From the Executive Director

Dear Alumni and Friends,

Welcome to 2017! The past year has been intense and exciting in a number of ways, not least in our programs.

In our custom interactions, we are developing programs for a number of global firms in industries as diverse as transportation, agriculture, and industrial products. See page 5 for news on one recent custom creation, the GE Women in Operations program in Buc, France.

Given Purdue's and our international perspective, it is exciting that our programs bring together motivated managers representing the four corners of the globe.

In our certificate programs, we are adjusting our mini-MBA, Applied Management Principles, celebrating its 20th anniversary in 2017, into a six-day format to make it easier for professionals from around the country to come to Purdue and leave with a new tool kit of valuable management skills and a set of new ideas.

In our degree programs, we have paired Lithuania with Hungary as the two countries visited during Module 3 of the IMM Global EMBA program. This approach allows for a compare and contrast of two countries which have similar backgrounds in some instances and divergent histories in other aspects. After this inaugural Lithuania residency, we hope to invite alumni to join future IMM cohorts to refresh their knowledge of key management ideas and experience a new location through business and cultural immersion activities.

This newsletter contains the various features that you’ve come to expect. Photos and alumni highlights are my favorite. We have a special feature on one of our EMBA 2016 alums – Donald Barnes. As you will see, he has accomplished a great deal in his career and has no plans to rest on his laurels. The newsletter ends with our calendar of events. I am impressed at how much such a small team can accomplish each year.

As always, if you have someone you’d like us to meet with, just let me know and we’ll finalize the details. And of course – we always look forward to hearing from you or having you stop by for a visit. Wishing you all the best in 2017.

Sincerely,

Aldas Kriauciunas
The Krannert School of Management has launched Krannert Journal, an e-publication that will showcase the research being conducted by faculty at the school. The quarterly recap will feature brief synopses of selected research items with links to longer stories and, when available, full downloads of research papers. Also in Krannert Journal you can find working papers and interdisciplinary research initiatives involving other Purdue colleges/schools as well as projects by undergraduate and graduate students.

The inaugural edition features:

- Krannert economics professor Jillian Carr’s research on widely enforced juvenile curfew laws that are intended to reduce crime but may actually increase it. Carr and co-author Jennifer Doleac, a professor at the University of Virginia, used data from ShotSpotter, an audio surveillance company that tracks and records gunfire incidents for police departments across the country, in their working paper “Keep the Kids Inside? Juvenile Curfews and Urban Gun Violence.”

- A working paper issued by the National Bureau of Economic Research by Krannert economics professors Chong Xiang and David Hummels, Dean of Krannert. The paper, “No Pain, No Gain: The Effects of Exports on Effort, Injury, and Illness,” coauthored by Jakob Munch of the University of Copenhagen, focuses on the Danish manufacturing sector and found that employees under prolonged workplace pressures face serious consequences to their health.

- New research by Krannert operations and economics professor Yaroslav Rosokha that examines human behavior under different queue structure designs. Are single queue lines – which we’ve all suffered through – faster? This research began with a pilot study conducted during volleyball games at Purdue.

- Research coauthored by Krannert finance professor Mara Faccio that breaks new ground by using data from European-based companies that finds female CEOs tend to make less risky choices than their male counterparts.

Plans are to publish Krannert Journal in October, January, April and July. Follow Krannert on Facebook and on Twitter @PurdueKrannert to be notified of publication.
Executive MBA Class of 2018

Number of Students - 32

Industries Represented

- Manufacturing 22%
- Higher Education/Research 10%
- Health Care/Animal Health 9%
- Information Technology 9%
- Government/Military 6%
- Services 44%

Average Work Experience (years) - 14

States Represented

California  Georgia  Illinois  Indiana  Michigan  Missouri  Nebraska  Oregon  Texas  Virginia  Washington  Wisconsin

Organizations Represented

AAA  Alcoa  Amazon  Bluebeam Software  Discover Card Services  Ernst Health  GyanSys  Industrial Dielectrics Holdings  JH Specialty  John Deere  Lennox International  Madison Precision Products  Nestle  Purdue Research Foundation  Purdue University  PricewaterhouseCoopers  Rea Magnet Wire  Salesforce  Tata Consultancy Services  U.S. Navy/U.S. Strategic Command  USAA  USDA Forest Service  Western Digital  Whirlpool Corporation  Willamette Valley Animal Hospital

Select Job Titles

Chief Financial Officer  Consultant  Director  Engineering Manager  Head of Innovation  Lieutenant  Manufacturing Director  Operations Project Manager  Principal and CEO  Project Manager  Senior Data Architect  Vice President
For our cherished alumni seeking a way to give back, please consider making a donation to the Executive MBA Scholarship Fund. This fund was established by the EMBA Class of 2016 as the cohort’s class gift.

