

Program Highlights

A&D Business – the *THRUST* of our program

The Aerospace and Defense MBA (ADMBA) teaches business in an aerospace and defense context. High-potential professionals master complex business processes vital in today’s marketplace, including finance, operations excellence, program management, supply chain management, strategy, leadership and business development. Students grow alongside high-performing peers from diverse roles all across the industry.

Lean, High-Compression Learning

Our unique schedule expedites growth but minimizes life disruption. Students earn an MBA in only a year—while continuing to work. They attend five, one-week residence periods (RPs) and complete readings, assignments and internet-based, distance learning between RPs.

Industry Immersion

During the program, visit “best in class” organizations from diverse sectors of the industry. Visits highlight application of theories and skills taught in ADMBA as students learn from and network with top A&D executives.

The Million Dollar Project

In lieu of a thesis, students work with a faculty advisor and their own employer on a year-long, strategic business project. Students apply lessons learned in ADMBA to a strategic challenge or opportunity. To ensure strong ROI for sponsors, projects deliver a \$1M+ business impact.

Leadership Development

We use highly proven assessment instruments to identify leadership strengths and weaknesses of each student. We then assign a leadership coach based on the unique needs of each student. Together, students and coaches execute a yearlong plan for personal growth and change.

Strategic Dividends

ADMBA students learn from and grow with one another. They develop high-value relationships with peers from their own customer and supplier organizations and top organizations all across the industry. They also meet and network with A&D executives during program field trips and at guest speaker forums. Students and sponsors reap the benefits in real-time and long after graduation.





















Bonus Credentials: LeanSigma Green Belt

For little additional effort and at no additional cost, students can earn a LeanSigma Green Belt in conjunction with their MBA. Alternatively, ADMBA work can reduce the time and cost required to earn a LeanSigma Black Belt from UT’s Center for Executive Education.

2015 Schedule

 -Residence Period

 - Cyberclass

January							February								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
				1	2	3	1	2	3	4	5	6	7		
4	5	6	7	8	9	10	8	9	10	11		13	14		
11	12	13	14	15	16	17	15	16	17	18	19	20	21		
18	19	20	21	22	23	24	22	23	24	25		27	28		
25	26	27	28		30	31									
March							April								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
1	2	3	4	5	6	7				1	2	3	4		
8	9	10	11		13	14	5	6	7	8	9	10	11		
15	16	17	18	19	20	21	12	13	14	15	16	17	18		
22	23	24	25		27	28	19	20	21	22		24	25		
29	30	31					26	27	28	29	30				
May							June								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
					1	2	1	2	3	4	5	6			
3	4	5	6	7	8	9	7	8	9	10		12	13		
10	11	12	13		15	16	14	15	16	17	18	19	20		
17	18	19	20	21	22	23	21	22	23	24	25	26	27		
24	25	26	27		29	30	28	29	30						
31															
July							August								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
				1	2	3	4							1	
5	6	7	8		10	11	2	3	4	5		7	8		
12	13	14	15	16	17	18	9	10	11	12	13	14	15		
19	20	21	22		24	25	16	17	18	19		21	22		
26	27	28	29	30	31		23	24	25	26	27	28	29		
							30	31							
September							October								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
				1	2		4	5					1	2	3
6	7	8	9	10	11	12	4	5	6	7		9	10		
13	14	15	16	17	18	19	11	12	13	14	15	16	17		
20	21	22	23		25	26	18	19	20	21		23	24		
27	28	29	30				25	26	27	28	29	30	31		
November							December								
S	M	T	W	T	F	S	S	M	T	W	T	F	S		
1	2	3	4		6	7				1	2	3	4	5	
8	9	10	11	12	13	14	6	7	8	9	10	11	12		
15	16	17	18		20	21	13	14	15	16	17	18	19		
22	23	24	25	26	27	28	20	21	22	23	24	25	26		
29	30						27	28	29	30	31				

UT’s A&D Portfolio includes courses well-suited for A&D professionals such as global supply chain management, performance-based logistics, lean, the Theory of Constraints and business analytics. Courses are offered on campus in Knoxville or as custom offerings on-site for sponsoring employers. GSA pricing is available.

Source Selection

The ADMBA serves high-potential professionals seeking to grow business skills while continuing to work. The innovative design and schedule have attracted students from more than 40 states and two international assignments. Participants include high achieving professionals from diverse academic and professional backgrounds, including engineering, development, manufacturing, maintenance, operations, supply chain management, contracting, budgeting, marketing and business development – to name just a few. For organizations looking to grow their leaders and their business, the choice is clear.

