



From North East India to Nova Scotia

Saint Mary's MTEI program brings global talent to local businesses

Anu is a 2018 graduate of Saint Mary's Master of Technology Entrepreneurship and Innovation (MTEI) program. The degree focuses on graduating leaders who can create innovative products and launch, grow and sustain businesses. Students gain real world experience in the local community by completing a 6-month internship or starting their own business venture.

Today, thanks to the success of her internship, Anu calls Halifax home. She works remotely as Marketing Director for Neck Tronics Inc., a start-up based in Bridgewater that has developed a cutting-edge device for assessing and rehabilitating neck injuries.

"It's definitely safe to say that I owe this opportunity to the MTEI program," says Anu. "Coming from a science background with zero knowledge of business, I have learned so much; how to run a new business, what goes into developing a product and market success...and now I get to apply it in a start-up environment."

With a mandate to graduate students with innovative and entrepreneurial mindsets and helping to create opportunities for them to remain in Nova Scotia, the MTEI program is playing a key role in securing Halifax's economic growth in producing graduates like Anu.



How can the Sobey School of Business support me?

We are happy to be your partner in supporting you as you identify your business problem, search for appropriate funding, recruit, select and hire the ideal candidate for your organization. To access our support, please contact the Graduate Career Services Team at the coordinates below.

Graduate Career Services
Sobey School of Business

P: 902-491-6238
E: sobeygradcareerservices@smu.ca



SOBEY SCHOOL OF BUSINESS GRADUATE CAREER SERVICES

It's Our Business to Help Your Business.

- ✔ **What can a Sobey/Saint Mary's graduate student do for my business?**
They can help mitigate your business 'pain'. They can help you work 'on' your business vs 'in' your busi-
- ✔ **How can I pay for hiring a graduate student?**
There are multiple funding options to support a new hire.
- ✔ **What is the value of diversity to my business?**
New ways of thinking and opportunity for growth.
- ✔ **How can the Sobey School of Business support me?**
We are partners in helping you navigate problem identification, funding and recruiting through to the completion of the pro-
- ✔ **What is the time commitment?**
Whatever is best for you and your business; as little as (completing a specific project) or as long (full time employment) as you need.
- ✔ **What kind of impact can a graduate student have?**
They learn quickly and can help you build capacity quickly and easily



What can a Sobey/Saint Mary's graduate student do for my business?

Our students and recent graduates bring skills ranging from research to analysis with a strong ethical foundation. If you aren't sure why you would consider a student, consider this. A student can support you in working 'on' your business vs. 'in' your business. They can build capacity to explore new ideas and new markets. They can help take away your business 'pain', or those issues that keep you up at night. They are not afraid to roll up their sleeves to get stuff done. In exchange, they get the opportunity to learn what happens when theory meets reality. That wisdom comes from you, an experienced, intelligent business leader. As you will see from their resumes, Sobey graduate students often have two or more years of practical business experience to draw on, and they are eager to expand that knowledge and wisdom.

How long must I commit to?

There are a variety of ways to approach your business needs, from short term projects that last 2-4 weeks up to 6 month internships and full time employment. Choose the solution that is most appropriate for you.

What impact can a grad student have?

"At PACTA we had the opportunity to bring on an MTEI student for an eight-month internship. The student quickly became an integral part of the team developing our new and innovative contract management product that helps companies keep track of their signed business contracts. The quality of the work the student consistently delivered to the project was so impressive that we decided to bring him on board as a full-time employee starting the day after his internship ended. Partnering with the MTEI program is a win- win for both companies and students and we definitely recommend it."

- Isak Rydlund, COO and Co-Founder, PACTA

How can I pay for a grad student?

There are multiple funding options available for you and your business as you embark on hiring a student or recent graduate. Funding options are offered by independent bodies, as well as provincial and federal programs. Incentives and values range from 1:1 partner matching, 25-75% salary subsidies, or one time payments or reimbursements of \$5,500 to upwards of \$100,000 depending on the funding body and proposed projects. There are varying options for small and medium-sized organizations, and applications are primarily hosted online for ease of use. These applications usually take between 30 minutes to less than 2 hours to complete. For more detailed explanations of the funding opportunities open to you, please request a copy from Graduate Career Services.

What is the value of diversity to my business?

Research shows that diverse organizations make better decisions, and companies with diverse leadership see rewards in their bottom line. A 2015 study by McKinsey and Co., for example, shows that "companies in the top quartile for gender, racial and ethnic diversity are more likely to have financial returns above their national industry medians." A recent study by the Peterson Institute found that 22,000 companies whose executive management was gender-diverse realized 6% higher corporate earnings. Business leaders, both at home and abroad, tell us that the country's diverse work force makes Canada an attractive partner for investment and trade. As one executive of a high-tech company noted, "I want my team to be diverse, and I know I can get that in Canada."