Support future generations online – find the link on our For Alumni page: krannert.purdue.edu/executive/emba/for-alumni. In the “Special Instructions” box, please note that the donation is for the Executive MBA Scholarship Fund. We thank you in advance for your generosity.

We’ve rolled out new and improved Facebook pages for our alumni and friends.
- Find us at PurdueKrannertExecutiveEducation and post your updates and photos.
- An IMM program-specific Facebook page can be found at IMMGlobalExecutiveMBAProgram.

Additional ways to stay connected to us and each other include:
- LinkedIn – Follow Purdue University Krannert Executive MBA on linkedin.com.
- Twitter – Follow @PurdueKrannert.
- Krannert Network – Created specifically for Krannert alumni; join at krannertnetwork.com.
- The Purdue Alumni Association hosts virtual networking events; see purduealumni.org.

We’d like to take a little space to thank our alumni and current students for their help in recruiting future EMBA and IMM cohorts. Your testimonials, participation in our monthly webinars, use of your images, eagerness to talk with prospective students, and willingness to host us in your city or at your workplace are invaluable. The entire Krannert Executive Education Programs’ team thanks you!

Want to get more involved in recruiting for the EMBA and IMM programs? Send an email to Nicole Brooks, Associate Director of Marketing, at brook113@purdue.edu. We look forward to hearing from you.

Boiler Up!
Krannert Builds Custom Program for GE Women

In addition to our two EMBA degree programs and professional development certificate programs, Krannert Executive Education nurtures a robust lineup of custom programs. We partner with companies from a variety of industries to design programs that meet the organization’s needs.

Particularly exciting was our first international GE Women in Operations program, held November 28-December 2, 2016, onsite at GE Healthcare in Buc, France. The Buc facility, a mile south of Versailles, is the European HQ of GE Healthcare, and GE sent 28 women from 11 countries and seven GE businesses to learn from Krannert Executive Education faculty.

The five-day program included sessions in advanced operations management, industrial internet and network effects, and innovation. A highlight for the attendees was a tour of the Buc facility, where they saw new and innovative products being developed, including Pristina, the world’s first mammography system with innovative, patient-controlled compression technology.

The GE employees who took the GE Women in Operations program are part of the GE Women’s Network, which works to “foster the retention and promotion of women in technology and engineering.”

New Residency Location Added to IMM Program

The world’s most global Executive MBA program travels to Vilnius, Lithuania, for the first time, to study at ISM University of Management and Economics. The IMM Global EMBA Class of 2017 will be in residency there February 13-18, and the students will immerse themselves in Lithuanian culture in addition to attending classes.

During the IMM program’s one-week residency at ISM, which follows a week-long residency at IMM partner school Central European University in Budapest, Hungary, students will study Negotiations in Organizations, taught by Purdue’s Associate Dean for Executive Education and Global Programs Dr. David Schoorman, and Managing During Transition and Uncertainty, taught by ISM faculty.

The cohort will be exposed to Lithuanian culture and business practices by meeting with government officials, touring Old Town Vilnius, Trakai Castle and others areas, visiting companies and witnessing Independence Day events.

“Lithuania’s unique location and history sets the foundation for the Managing During Transition and Uncertainty course,” said Purdue EMBA Programs’ Executive Director, Dr. Aldas Kriauciunas. “The course is not just about Lithuania, but rather, uses Lithuania as a context for understanding a broader set of challenges and successes.”

Today’s IMM students study in seven countries on four continents in 19 months. IMM students have traveled to and studied in Tilburg and Utrecht, The Netherlands; Rio de Janeiro, Brazil; Santiago, Chile; Budapest, Hungary; Istanbul, Turkey; West Lafayette, Indiana, U.S.; and Beijing, Shanghai, and Tianjin, China.
In December 2016 we celebrated the graduation of our IMM Global EMBA Class of 2016. Members of the cohort braved icy weather to return to Purdue for the university's graduation ceremony and a dinner for the students and their families in the Union. Sooin Kim, third from left, front row, was named IMM 2016's Krannert Scholar. The Krannert Scholar is awarded to the student with the top GPA in their cohort.

