

Strategic Leadership & Management Mastery

The MBA Journey of Andrew Mitchell

Master of Business Administration | Macquarie Graduate School of Management (MGSM)

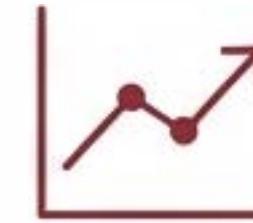
Executive Summary: A Portfolio of Strategic Assets



The Qualification

A globally ranked MBA from MGSM, completed over a dedicated four-year period (2014–2017).

Focused on general management with deep dives into Strategy and Finance.



High Performance

Distinguished academic record featuring a High Distinction in Corporate Acquisitions (87%) and Distinctions in core executive competencies including Negotiation (83%), Organizational Behaviour (82%), and Strategic Frameworks (81%).



The Value Proposition

A synthesis of academic rigor and practical application, equipping Andrew with a toolkit spanning financial valuation, strategic change management, and advanced rhetoric for leadership.

Institutional Pedigree: Training at a World-Class Business School

#1 in Australia

Financial Times, 2015/16

Top 50 Globally

The Economist 'Which MBA?' Rankings #49

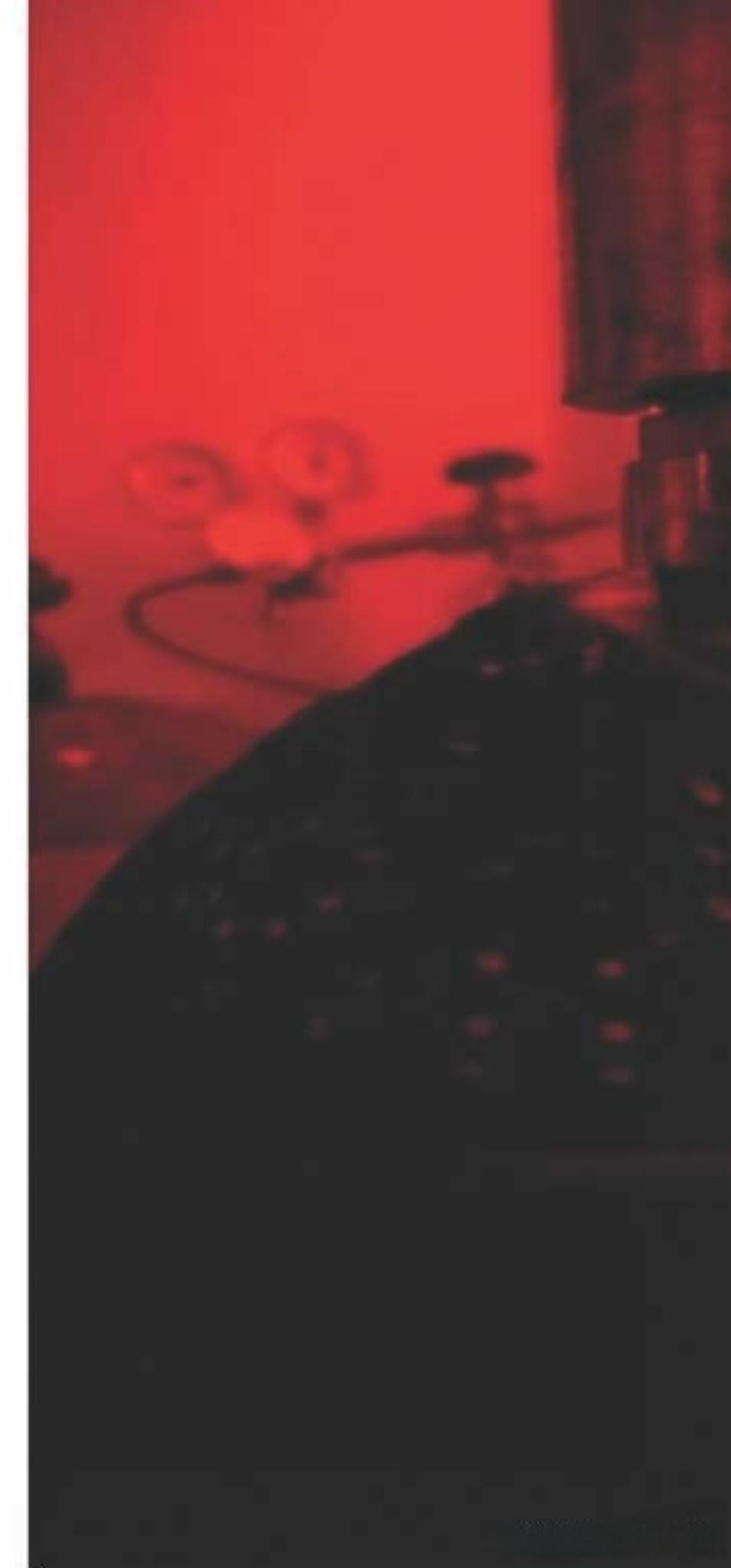
#68 Globally

Financial Times Global Ranking

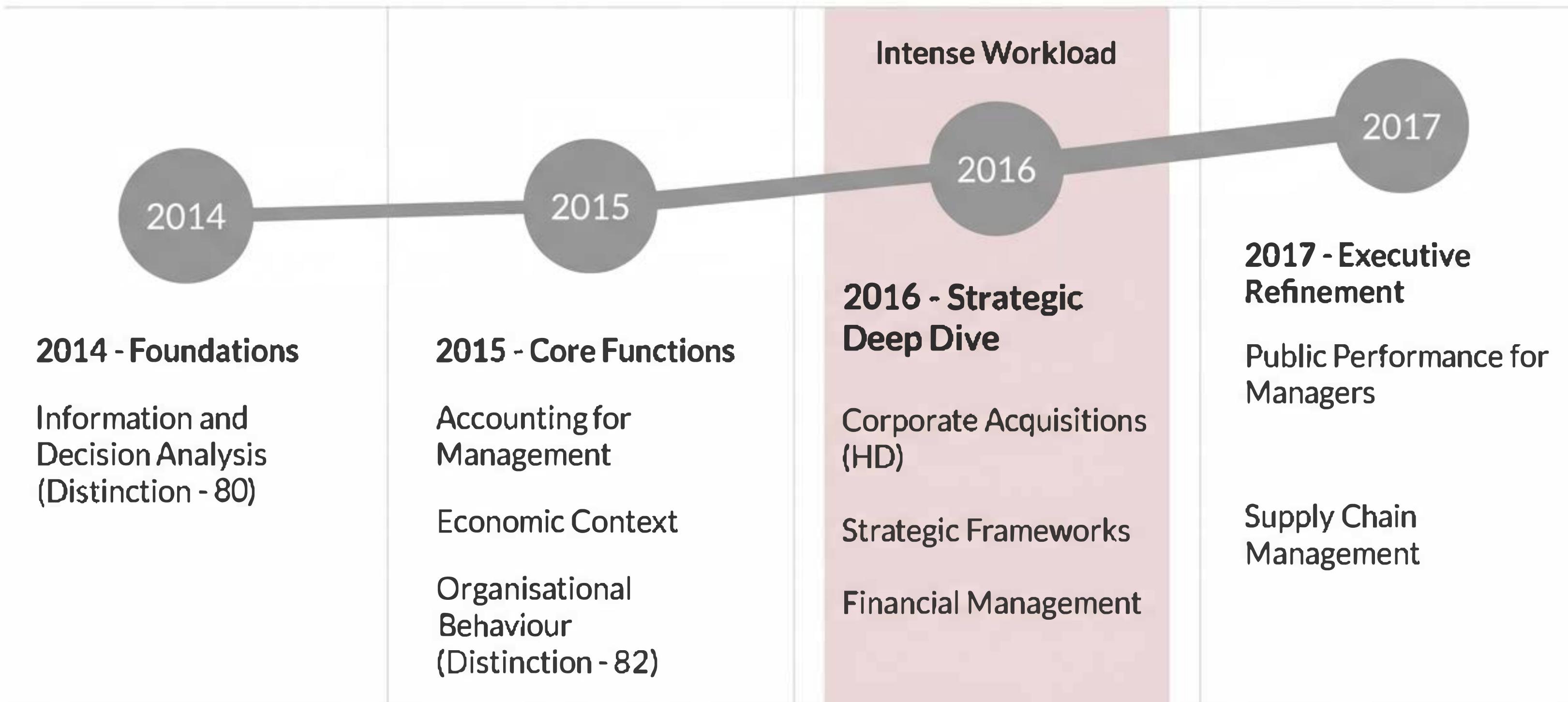
Top Tier

#3 in Australia, #5 Asia-Pacific

'The outstanding result reflects the school's increased emphasis on... attracting the best financial, business, management and leadership minds.' – Professor Alex Frino, Dean of MGSM.



