A GAME CHANGER 2021-2023
Kellogg-Recanati International Executive MBA Program
Northwestern University
The value proposition for an MBA is stronger than ever. The business world is changing fast and in unpredictable ways, and leaders need to be prepared to operate in this complexity. Kellogg-Recanati students are renowned for having agility and insight to create opportunity out of disruption. We develop creative leaders with great empathy who can engage and inspire diverse, multi-cultural teams and organizations. We prepare our leaders for who they want to be, not just what they want to do. In partnership with Tel Aviv University, our global network of EMBA students gain the advantage of international viewpoints, local expertise and exposure to various markets and industries. Join our community of engaged, exceptional leaders and enhance your career with a global network for life.

**Francesca Cornelli**  
Dean, Kellogg School of Management  
Donald P. Jacobs Chair of Finance  
Northwestern University

It gives me great pleasure to join Dean Francesca Cornelli in introducing the Kellogg-Recanati International Executive MBA Program, a partnership between two leading business schools, one in the USA and the other in Israel.

The Leon Recanati Graduate School of Business Administration at the Coller School of Management is committed to endowing its students and alumni with the managerial tools that they will need to boost their careers in their future endeavors. It achieves this aim by teaching them the latest and most innovative managerial theories and techniques, providing the knowledge they will need to serve as leaders in the business and public sectors, instilling them with a sense of ethics and social responsibility, involving them in the community.

As a vibrant and active member of the Kellogg international network, I am confident that the Kellogg-Recanati International Executive MBA will continue to maintain its position as a world-class program with a particular attraction emanating from the location of its home base.

**Moshe Zviran**  
Dean, Coller School of Management  
Isaac Gilinski Chair of Entrepreneurship and Technology  
Tel Aviv University

**Coller School of Management, The Leon Recanati Graduate School of Business Administration**

is a leading player in the field of business education, where academia meets business. The school brings together professionals and executives at different stages of their careers to acquire academic insight and business knowhow from scholars representing the diversity of management disciplines, as well as from their peers. The school has trained generation after generation of Israel’s professional and business elite over the years, adapting its curriculum to the needs of a global economy in constant change.
“Joining the Kellogg-Recanati Executive MBA Program will be one of your most significant, once-in-a-life-time career experiences. I am confident that this unique journey will provide you with the skills and tools to assess and adapt to the challenges of the dynamic and changing competitive world we live in. The two years that you spend in the program will enhance you as a leader and push you as a manager beyond your boundaries, inspiring you to explore higher and further.

It is a great privilege for me and the team to support those of you who have decided to embark on this journey of self-growth and development. It is an amazing global path that you will take together with the many individuals from around the world you will meet along the way, all looking to expand their horizons and make an impact wherever they are, and last but not least an opportunity to acquire a global network that will last for life.”

Tali Shekel-Graff
Executive MBA Program Director
Coller School of Management
Tel Aviv University

“Kellogg Recanati, to me, means the best the world has to offer: professors who connect top-tier academic research with hands-on global consulting experience, brilliant, business-savvy students, who discuss the most recent academic materials as implemented on current events; a supportive environment that assists students in their personal development, and the widest, strongest strategic network that assists students in their current and future ventures.”

Yuval Kalish
Executive MBA Programs
Academic Director,
Professor of Leadership
Coller School of Management
Tel Aviv University
Discover the Program

The Kellogg-Recanati International Executive MBA Program

is part of the Kellogg Executive MBA Global Network of seven Executive MBA programs established jointly by Kellogg and leading business schools around the world in Canada, Asia, the Middle East, Europe and the United States. The Network includes some of the world’s best Executive MBA programs and offers participants academic excellence, unparalleled access to a broad range of global learning opportunities, and the ability to easily connect personally and professionally with Kellogg’s powerful global leaders.

Courses are primarily taught by selected senior faculty members of the Kellogg and Recanati schools as well as selected Kellogg Global Network faculty members. All lecturers are distinguished faculty members; they link academic excellence with diverse global professional experience.

The curriculum strongly emphasizes the international aspects of general management principles and disciplines and encourages the growth of executives.

The framework of study is designed to accommodate the needs of working executives and enables them to pursue their careers while studying.

