



FUNDAÇÃO
GETULIO VARGAS



Escola de Administração
de Empresas de São Paulo



OneMBA, Global Executive MBA Program
Escola de Administração de Empresas de São Paulo da Fundação Getúlio Vargas (FGV-EAESP)
Request for Corporate Sponsorship

Executive Summary: Summarize your request in 1-2 paragraphs.

- **Current environment:** Challenges and opportunities facing your company.
- **Proposal for adding value:** How OneMBA will help you meet these challenges and opportunities.
- **Request summary:** Request corporate sponsorship for time to attend classes and residencies. Also request financial support, if appropriate.

Contributions and Added Value: Describe your past and current contributions to your company and how OneMBA will increase your value.

- **Past and current contributions**
 - State your commitment to your organization.
 - List specific, measurable contributions that you have made (e.g. “Managed the redesign of product packaging, increasing sales by 50% over the last 18 months.”)
 - List professional recognition that you have received and outstanding performance reviews.
- **Added Value**
 - Describe skills, knowledge, contacts and networks that you will gain from OneMBA.
 - Explain how these will allow you to assume additional responsibilities to meet corporate goals.

Key Features and Benefits of the OneMBA Program at FGV-EAESP

- **Highly respected:** FGV-EAESP is widely recognized as the best business school in Brazil.
- **International partnership:** FGV-EAESP offers OneMBA in partnership with:
 - The University of North Carolina at Chapel Hill (UNC), USA
 - Tecnológico de Monterrey (EGADE), Monterrey, Mexico
 - RSM Erasmus University (RSM), Rotterdam, The Netherlands
 - Chinese University of Hong Kong (CUHK), Hong Kong, China
- **Globally relevant curriculum:**
 - Curriculum integrates perspectives and best practices from four world regions.
 - Global residencies held in Asia, Europe, Latin America (Mexico and Brazil) and the US.

Programa OneMBA
Av. 9 de Julho, 2029 - 10º andar
01313-902 - São Paulo, SP - Brasil
Tel.: (5511) 3281-7996 - Fax: (5511) 3281-7861
www.onemba.org www.fgvsp.br

- **Powerful international network:**
 - Network of global managers from diverse industries and functional areas.
 - Valuable resources for solving current business challenges
- **Global teams mirror real-world business:**
 - Develops skills by working on project teams with OneMBA participants on four continents.
 - Develops leadership ability while managing cultural differences and working across multiple time zones.

Solutions for Potential Obstacles: Address concerns your company may have.

- **Performance:** How you will adjust your work methods to continue excelling at work while in school.
- **Support:** Support you will need while in school and how you will gain that support.
- **Policy exceptions:** Consider concessions you could make in exchange for an exception to your company's normal policy, such as:
 - Foregoing raises or bonuses while in school.
 - Committing to remain with the company after graduation (usually 2 years) in exchange for financial support.
 - Using vacation days to attend residencies.

Request for Support: Request time off for classes and financial support (if appropriate)

- **Investment:**
 - Financial: The cost of the OneMBA Program at FGV, beginning September 2010, is R\$ 112.000,00, payable in 22 installments. This cost includes tuition and meals and most class materials in Brazil, and accommodation, transportation and most meals during Global Residencies. Additional expenses are transportation to and from each global residency and textbooks.
 - Time: Commitment to attend classes each two or three weeks per month, all day from Friday through Saturday, at FGV Campus in São Paulo. Also, there are four global residencies that last 7 days during the 21-month OneMBA program.
- **ROI (Return On Investment):**
 - Skills and knowledge you will gain that you can apply immediately on the job.
 - Examples of increased contributions you expect to make to your company based on your personal development goals.