

UCC
Coláiste na hOllscoile Corcaigh
University College Cork, Ireland

UCC EXECUTIVE MBA

CORK UNIVERSITY BUSINESS SCHOOL

Seeking Your Employer's Support

For your application to the
2027/29 UCC Executive MBA

AACSB ACCREDITED
ASSOCIATION OF MBAS
EQUIS ACCREDITED

2027 / 29

01 / THE PROGRAMME

Leadership for a changing world

The world in which today's leaders operate is increasingly complex, interconnected and fast-moving.

The UCC Executive MBA is designed not simply to give experienced professionals more knowledge, but to help them think differently, make better decisions and lead with greater confidence and purpose.

The UCC Executive MBA, delivered by Cork University Business School, one of the world's leading triple-accredited business schools with AACSB, AMBA and EQUIS accreditation, brings together strategy, economics, finance, people, innovation, technology and responsible leadership, connecting academic insight directly to the challenges executives face in their organisations.

Through applied learning, live business problems and a strong emphasis on leadership development, participants learn to integrate perspectives, navigate uncertainty and turn insight into action.



STRATEGY / PEOPLE / INNOVATION

02 / BENEFITS

What the programme offers the individual

01 A comprehensive understanding of the core organisational functions.

02 The discovery of innate preferences in key personal leadership areas, e.g., critical analysis, strategic decision making, relationship building

03 Developing skills in communication, negotiation, and people leadership.

04 Developing universal executive leadership competencies applicable to all organisational and strategic scenarios.

05 Learn from other participants and faculty with vast and diverse experience

06 The UCC Executive MBA qualification identifies you as an individual with an advanced level of leadership and strategic decision-making skills.



03 / BENEFITS

Value for your organisation

01 A two-year investment in key managerial and leadership talent, resulting in a more dynamic approach to personal effectiveness, decision-making and judgement.

02 Increased capacity for critical thinking and mind-set change.

03 A shift to a broader strategic emphasis, allied with a focus on leading innovation within organisations.

04 The development of more agile approaches to problem solving, with a strong emphasis on effective team-based approaches.

LEARNING APPLIED

A key benefit of the UCC Executive MBA is the opportunity to apply learning directly within the organisation.

Through projects and assignments, participants can identify strategic organisational challenges, undertake detailed analysis, and deliver actionable solutions and implementation plans that create tangible business value.



04 / EMPLOYER SUPPORT

A shared investment in leadership

There are several ways in which your employer can support your involvement in the Executive MBA, and it is important that you identify which support (or combination of supports) is most realistic.



TIME

This is the most obvious support that your employer will provide.

FINANCIAL

When you are seeking financial support from your employer you should be realistic about the amount you request.

05 / TIME COMMITMENT

Two academic years. Four programme parts.

The UCC Executive MBA will be delivered on a part-time basis over four parts, across two academic years.

PART 01

SEP - DEC 2027

4 Lecture Groups
+ 1 Orientation/Leadership Narrative Group

PART 02

JAN - MAY 2028

4 Lecture Groups + 1 Study Visit Preparation Group + Study Visit

PART 03

SEP - DEC 2028

3 Lecture Groups
+ 1 Re-Orientation/
Leadership Narrative Group

PART 04

JAN - MAY 2029

5 Lecture Groups

19

3-DAY LECTURE GROUPS & 1 WEEK LONG STUDY VISIT

THURSDAY / FRIDAY / SATURDAY

09:00 - 18:00

06 / TIME COMMITMENT

Making the time commitment work



Lecture time constitutes your direct time commitment to the programme, and the necessary time off will need to be negotiated with your employer.

In addition, you may wish to take time off for private study, perhaps in the run-up to assignment dates.

Your employer will need to be reassured that the time committed to the programme will not impact adversely on your ability to carry out your duties, and that deadline commitments are met.

In the case of managerial responsibility, adequate cover for your absence will have to be facilitated.

You may find it more beneficial to frame the time commitment in terms of nineteen, three-day lecture blocks spread over two years, rather than simply describing it as a two-year programme.

Often, employers are more at ease with the concept of block delivery over full semester delivery.

THE EMPLOYER CONVERSATION

Your employer will need to be re-assured that the time committed to the programme will not impact adversely on your ability to carry out your duties, and that deadline commitments are met.

Approaching the funding conversation

When you are seeking financial support from your employer you should be realistic about the amount you request. Your employer may well consider the return on their investment in your MBA and the level of funding offered may well reflect this. When approaching your employer for financial funding it is important that you are well prepared. You will need to undertake some research.

Consider the following:

01 What is the company policy on employee support?

02 Has the company sponsored MBA/executive education in the past?

03 If yes, what benefits accrued to the company and the individual?

04 Do any of the senior managers have an MBA?

05 If yes, can they be approached and asked to support your case?



A COMPETITIVE PERSPECTIVE

Try to ascertain if your competitors have a policy of supporting managerial and leadership education for their executives.

If they do, you need to highlight this as their having a competitive advantage.

08 / THE BUSINESS CASE

Present a convincing business plan

It is advisable to draw up a solid business plan to present to your employers. It will show them that you have considered the value of the MBA from a company's perspective.

Anticipate these questions:



01 How do you expect to benefit from the programme, professionally and personally?

02 Which modules will be of direct benefit to your employer? Can you highlight areas in the programme that will provide you with a better understanding of how the differing functions of the organisation work and interact?

03 Which modules will make you more effective in your current role? What areas in the programme will allow you to build on your currently specialised knowledge?

04 What individual projects can you carry out during the MBA that will benefit your employer?

09 / MAKING THE CASE

Demonstrate the return on investment

05 How will you achieve the life/work/study demands that you will face?

06 Clearly show how you will manage your work within the time constraints caused during semester time.

07 Employers will be seeking a commitment to the company post-MBA. Are you able to evidence this? You may wish to present a career plan outlining where you see yourself within the organisation in 4-5 years' time and how you feel the UCC Executive MBA will have benefited you and the company in that time.



THE CASE FOR INVESTMENT

The recurring theme in your business plan should be that investment in your UCC Executive MBA is value for money from a company's perspective.

Above all it is an investment in managerial development and provides them with an employee with high leadership potential.

Further information for your employer

Provide your employer with all the relevant information concerning the UCC Executive MBA, using the programme website and documentation.
Should they require further information, refer them to the programme office.

UCC EXECUTIVE MBA OFFICE

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