The 4-Year Progression: From Foundations to Capstone



Commercial Acumen & Deal Structuring

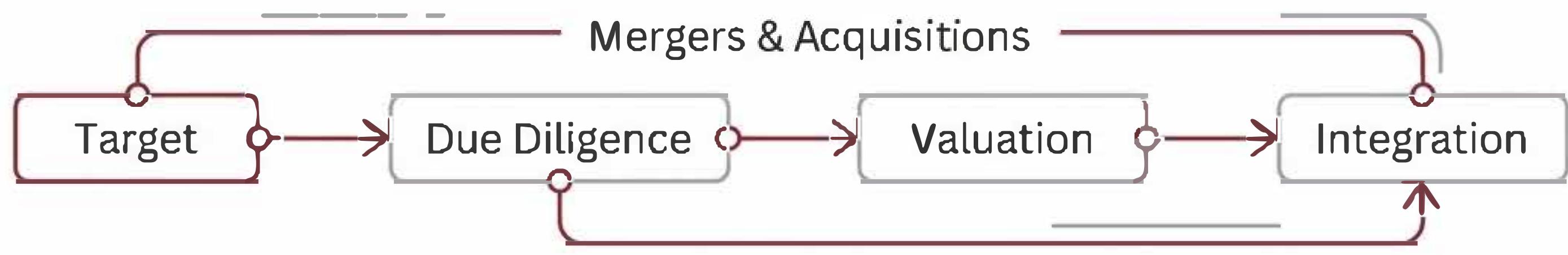


Corporate Acquisitions (MGSM858)

- Valuation & Diligence: Assessing targets for optimum price.
- Deal Design: Structuring financing for complex mergers.
- Post-Merger Integration: Planning for merged entity success.

Supporting Financial Skills

- Financial Management (Distinction - 81%): Capital budgeting and risk.
- Accounting: P&L, Balance Sheet, and Cash Flow analysis.
- Working Capital: Managing the Cash Conversion Cycle.

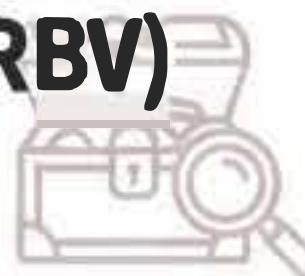


Strategic Vision & Competitive Advantage

Strategic Frameworks (MGSM850) - Distinction (81%)

Resource-Based View (RBV)

Identifying internal assets
for advantage.



Industry Analysis

Porter's 5 Forces & PESTEL.



Blue Ocean Strategy

Creating uncontested
market space.



Hypercompetition

Managing high-velocity
markets.



Applied Simulation: Back Bay Battery

Managed investment portfolios over 8 simulated years, making R&D trade-offs
between mature and new technologies under financial constraints.

Influence, Negotiation & Leadership



Achievements

- Negotiation: Theory and Practice - Distinction (83%)
- Organisational Behaviour - Distinction (82%)
- Public Performance for Managers

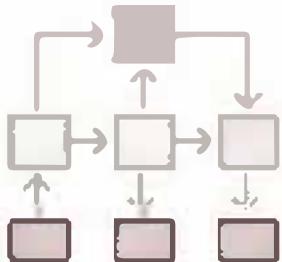
Mastery of advanced negotiation tactics for high-stakes dispute resolution and the ability to persuade diverse audiences through rhetorical strategy.

Operational Excellence & Customer Value

Supply Chain & Operations

Managing the ‘Bullwhip Effect’ and optimizing inventory.

Strategic procurement and outsourcing strategies.