The largest and most immersive global network

The Kellogg Executive MBA Global Network offers participants in the Kellogg-Recanati International Executive MBA Program a multitude of opportunities to interact with peers from around the world. Not only does a great deal of learning take place during these global experiences, but participants also have the opportunity to significantly expand their own personal networks.

Nearly half of the courses offered are conducted in a global setting

The first opportunity for a global experience occurs in the winter, when students of Kellogg-WHU and the Kellogg-Recanati students take a module jointly.

An even more immersive global experience occurs in the summer, when students from all seven Kellogg campuses take four courses together in an intensive module at Kellogg’s lakefront campus in suburban Chicago.

These networking opportunities are further enhanced during the second year of studies, when each program in the Kellogg Global Network invites participants in the other programs to join its students for two courses in a global elective week. The Kellogg-Recanati Program offers participants in other Kellogg programs two such weeks to study in Tel Aviv.
"Joining Kellogg-Recanati was one of the smartest decisions I ever made. I was able to implement the knowledge I gained in the program in my company within the first week. I could never have acquired the new relationships I formed with people from various backgrounds without the program, and I am enjoying them to this day.

I believe that the Kellogg-Recanati program is the most experienced, global and advanced EMBA out of all the available programs in Israel. It was a true connection to the global business environment."

Ilan Lapidot
Group CEO, Lapidot Group
KR17, Class of 2014

"For me, the Kellogg-Recanati program is, first and foremost, a melting pot of great prolific minds of diverse professionals both as my peer students in class, and as the faculty I encountered along the way. The fact that I gained equally from the lively study group sessions and the syllabus lectures is what makes Kellogg-Recanati so unique and unparalleled in its DNA.

The wide array of networking opportunities quickly proved to be helpful and growth catalysts, and what any professional would wish for at any point of their career.

It is truly a high end, first class program which I would recommend to anyone who wants to leverage their personal and professional capabilities and leap to the next level."

Mor Weiss
General Manager
Binder and Partners Ltd.
KR16, Class of 2013
World-Class Leaders

The program is designed for carefully selected promising mid- and senior-level executives with substantial management experience. The typical class has representatives from firms of various sizes from leading multinational corporations to small businesses and from public and non-profit organizations. This diversity creates a stimulating learning environment. Over the years, the student body has included participants representing a wide variety of nationalities. We aim to maximize regional business opportunities - each class comprises a number of Palestinian executives as well as executives from other countries in the region and around the world. A typical class profile includes up to 25% non-Israelis.

Deep Learning Through Teamwork

With its emphasis on achievement through collaboration, the Kellogg-Recanati Program emphasizes teamwork as an essential part of the Executive MBA experience. In general, each class is organized into groups of four to five students who meet to discuss current coursework. Study groups are designed to maximize the diversity of skills found among teammates and create opportunities for peer learning. Before the second year the groups are reshuffled.

The study group experience is further enhanced during the Global Network Week, when groups include students from all the programs in the Global Network. This is an exceptional opportunity to connect with fellow executives from different backgrounds and geographies and to broaden your perspective. This type of exposure allows participants to look at issues from new angles, reflect on their management approach, see opportunities in a whole new light, and apply newfound skills and ideas in their workplace while studying. It also effortlessly creates deep interpersonal friendships that lead to global business opportunities.
Aron Di Castro  
Director, Global Business Development & Partnerships  
Waze (Google)  
KR18, Class of 2015

“I joined the Kellogg-Recanati Program looking for academic depth on specific business subjects. In reality, I got much more than that from the program. I found most of the faculty extremely engaging and really devoted to making not only the studies, but the whole program experience great for the students. The way study groups and classes are structured creates a mutually enriching and open environment in which students thrive, share views and learn by doing. I found the program an excellent one. It provides top-notch learning and faculty, paired with memorable experiences, networking and new friends.”
Networking

A Lifelong Partnership with the Kellogg Global Network and Your Peers

Studying in the Kellogg-Recanati program creates exceptional opportunities for students to create longstanding relationships with fellow executives from around the world, building personal and professional networks that last a lifetime.

Upon acceptance into the program, Kellogg-Recanati students become members of a community of more than 900 KR graduates. They gain access to the community’s online directory and dedicated closed groups. Upon completing the Kellogg-Recanati International Executive MBA Program, graduates join a network of over 60,000 Kellogg alumni on six continents, and 27,000 members of the Coller Alumni Association.