- *In a highly competitive world, is diversity Canada's advantage?*
 BESSMA MOMANI AND JILLIAN STIRK, *Globe & Mail*, March 28, 2016

Program	Features	Benefits	Opportunities Available
Master of Business Administration (MBA) & MBA (CPA Stream)	The Sobey MBA program produces grads with; <ul style="list-style-type: none"> • Responsible leadership skills • An immersion in unique international and local business experiences • Skills to develop their ability to embrace and thrive during uncertainty and change • A ability to critically think through using skills from a variety of perspectives/ disciplines - accounting, finance, marketing, and human resources • MBA (CPA) – The combined broad business skills of the MBA degree with the accounting expertise and professional skills demanded for the new Canadian CPA designation 	Sobey MBA graduates can support you in; <ul style="list-style-type: none"> • Innovative thinking • Your organization meeting the challenge of an ever-changing global business world • Exploring new markets • Research new commercial avenues and analyze data • Developing strategies and business plans and goals • Establishing best practices for operational excellence 	You can hire an MBA student in a variety of situations: <ul style="list-style-type: none"> • Short term project (i.e. business or marketing plan, recruitment strategy, data analysis, performance management plan, etc.) • Co-op – generally 4 months in Fall, Winter, Spring • Internship – 4-6 + months • Full time employment • MBA (CPA) – students are generally already employed as a program prerequisite. Typically, they are available for full time employment.
Master of Technology Entrepreneurship and Innovation (MTEI)	The Sobey MTEI produces grads with; <ul style="list-style-type: none"> • Cultivated innovative and entrepreneurial mindset and skills • An ability to think critically through a problem using skills from a variety of perspectives/ disciplines • Proficient in management, marketing, leadership, finance, accounting, and communications • Diverse background in IT, engineering and science • Students have accessed an innovation network of investors and partners in their quest to become a successful technology entrepreneur and innovator 	Sobey MTEI graduates can support you in; <ul style="list-style-type: none"> • Innovative and entrepreneurial thinking • Introducing new and fresh innovation into your business. • Identifying new markets • Create new products or lines • Help build a young company past the 'start-up' phase. • Research new commercial avenues and analyze data • Developing strategies, business plans, and goals 	You can hire an MTEI student in a variety of situations: <ul style="list-style-type: none"> • Short term project (i.e. Business plan, marketing plan, recruitment strategy, performance management plan, data analysis etc.) • Internship – 4-6 + months • Full time employment.
Master of Finance (MFin)	The Sobey MFin produces grads with; <ul style="list-style-type: none"> • Hands-on experience using financial data • Including proprietary financial management software. • An exceptional understanding of the financial industry • Experience in preparing for the CFA exams 	Sobey MFin graduates can support you in; <ul style="list-style-type: none"> • Researching new financial markets • Investigating stock trading trends • Providing financial analysis and advice • Identifying risks and providing risk management solutions • Assist in corporate finance troubleshooting & financial analytics • Portfolio management 	MFin students are available at the end of their program in August for full time employment.
Master of Applied Economics (MAE)	The Sobey MAE produces grads with; <ul style="list-style-type: none"> • The tools of economic analysis to use in real-world issues • Leadership skills • Exceptional critical, analytical and statistical thinking • Understanding and practical applications of economic theory • Skills to use econometric analysis to assess practical issues relevant to a range of fields, including: public economics; natural resources and environment; monetary systems; business finance and international trade 	Sobey MAE graduates can support you in; <ul style="list-style-type: none"> • Econometrics and analysis • Policy development • Policy implementation • Procedural policy practice incorporation. • Research new avenues • Review and analysis of ongoing policy effects. • Public and labour economics • Natural resources and environmental trade and finance 	MAE students are available at the end of their program in August for full time employment.
Master of Science in Computing & Data Analytics	The MSc in Computing & Data Analytics produces grads with; <ul style="list-style-type: none"> • Excellent knowledge of software design, development customization, and management • Data Analytics and business intelligence expertise • A project portfolio demonstrating the ability to solve real world business problems using cutting-edge technologies 	MSc Computing & Data Analytics graduates can support you in; <ul style="list-style-type: none"> • Full Stack software development in cloud, web, mobile, and desktop environments • Solving business problems and driving innovation through data analytics and business intelligence techniques 	You can hire an MSc.CDA student in a variety of situations: <ul style="list-style-type: none"> • Short term project (i.e. data analysis etc.) • Internship –4 -6 months • Full time employment