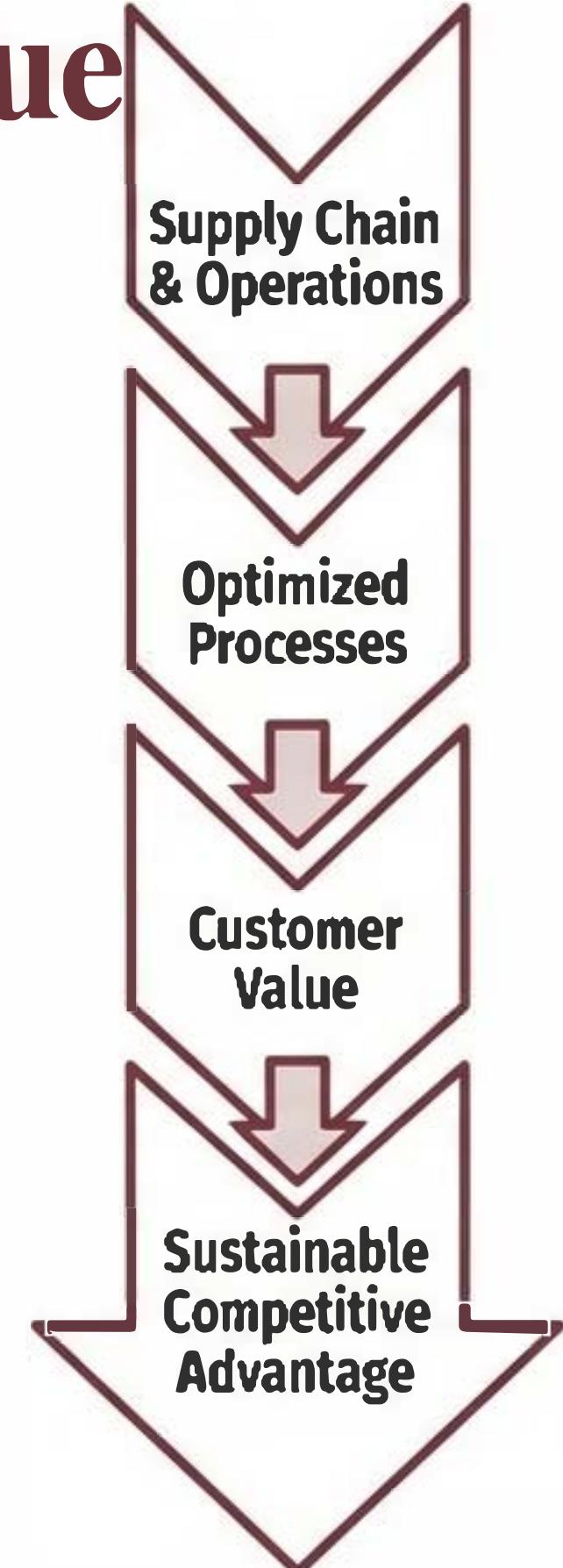
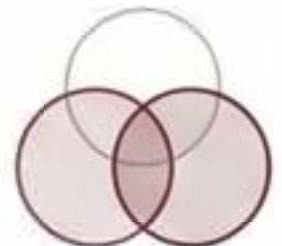
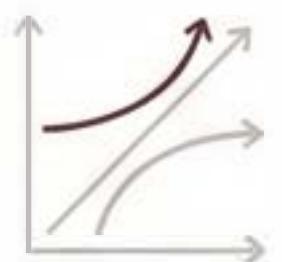
Key Result:
Operations Management - Distinction (80)

Marketing Strategy

Sustainable Value Creation.

Strategic targeting using the ‘Kano Model’ for product innovation.

Triple Bottom Line positioning.



Global Mindset & Strategic Citizenship

“Aligned with MGSM’s mission: Leadership, Global Mindset, Citizenship, and Sustainable Value.”

Strategic CSR (Distinction - 77%)

- Integrating CSR into core strategy.
- Creating Shared Value (Porter & Kramer).
- Stakeholder management beyond compliance.



Global Context

Economic Context of Management:
Macro-economic foundations for global decision making.



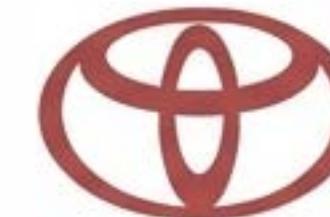
The Capstone Experience: Applied Strategic Management

Synthesis of the MBA in Real-World Scenarios



Leadership Style & Cultural Sustainability

Analysis of how Starbucks' leadership fostered a unique organizational culture that supports both employee engagement and brand loyalty, demonstrating cultural sustainability in a competitive market.