Beyond the Classroom

The two schools recognize that the executive MBA experience transcends the classroom. Luncheon discussions, class breaks, social hours and other activities present informal opportunities for learning about various professions and corporate cultures. Study groups, the speaker series and a host of extracurricular activities form a portfolio of events that balance and support the rigorous academic challenges of the classroom.

Lifelong Learning

Education within the Kellogg-Recanati Program does not end upon graduation. Alumni are welcome to return and participate in modules with participants of the current class whenever available. Whether wanting to refresh existing skills or discover a “new topic”, graduates can enjoy the benefits of an evolving program while expanding professional and personal networks.
Global Live-In Weeks

Some of the intensive weeks are offered as live-in weeks at the other Kellogg global campuses, which enables students to network both inside and outside of the classroom.

The second year of the program starts with four courses in an intensive module at Kellogg (Evanston).

Live-in weeks have much more to offer than a typical study abroad program. As students complete courses in Negotiations Strategies and Crisis Management, they build relationships with peers from all over the world. With diverse professional backgrounds and national perspectives among them, students have much to teach and learn from one another. Lively classroom discussions spill out into the hallways and continue over dinner. During the second year, students take two additional electives during Global Elective Week at one of the Kellogg partner schools around the world.

Leadership Development

Both schools have elicited high-impact leaders. Throughout the program, students hone their leadership skills through class discussions, case studies, exercises, and personalized feedback.

The Kellogg-Recanati program offers students with additional support for personal and professional growth. Students have access to coaching sessions, group mentoring, round table discussions with inspirational guests, and career center support.

Speaker Series

Balancing theory and practice is characteristic of the Kellogg-Recanati program, which encourages its students to take advantage of the school’s close ties with the business community. Faculty and participants invite leaders of industry, government, and nonprofit organizations, as well as management experts, to speak at extracurricular activities.

Tentative Schedule: 2021-2023

Year 1

Orientation Meeting
Workshops:
• Mathematics
• Introduction to Statistics

Intensive Module 1: October
Strategic Management Foundations
Marketing Management

Module 2: November-December
Analytical Approach to Uncertainty
Managerial Economics

Intensive Module 3: January
(jointly with WHU class)
Macroeconomics
Doing Business in Emerging Markets

Module 4: February
International Financial Reporting & Analysis
Leadership and Organizations

Module 5: March
Managerial Statistics
Leadership Theory and Practice

Module 6: May-June
Operations Management
Corporate Finance & Investments (Part A)

Module 7: June-July
Financial Information for Management
Planning & Control
Marketing Strategy of New Products

Year 2

Intensive Live-in Module 8
August, at Kellogg
Negotiation Strategies
Strategic Crisis Management

Module 9:
Managers & the Legal Environment
Corporate Finance & Investments (Part B)

Module 10 - November - December
Strategic Decisions in Operations
Marketing Analytics

Optional
Global Elective module in Canada, October
Global Elective module in Beijing, November
Global Elective module in Hong Kong, December

Module 11: January-Global Elective
The Future of Work
Venture Capital: The Business of Innovation

Optional
Global Elective module at Kellogg Evanston, February

Module 12: March-Global Elective
Intellectual Capital Management
Creating and Spreading Innovation in the Social-Digital Era

Optional
Global Elective module in Miami, April
Global Elective module in Germany, May

Module 13: June
Strategic Financial Management

Module 14: July
Leading the Strategic Change Process
The curriculum integrates all managerial functions and disciplines with a strong emphasis on the international aspects of business administration. It is organized in three tiers of courses, starting with preparatory workshops in statistics and mathematics, continuing with MBA core courses and culminating with advanced and elective courses. Participants are required to complete 28 courses.

While core courses are rarely replaced, elective and advanced course offerings might change from year to year. Some of the elective courses are offered during the global elective weeks at the Kellogg global partner schools around the world.

Below is an expanded list of courses and topics covered by the Kellogg-Recanati program, including the global electives.

**Strategy**

**Strategic Management Foundations** explores economic principles of business strategy and develops an analytic framework for identifying and evaluating alternative strategies.

**Doing Business in Emerging Markets** offers a conceptual framework for analyzing emerging markets from multiple perspectives in order to prepare business leaders to address the challenges of succeeding in a globalized world.