EMBA 2017 heard official oral arguments in a Court of Appeals of Indiana case when Judges, from left, James S. Kirsch (instructor of Legal & Ethical Environments in the Purdue EMBA Programs), John G. Butler, and Margret G. Robb (an alumna of Purdue EMBA Programs) presided in Krannert Center.

As is customary during an EMBA cohort's 5th module, the class dressed up for their official group photo outside Purdue’s Memorial Union.
Our IMM Class of 2017 experienced the beaches of Rio de Janeiro, Brazil, and the inner workings of Concha Y Toro during their Module 2 residency, among other immersion opportunities. The cohort toured Concha Y Toro’s headquarters in Santiago, Chile. The wineries company is the largest producer of wines in Latin America.

Krannert Dean David Hummels visited Krannert Center to welcome EMBA Class of 2018 students to this exciting chapter in their lives.
Leading the Way

Donald Barnes received only one diploma when he graduated from Krannert’s Executive MBA program in May, but he happily shares it with his service dog, Linden, a black Labrador who has been at his side for nine years.

A rooms reservation agent with MGM Resorts International in Las Vegas, Barnes was diagnosed at age 15 with retinitis pigmentosa, a degenerative eye disease that causes severe vision impairment.

“Linden accompanies me to work every day,” Barnes says. “Once he learns our route, he stores it in his memory bank, which makes my life wonderful. He can navigate me around a misplaced chair, find a table in the break room and guide me to the microwave to heat my lunch. Linden has broken barriers for me. People who might not normally talk to me feel more comfortable because he’s there.”

On the job, Barnes uses JAWS (Job Access with Speech), a screen reader and software tool for computer users whose vision loss prevents them from seeing content or navigating with a mouse.

“When taking room reservations, I use a dual headset with the guest talking in one ear while simultaneously listening to the screen reader talking in the other ear,” Barnes explains. “Linden sleeps and takes it easy while I’m working, though some belly rubs are deserved in between phone calls.”

Although Linden wasn’t even a pup when Barnes earned his first Purdue degree in hospitality and tourism management in 1993, he was indispensable during the EMBA program, which includes five residencies on the West Lafayette campus and a sixth at an international location.

“For 19 months he was always with me, guiding me through buildings, getting me to classrooms and sitting quietly through lectures,” Barnes says. “We also studied abroad in Paris, where everyone we met fell in love with him.”

He and Linden began planning their EMBA experience a year before starting the program. “I met with people working in information technology and the Disability Resource Center at Purdue,” Barnes says. “They were very accommodating and guaranteed me that if something didn’t work, they’d make it work.”

The first month of the program left them both feeling anxious, Barnes admits. But ongoing support from Krannert faculty, staff and his EMBA classmates helped guide the way to success.

“Graduation day was emotional for me, but Linden was there too, of course,” he says. “Wearing his own cap and gown, he accompanied me across the stage to receive my diploma and stopped to pose for the audience so I would know it was time to smile for my photo.”

Barnes is still smiling today.

“With my years of sales experience and now a master’s degree in hand, I am ready to pursue my next goal — a management position in the casino resort business,” he says. “Because of my partnership with Linden and Krannert, I’m now the man I always envisioned I could be.”

“Anyone who works with Donald will never forget him. His sense of humor is something special,” adds Purdue EMBA Programs’ Executive Director Aldas Kriauciunas. “Donald’s EMBA Class of 2016 cohort benefitted greatly from his — and Linden’s — presence.”

Donald and Linden attended classes, studied abroad and took the stage at commencement together in spring 2016 when Donald received his EMBA degree.
Alumni Notes

EMS 1992

Tim Cobb has been appointed Chief Marketing Officer for Southwestern University in Georgetown, Texas. “As empty-nesters, my wife and I realized we could live anywhere in the world and do something we truly loved. Being part of a prestigious university near Austin, Texas, was an opportunity I couldn’t pass up,” Tim says. His prior positions include President and CEO for Staccato Communications and Creative Director for DHX Advertising. “My degree from Purdue marked a turning point in my career. Suddenly my view went from a very narrow focus on marketing communications to a broad perspective regarding its integration and effect across an entire enterprise,” he says. Tim credits this perspective for making his transition from agency to client-side so smooth.

