expertise is in helping people and organizations accelerate performance and prepare for the futures of work by inspiring and coaching groups on how to negotiate change and uniquely mix existing and new capabilities. Through her speaking, writing, teaching, and research, she brings evidence-based leadership and innovation to organizations spanning high tech, education, and global agribusiness.

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The CMC was a hugely impactful part of my MBA experience. Meeting with the Career Managers helped me to get clarity about my own career aspirations, identify my key strengths in ways I hadn’t considered before, and make a plan to navigate the path towards my goals. They provided invaluable guidance about making a career change, including helping me update my resume, preparing me for interviews, and giving me the confidence to upgrade jobs in the middle of the MBA!

– Helen Hardiman, MOT MBA Alumnus

PERSONALIZED CAREER PLANNING
How can you capitalize on opportunities for advancement? Through a process of self-evaluation, reflection and planning, all of which are key elements of our MOT MBA. Among the skills you’ll hone are:
• Networking
• Employment search techniques
• Interviewing skills

NETWORK WITH INDUSTRY PROFESSIONALS
Every semester, distinguished speakers like CEOs and senior managers visit our MOT MBA classrooms to share their experiences and advice.

MENTORS IN BUSINESS
With more than 300 members, ours is the largest business mentorship program in Western Canada. Tap into their network and expand your own.

ONE OF MANY NOTABLE ALUMNI
Matthew Grunert will tell you that to maximize IT efficiency you’ve got to break silos. In their place, you build bridges to help departments communicate their IT needs.

As an MOT student, Matthew examined IT leadership through a business lens. He deepened his understanding of how departments use IT-driven data in their decision-making and the pressures these departments face in executing their mandates. Your cohort will not only include technical professionals, but also individuals from other functional areas that play key roles within tech companies.

In his current role as Senior Director, Digital Operations & IT at Motorola Solutions, Matthew works at the executive level to align the business needs of the company with its IT functions.

“...The comprehensive simulations provided the greatest learning for me. They helped change my mindset and connect the different areas of learning into a comprehensive view of how an organization runs.”

– Matthew Grunert, MOT MBA Alumnus
Senior Director, Digital Operations & IT, Motorola Solutions
PLAY YOUR PART IN BC’S GROWING TECH SECTOR

The number one reason we keep our class size small? So you can develop a supportive network that will benefit you during the program and long after you graduate.

In our MOT MBA, you’ll have countless opportunities to work in teams, engage with your cohort and build relationships that will last throughout your entire career.

SAMPLE DEGREES
Engineering, Computer Science, Business, Science, Technology

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

OUR COHORT

Average Age: 36
Average Class size: 45
Average years of work experience: 11
Average years of management experience: 4
When you graduate from our MOT MBA, you’ll be equipped with a better understanding of how technology and business intersect and interact. You’ll be armed with a personalized career plan and have the skills to achieve it. And, you’ll establish an invaluable network of industry leaders.

Here’s what it takes to get into the program.

**APPLICATION PROCESS**
- Complete the online application form
- Required supporting documents:
  - Official transcripts
  - Essays
  - Resume
  - 3 Letters of Reference
  - English language score (if applicable)
- Interview for shortlisted candidates

**ADMISSION REQUIREMENTS**
- Undergraduate degree with a 3.0 CGPA
- Work Experience: Applicants must have a minimum of four years of professional experience following completion of an undergraduate degree. We give priority to applicants working in technology-based companies or in technology roles.
- GMAT may be recommended for some candidates
- Proficiency in English for ESL candidates: TOEFL 93+ or IELTS 7+

**FALL 2021 APPLICATION DEADLINES**
- Round 1: November 27, 2020
- Round 2: February 5, 2021
- Round 3: April 9, 2021
- Final Round: June 25, 2021

Please keep in mind that we process applications on a rolling basis, and both admissions and scholarship decisions are handed out between application deadlines. You do not need to wait for a deadline to apply.

**TUITION**
Domestic Students (Citizens & Permanent Residents of Canada): $38,600*

*Subject to Board of Governors approval

**FEES AND OTHER COSTS**
Student fees: $2,500 approx.
Textbooks and materials: $2,000 approx.

**CONNECT**
To connect with an advisor, register for an information session, connect with SFU Beedie alumni, or arrange to visit a class, please contact us at 778.782.6625 or email motmba@sfu.ca.