**Deal Making in China and Asia** offered by Kellogg-HKUST

**Creating and Managing Strategic Alliances** offered by Kellogg in Miami

**Organizational Behavior**

**Leadership Theory and Practice** fosters an understanding of the difference between leadership and management, gain familiarity with recent leadership theories, and understand how to create long-lasting, transformational change.

**Leadership and Organizations** uses cases and simulations to explore how theories of behavior apply to individuals and groups within organizations.

**The future of work** takes Organizational Behavior and Human Resources perspectives to consider the technological and demographic trends which are heralding the future of our work lives, and how executives and managers need to prepare for them.

**Leading the Strategic Change Process** focuses on key tasks in leading the strategic change process in organizations, creating a shared understanding of the present and desired states of the organization, creating a shared urgent need for change, a change vision and the belief that change is possible, and finally leading the change transition process.

**Negotiation Strategies** develops negotiation and dispute-resolution skills through simulations set in dyads, groups, and multilateral contexts within and between organizations and across cultures.

**Accounting**

**Financial Reporting Systems** introduces generally accepted accounting principles and concepts along with the preparation and analysis of financial statements.

**Financial Information for Management Planning and Control** covers the use of financial information in management decision making.

**Management Accounting** offered by Kellogg-WHU

**Business Tax Strategy** offered by Kellogg-WHU

**Organizational Behavior**

**Strategic Crisis Management** provides managers with conceptual tools to successfully master high-pressure, complex crisis scenarios. Topics include issue and media management, dealing with activists and interest groups, and surviving legal, legislative, and regulatory challenges.

**Leading High-Impact Teams** offered by Kellogg in Evanston

**Visualization for Persuasion** offered by Kellogg-Guanghua & in Evanston

**Recruiting and Retaining Talent in Growth Companies** offered by Kellogg in Evanston

**Leading and Managing Diverse Organizations** offered by Kellogg in Miami

**Launching and Leading Startups** offered by Kellogg in Evanston

**Leading Organizational Transformation** offered by Kellogg in Miami

**Digital Strategy: Individual and Organizational Transformation for a Digital Age** offered by Kellogg-Schulich

**Business Environment in Europe** offered by Kellogg-WHU

**US Healthcare Strategy** offered by Kellogg in Evanston

**Incentives, Strategy and Organization** offered by Kellogg in Miami

**Strategies for Growth** offered by Kellogg Evanston / London

**Strategy Beyond Markets** offered by Kellogg Miami

**Mergers Acquisitions and other Reorganization Methods** offered by Kellogg in Evanston

**Strategic Crisis Management** provides managers with conceptual tools to successfully master high-pressure, complex crisis scenarios. Topics include issue and media management, dealing with activists and interest groups, and surviving legal, legislative, and regulatory challenges.

**Leading High-Impact Teams** offered by Kellogg in Evanston

**Visualization for Persuasion** offered by Kellogg-Guanghua & in Evanston

**Recruiting and Retaining Talent in Growth Companies** offered by Kellogg in Evanston

**Leading and Managing Diverse Organizations** offered by Kellogg in Miami

**Launching and Leading Startups** offered by Kellogg in Evanston

**Leading Organizational Transformation** offered by Kellogg in Miami

**Recruiting and Retaining Talent in Growth Companies** offered by Kellogg in Evanston

**Leading and Managing Diverse Organizations** offered by Kellogg in Miami

**Launching and Leading Startups** offered by Kellogg in Evanston

**Leading Organizational Transformation** offered by Kellogg in Miami
Managerial Economics explores the nature and determinants (including market forces) of decisions on profit-maximizing production and pricing.

The Macroeconomic Environment inspects the economic mechanisms and trends as well as the cultural, social and political environments that shape economies, with emphasis on countries of the Middle East.

An Analytical Approach to Uncertainty introduces elementary probability theory as a tool for modeling uncertainty in business, with illustrations from decision theory and statistics.

Statistical Decision Analysis explores the use of sample data for purposes of estimating, predicting, forecasting and decision making.

Managers and the Legal Environment studies the legal environment in which international business organizations operate.

Marketing Management introduces the market-driven company and customer-focused organization, and presents current theories and practices of marketing management.

Strategic Marketing Decisions uses a computer simulation to give students the experience of running a business, making marketing decisions and gaining support for their recommendations.