EMS 1994

Brian Andrews is now a Senior Customer Experience Principal at Medallia. Medallia provides Software-as-a-Service (SaaS) Customer Experience Management and Enterprise Feedback Management software to hospitality, retail, financial services, telco, high-tech, and business-to-business companies in the U.S. and internationally. Founded in 2001, Medallia’s mission is to create a world where companies are loved by their customers and employees. Many of the world’s best known brands use Medallia to manage and improve their customer experience, including Macy’s, Nordstrom, Kate Spade, PayPal, Vanguard, Four Seasons, Hilton, Marriott, GE, Audi, and Mercedes Benz. Prior to Medallia, Brian was a Vice President at Sprint, leading its Customer Experience transformation, and spent 11 years at Intuit.

EMS 1999

Consuelo Ecuyer married John Ecuyer in August. John is another Big 10 graduate, but from Northwestern. “As my EMS classmates remember, I had Alina during the first year of our program, in 1996, and now she is a junior at Fordham University,” Consuelo says. Son Ethan is a freshman at Georgia Tech. Consuelo and John reside in Atlanta and work for AT&T.

EMS 2001

Tao Liu served as the chief operating officer of the Asia-Pacific division of Nexteer Automotive Group Limited from January to September 2016. He was responsible for the business plan, the overall financial position and advising on strategic direction of the Asia-Pacific division. Previously he was appointed as the vice president and chief operating officer of the China division of the company from August 2013 to December 2015.

EMS 2002

After more than 20 years spent in marketing for both businesses and agencies, Kendra Losee has started her own marketing consulting agency, Fueled Marketing. Based in San Diego, CA, the firm focuses on helping small to mid-sized companies grow. Emphasizing a review of the current marketing efforts, Kendra makes recommendations to maintain the strengths and take advantage of opportunities. The combination of in-depth marketing industry knowledge with a focus on the bottom line help set Kendra apart. Kendra’s work in digital advertising agencies and her trusted team are well-equipped to implement strategies as needed. Kendra also teaches at online universities in marketing management, social media, and content marketing. When she’s not working, she can be found in an outrigger canoe in the waters of Southern California.
Marlin Schul reports he and his family have had good fortune in the marlin fishing capital of the world, Cabo San Lucas, Mexico, where his 15 and 17-year-old daughters each caught a striped marlin on the same day. “I hope to relive this with my youngest, now 14, soon,” he says.

Joseph Pabst has changed roles with American Express from Director, Merchant Pricing, Latin America and Caribbean, to Director, Consumer Credit Operations, Latin America, Caribbean and Spain. Joseph is a member of the Board of Directors, Compliance Committee and Audit Committee at American Express Bank (Mexico) and leads a team of 125 employees in Mexico City and Buenos Aires. He lives in Mexico City with his wife Glenda and daughter Sofia.

Justin Brown has been promoted to Vice President of Sales, Americas for Cognex. Cognex is the world leader in machine vision.

Danielle Bruhn reports that the annual IMM 2010 reunion was held in Madrid, Spain, in early September 2016. “As always, it was a great joy reuniting,” Danielle says from Brazil. The tradition will continue in 2017 with a get-together in Athens, Greece, September 8-10.

Ricardo Castro was invited to participate in the 20th anniversary campaign for United Technologies Corporation Employee Scholar Program. His Purdue degree was highlighted, along with the career opportunities offered him by UTC’s Employee Scholar Program. Ricardo is Regional General Manager – Southwest, US Field Operations at UTC Climate, Controls & Security.

John Eggert returned to Purdue in September to deliver the Dr. Lew Runnels lecture at the 2016 Purdue Veterinary Conference. John’s lecture, “Applications of Biotechnology in Animal Breeding,” focused on the latest genetic engineering techniques, collectively called “gene editing,” which have the potential to quickly and significantly increase the efficiency of livestock production and improve animal welfare; however, the question remains as to whether or not society will accept the application of such technologies to food animal production. John is Technical Director at Topigs Norsvin USA, a swine genetics company.

Michael Zentner, a Purdue information technology research scientist, is a key member of the team behind the SPEAKall! app that helps nonverbal autistic children communicate. The start-up behind the app, SPEAK MODalities, won the 2016 R&D 100 Award in the software category. This annual competition by R&D Magazine recognizes the 100 most “revolutionary technologies” introduced to the market.