Program Features	Part-time "Budget" MBA	Aerospace & Defense MBA	Full-Time MBA
MBA Accreditation	✓	✓	✓
Traditional MBA Subject Matter	✓	✓	✓
Nationally Ranked College & Programs		✓	✓
A&D Case Studies and Company Visits		✓	
A&D Industry- & Job-based assignments		✓	
A&D-Focused, Industry Immersion Learning Experiences		✓	
Top Professors with Extensive A&D Expertise		✓	
A&D Classmates & Networking Opportunities		✓	
\$1M+ Business Improvement Project in lieu of thesis		✓	
High Compression Learning (12-month program)		✓	
Free "Bonus" LeanSigma Green Belt Certification		✓	
Top-tier, Institutional Prestige & Clout		✓	✓
Long Periods Away from Work (18-24 months)			✓ ☹
Manpower "backfill" costs, program turbulence			✓ ☹

With executive-track students from both government and private industry employers, ADMBA creates a powerful student cohort. Students learn from UT's top professors and from one another as they learn about the business functions and industry sectors well beyond their own. They also meet countless A&D executives on field trips and at speaker forums. The net effect is a new, strategically valuable learning network that pays big dividends for ADMBA students and sponsoring employers.

Apply Now

Most but not all students are fully or principally sponsored by their employer. Tuition for 2015 is below the national average for executive MBAs at only \$66,000 and includes all fees and two catered meals per day. The university invoices students or their sponsors for one third of the total tuition 30 days prior to the start of each semester. Travel to and from residence periods and lodging expenses are not included. G.I. Bill benefits can be applied and will significantly reduce expenses for sponsoring employers and students. Entrance requirements include: a bachelor's degree from a regionally accredited university; a 2.7 cumulative GPA (or a 3.0 GPA in subsequent graduate work), a strong professional record and the endorsement of a supporting employer. The ADMBA waives GMAT/GRE requirements for most well qualified applicants. For more information or to apply, visit <http://ADMBA.UTK.EDU> or contact Ms. Janice Reid at (865) 974-0173.

The Aerospace & Defense Portfolio

UT is highly ranked for business education and offers programs of all kinds for every sector of the economy. However, the college's Center for Graduate and Executive Education has prioritized Aerospace & Defense as a strategically vital industry with unique business processes and challenges. In response, UT offers a comprehensive portfolio of programs and capabilities ideally suited for A&D, including an Aerospace & Defense MBA as well as tailored and highly relevant training, research and support. The center offers non-degree courses via open enrollment or custom delivery, on campus in Knoxville or on site around the world.

Business Training Courses Exclusively for the Military and Government Acquisition Community

- Continuous Process Improvement; Lean and Six Sigma Tools; Strategy Alignment & Deployment
- Lean Applied to Acquisition Business Processes; Performance-Based Services Acquisition
- Program Management for Non-Program Managers; Better Business Deals – Industry Insights
- Life Cycle Affordability; Should Cost Workshop; Program Integration Workshop

Open Enrollment and Custom Programs Teaching Vital, A&D-Related Business Skills

- Operations and Business Analytics:
 - Lean Green Belt; Lean Black Belt; Lean for MRO; Theory of Constraints for Project Management
- Supply Chain Management:
 - Executive Development; Demand Management; Supply Chain Performance & Financial Principles
 - Global Supply Chain Foundations; Designing the Lean Supply Chain; Strategic Sourcing
 - Performance-Based Logistics; Performance-Based Services Acquisition; Collaborative Contracting
 - Taught by A&D-savvy faculty from UT's Supply Chain Management Department ranked #7 in US
- General Leadership and Management
 - Managing in a Technical Environment; Communication Strategies for Technical Professionals
 - Leadership Tools for Manufacturing; Finance for Non-Financial Managers

Applied Research & Implementation Support

- UT professors and expert practitioners bring thought leadership and best practices to A&D partnerships
- Include proprietary and limited distribution studies as well as research for publication and presentation
- Follow-on teaming to create and deploy training to deliver change, process improvement and dividends
- 5-Year, \$44M, IDIQ (second cycle) with the Air Force for Business Process Improvement
 - 10-year partnership with research, curriculum development, instruction and change leadership
 - Lean leadership training for every USAF General, SES, and Command Chief Master Sergeant
 - Change leadership course for colonels, their civil service equivalents, and chief master sergeants
 - Contracted Services Acquisition: 4 workshops delivered just-in-time to support acquisition actions
 - Training and support to improve business processes and service delivery in military healthcare

Visit <http://Execed.utk.edu> or Contact Dr. Andy White, AWhite35@UTK.edu or (865) 974-2027