Marketing Strategy for New Products focuses on developing, refining, and executing the organization’s story in the marketplace.

Creating and Spreading Innovation in the Social-Digital Era examines how to create innovation that will become widely popular quickly (“viral”, “trend”), and discusses several key success factors that contribute to the creation and success of innovations in the new era, applicable to all types of innovations - products, services, tech, behaviors, etc.

Strategic Brand Management offered by Kellogg in Miami / Lisbon
Understanding Consumer Psychology offered by Kellogg-HKUST
Selling Yourself and Your Ideas offered by Kellogg in Evanston / San Francisco
Price Management offered by Kellogg-WHU
Advertising Strategy offered by Kellogg in Miami
Strategic Marketing Decisions offered by Kellogg in Miami

Corporate Finance & Investments explores the strategic decisions that an organization makes in its capital spending. The risk element in financial decision making and the financial instruments that have evolved to reallocate risk are discussed.

Strategic Financial Management examines important concepts and principles of financial management, using both a review of theory and cases. The course emphasizes valuation skills as a means to bring together cost of capital, financing and operating issues faced by the firm.

International Finance offered by Kellogg in Miami / Lisbon
Contemporary Issues about Chinese Financial Markets and Institutions offered by Kellogg-Guanghua
Value Investing offered by Kellogg-HKUST & in Miami
Mergers and Acquisitions Strategy offered by Kellogg-Schulich
Entrepreneurial Finance offered by Kellogg-WHU
FinTech Strategy: Innovations in Financial Services offered by Kellogg in Evanston
Entrepreneurial Finance and Venture Capital offered by Kellogg in Evanston

Operations Management examines some of the basic principles of managing the production of goods or services, and studies some useful tools. The course emphasizes tools and principles that are equally useful in the service and manufacturing sectors.

Operations Strategy concerns executive-level operations decisions, providing you with a framework to formulate an operations strategy and analyze, value, and optimize the key decisions involved.

Intellectual Capital Management focuses on the use of ideas and knowledge as explicit forms of competitive advantage in the information economy, namely, intellectual property. This course surveys the forms of intellectual property and links the effective procurement and deployment of intellectual property with successful business strategies.

Venture Capital: The Business of Innovation introduces the venture capital (VC) industry, presenting and discussing the players of the industry and their respective roles. Participants experience the life cycle of investment decision making and learn the VC game plan and best practices of the industry.
Faculty

Brian Uzzi
Richard L. Thomas Professor of Leadership and Organizational Change
Co-Director, Northwestern Institute on Complex Systems and Network Science (NICO)
Kellogg School of Management
Northwestern University

“The Kellogg-Recanati program is unique and powerful because it has found the right balance between networks and knowledge. It is relatively small - just 35 students per class - increasing knowledge transfer and specialized attention among the students and faculty alike. Yet, it draws on a very wide diversity of executive backgrounds from the leaders of the largest corporations to exceptionally successful entrepreneurs, politicians to nonprofit organizers, and professionals from real estate, technology, medicine and law. If most executives are six degrees of separation from the richest knowledge and influence contacts, the KR program will put you at two degrees of separation.”

Aharon (Roni) Ofer
Professor of Finance
Coller School of Management
Tel Aviv University

“Part of my job as a teacher in the program is to link the wealth of student experience to the financial concepts and knowledge that I bring to class. With their background and positions, participants are able to relate directly to what they have learned, and in many cases, they put it to work immediately. It is this interaction between knowledge and experience that makes teaching executives so rewarding for me. Learning from multinational experience is what differentiates an International EMBA and what makes the Kellogg-Recanati experience particularly exciting.”
Yuval Kalish  
Academic Director of the Executive MBA Programs. Clinical Professor of Leadership, Tel Aviv University.  
Areas of Expertise: social networks, leadership and inter-organizational learning.

Leo Leiderman  
Jack and Lisa Yael Professor of Comparative Economics, Tel Aviv University.  
The Chief Economic Advisor of Bank Hapoalim, the largest commercial bank in Israel.  
Areas of Expertise: macroeconomic policy, monetary theory, international finance, inflation targeting, exchange-rate regimes, and capital inflows to emerging market economies.

Eyal Maoz  
Associate Dean for Teaching and the Curriculum, Faculty of Business, Ono Academic College.  
Clinical Professor of Marketing from Northwestern University.  
Areas of Expertise: marketing strategy, new product development and marketing research.