Marthe Reinette has recently taken the role of Head of Marketing at Phenix Capital. Phenix Capital is an impact investing advisory firm based in Amsterdam, The Netherlands, which, through its large database of scalable impact funds, supports institutional investors in implementing impact investment strategies. “What I learned from the finance and accounting courses during the IMM program helps a lot in my current job,” Marthe says. “Being able to speak the investors’ language, understand their thinking and the investment process is crucial to be taken seriously in the impact investing space.”

Bob Erwin and family visited Purdue when dropping off son Robert for his freshman year on the West Lafayette campus. Robert is a third-generation Boilermaker.
Three alumni from the IMM 2014 cohort, from left, Pete Castor, Sebastian Ahrens, and Job Hoevenaars, held a small reunion at Oktoberfest in Munich, Germany, in memory of their departed friend and classmate Jeff Griffith, who passed away in November 2015. The trip to Oktoberfest was originally planned by Jeff.

“Jeff stood out as a leader, a motivator, a shepherd of our class,” Job says. “Jeff was loved and well-respected by all in our group. He had incredible perspective to share from his time with John Deere. He was at the heart of every event we held, be it learning in the classroom, an offsite tour, or social engagement in the evening. Jeff cultivated incredible relationships among every one of the students in our class as well as the many professors.”

With his bigger-than-life personality, Jeff was always good for a funny story or life lesson, Job says. Also, the cohort benefitted from his business acumen. “But most of all we gained from his warm heart,” Job says.

“Jeff would shepherd over the group, keeping everyone on track for learning, but still made sure we took time to socialize, to live and enjoy life, to party, take in sites and culture as we traveled the globe. His guidance when evenings got late – ‘don’t do shots…shots always end badly’ – kept more than one of us out of trouble.”

Jeff liked to joke about European football – soccer in the U.S. “He was fond of ensuring our European classmates knew real football was not played with a round ball,” Job says. He described soccer by saying, “If I wanted to watch somebody struggle to score for 90 minutes, I could do that at a pub.”

Job says his fellow alumni will toast Jeff at every gathering. “In our hearts he will be there. We have lost a great friend. During life Jeff accomplished so much. He never took time to rest and slow down. Rest in peace, dear friend. You will be missed.”

Luis Escorcia moved from Illinois to California last March to start working for Tesoro Corporation as a Contracts Administrator. He notes he now works with two classmates from IMM 2015, Alejandro Parilli and Michael Brandt. On March 21, Luis’ second child, Matteo Escorcia, was born.

Alejandro Parilli reports his family is doing well in California and he is doing well at Tesoro Corporation. “Throughout 2016, I was able to utilize on multiple occasions what I learned over the 19-month IMM program,” he says. Alejandro notes his cohort stays in contact via social media, by email or in person, and that he’s happy to be working with two fellow IMM 2015 alumni, Luis Escorcia and Michael Brandt.

EMBA 2016
Matt Schumann is now the National Sales Manager for Bekaert Corporation’s agricultural products. Bekaert Corporation is headquartered in Belgium. “I must say our classes, and our international trip in particular, really stoked my desire to get into a more international company, with broader possibilities down the road,” Matt says.
### Executive Education Programs and Events

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**Did You Know?**

In its 2017 list of the Best Executive MBA Programs, Ivy Exec ranked the Purdue EMBA Program in the top five in the Midwest, with Kellogg, Chicago Booth, Ross, and Notre Dame. The Ivy Exec ranking also placed Purdue’s EMBA program at #1 for Life Balance. The IMM Global EMBA program ranked #8 overall and #4 for Global Experience among programs in the U.S. Midwest.

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**The Purdue Executive** is a newsletter for the alumni and friends of the Krannert Executive Education Programs at Purdue University. We welcome your comments, opinions, and questions. Please contact us at:

**Editor**
The Purdue Executive
Purdue University
425 West State Street, Suite 206
West Lafayette, IN 47907-2056
(765) 496-0307
Email: brook113@purdue.edu

**ALDAS KRIAUCIUNAS**
Executive Director

**NICOLE BROOKS**
Editor

**DAWN MINNS**
Graphic Design

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To update your contact information with us, please email krannertexec@purdue.edu. Help us KEEP connected!

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