James Conley  
Clinical Professor of Technology, Northwestern University.  
Areas of Expertise: strategic issues in managing intellectual property.

Danit Ein-Gar  
Professor of Marketing and Consumer behavior.  
Areas of Expertise: donation giving and pro-social behavior, Self-control.

Timothy Feddersen  
Wendell Hobb Professor of Managerial Politics, Northwestern University.  
Areas of Expertise: corporate social responsibility, crisis management, political economy / design, public management, strategy in non-market environments, voting systems.

Larry Franklin  
Adjunct Professor of Finance, Business Law, and Management, Hong Kong University of Science & Technology (HKUST).  
Areas of Expertise: finance, investment, venture capital, business law and applied international strategy.

Boaz Galinson  
Risk Management Consultant & Educator  
Areas of Expertise: financial risk management, statistics mathematics, operational research.

Eric T. Anderson  
Hartmarx Professor and former Chair of the Marketing Department, Kellogg School of Management, Northwestern University.  
Director of the Center for Global Marketing Practice.  
Areas of Expertise: pricing strategies, channel management, effects of price promotions, sale signs, nine endings and installment billing using large-scale field tests.

Achal Bassamboo  
Charles E. Morrison Professor and the co-director of the MMM Design at the McCormick School, Northwestern University.  
Areas of Expertise: pricing strategies, channel management, effects of price promotions, sale signs, nine endings and installment billing using large-scale field tests.

Sunil Chopra  
Northwestern University  
IBM Professor of Operations Management and Information Systems.  
Areas of Expertise: cycle time management, manufacturing, optimization, reengineering, response time.

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Areas of Expertise: cycle time management, manufacturing, optimization, reengineering, response time.
Nicola Persico  
John L. and Helen Kellogg Professor of Managerial Economics and Decision Sciences, Northwestern University.  
Areas of Expertise: contract theory, economics of organizations, political economy/design, labor economics, microeconomics, game theory.

Artur Raviv  
Alan E. Peterson Distinguished Professor of Finance, Northwestern University.  
Areas of Expertise: corporate finance, economics of uncertainty, informational economics and industrial organization.

Ronen Nir  
General partner at viola venture.  
His investment areas of focus include SaaS, big data, cyber security and internet. He holds a B.A. (Com Laude) in Economics and Middle-East history from Tel Aviv University, and an M.Sc in Technology Management from the University of Maryland University College (UMUC).

Jeroen Sweinkels  
Richard M. Paget Professor of Management Policy, Northwestern University.  
Areas of Expertise: contract theory, economic theory, economics of organizations, game theory, information economics.

Leigh Thompson  
J. Iay Gerber Distinguished Professor of Dispute Resolution and Management, Northwestern University.  
Areas of Expertise: creativity and innovation, cross-cultural negotiations, group decision-making, group dynamics, innovation, leading high-impact teams, negotiations, psychology teams.

Thorsten Sellhorn  
Professor of Accounting  

Noam Shamir  
Assistant Professor of Operations, Tel Aviv University.  
Areas of Expertise: operations economics, supply-chain management, operations-marketing interface, operations strategy.

Ithai Stern  
Professor of Management and Organizations, INSEAD.  
Areas of Expertise: strategic choices, corporate governance, organizational evolution, diversification, and inter-organizational alliances in technology-intensive industries.

Nicole Stephens  
Associate Professor of Management and Organizations, Northwestern University.  
Areas of Expertise: the sociocultural patterning of mind and behavior, the sources of social class, racial/ethnic, and gender disparities in higher education and the workplace; developing interventions to leverage the benefits of diversity in organizations.

Brian Uzzi  
Professor of Management and Associate Professor of Sociology, Northwestern University.  
Areas of Expertise: behavioral finance, creativity and innovation, innovation, social media, social networks.

Florian Zettelmeyer  
Nancy L. Ertle Professor of Marketing, Northwestern University.  
Founder and director the Program on Data Analytics at Kellogg, the school's Big Data and Analytics initiative.  
Areas of Expertise: marketing analytics, big data, marketing implications of consumer search and uncertainty, industrial organization, pricing, Internet, environmental economics.

Tally Zingher  
CEO at Dawsat; Fellow, Middle East Leadership Initiative at the Aspen Institute  
Specialties: entrepreneurship, international law, economic development, human rights, corporate law, middle eastern studies.
Larry Franklin
Adjunct Professor of Finance, Business Law and Management
Kellogg-HKUST Executive MBA Program
Hong Kong University of Science & Technology (HKUST)

“As a teacher who belongs to the faculty of HKUST, one of Kellogg’s global EMBA partners, I draw on my extensive research, consulting and teaching experience, and deliver real-world, real-world content to the class. I find the Kellogg-Recanati students to be very bright, highly inquisitive, and as challenging to teach as the EMBA students I teach in leading universities around the world. The Kellogg-Recanati Executive MBA Program has an excellent reputation, and it is well deserved.”

Jeroen Swinkels
Richard M. Paget Professor of Management Policy
Professor of Strategy
Chair of Personnel Committee
Kellogg School of Management
Northwestern University

“Teaching at the Kellogg-Recanati International Executive MBA Program is a highlight of my teaching year. The students are willing to challenge both each other and me, to debate and think, and to change their minds. They do so with vigor but with respect and a sense of fun. They bring formidable intelligence and experience, and astounding energy and engagement into the classroom. The diversity of the class creates room for some truly fascinating insights to arise. I always learn something new.”
The Admission Process

Applications are to be submitted online on the program’s website, where you will find application forms and detailed information about the application process.

- Applications to the program should be submitted five months prior to the beginning of the academic school year. Early application is advisable, since enrollment is limited and qualified applicants are accepted on a first-come first-served basis.

- Upon receipt and basic review of your application forms, we will contact you and schedule an academic interview and alumni interviews.

Cost of Participation

Tuition covers the cost of courses, study facilities, books, and supplies for the entire program. It also includes Friday parking permits, parking vouchers, and light lunches and refreshments for the duration of the program, as well as daily lunches during the intensive modules, housing and meals during the live-in weeks abroad.

Each participant is entitled to join one Global Elective Week abroad. Participants pay airfare and ground transportation for the live-in weeks that are conducted abroad as well as the cost of obtaining visas.

Join the World-Class

We hope that you have enjoyed learning about the Kellogg-Recanati International Executive MBA Program and will stay updated by visiting our website.

In the insert attached to this brochure, you will find the tentative schedule of the next class and details of the admission process.

You can also learn about the Kellogg-Recanati experience by joining one of our information sessions at the times announced on the website.

Our team will of course always be pleased to provide you with any additional information on the program you may require.

Admission Process Considerations

Admission to the program is competitive. Admission decisions are based on academic achievements, professional experience and potential, position, letters of recommendation, language fluency, and GMAT scores if submitted.

In addition to academic potential, the Admission Committee considers these factors:

- Does the applicant’s organizational sponsor consider that he or she has outstanding promise and potential within the organization?
- Does the applicant have, or will he or she soon have, a position of executive responsibility that makes the program of value in furthering his or her career?
- Does the applicant have both the time and the motivation to make a two-year commitment to attend classes and complete assignments.

In forming a class, the Admissions Committee seeks to ensure diversity of participants’ skills and backgrounds, and comparable levels of managerial experience.

Admission priorities are given to applicants whose sponsors cover their entire tuition fee.

Admission Requirements

At Kellogg-Recanati, we strive for diverse cohorts composed of students from a wide range of academic and professional backgrounds.

On average, our enrolled students have 10.5 years of continuous, full time work experience. To be considered for the program, candidates must have:

- An undergraduate degree with a minimum grade of 75 (equivalent to a GPA of 3.3), or the equivalent for candidates from schools or countries with different grading systems.
- At least seven years of progressive work experience, including substantive managerial experience.
- Time sponsorship by employer (if not self-employed).

*The Admission Committee may consider candidates with fewer years of work experience; however, you should be prepared to demonstrate career progression and significant insights into your business.

- At least two letters of recommendation.
- TOEFL (minimum score of 79) or Amir (minimum score of 234) results, taken before August 30, 2020.

Exceptions:

- Students who completed high school in an English-speaking country.
- Holders of a BA degree from a recognized institution in an English-speaking country
- Holders of a BA degree from a recognized institution of higher education in Israel.

The Admission Committee considers the merit of each application and takes into account cases of exceptional professional experiences and past academic performance.