Market Entry for Disruptive Technology (Prius)

Examination of Toyota's strategic approach to introducing the Prius, highlighting market entry challenges, adoption strategies, and the impact on the automotive industry.



Competitive Advantage in Hostile Industries

Case study on Southwest's low-cost business model, operational efficiency, and unique culture as drivers of sustained competitive advantage in the volatile airline industry.



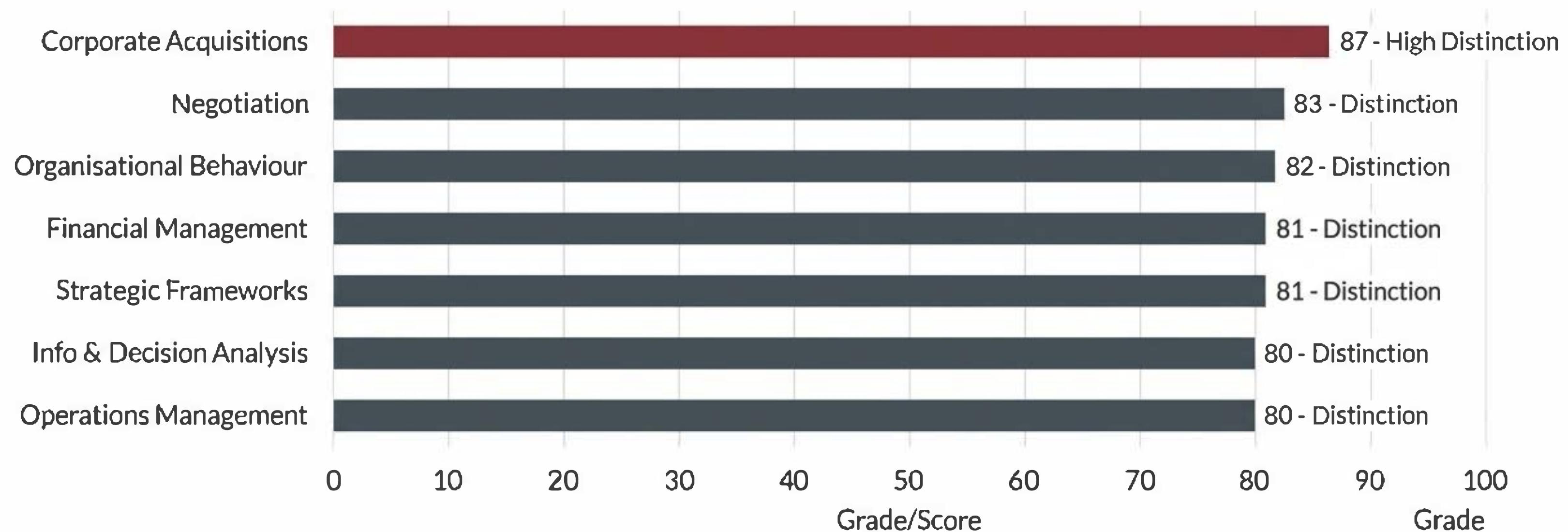
Digital Disruption & Business Model Evolution

Exploration of Microsoft's transformation and adaptation to digital disruption, focusing on the shift from software licensing to cloud-based services and subscription models.

Simulation: **Universal Rental Car**. Complex strategy integration of finance, operations, and marketing to drive market share.

The Academic Scorecard: Key Achievements

Performance in Key Executive Units



The Executive Toolkit

Analytical Rigor

Interpreting complex financial data and ASX listed reports to predict opportunity.

Strategic Agility

Synthesizing frameworks (Blue Ocean, 5 Forces) to navigate hypercompetition.

MGSM

Persuasive Advocacy

Advanced rhetorical skills to drive change and align stakeholders.

Deal Execution

Valuation, due diligence, and negotiation for M&A.



Ready for Impact

Andrew Mitchell has completed a rigorous, globally ranked executive curriculum with distinction.

He possesses a balanced blend of hard financial acumen and soft leadership influence.

**16 Units Completed.
13 Distinctions or
High Distinctions.
1 World-Class MBA.**

Appendix: Full Academic Transcript

2017	Supply Chain Management (Cr)	Public Performance (78)						
2016	Operations (80)	Negotiation (83)	Foundations of Mgmt Thought (Cr)	Strategic CSR (77)	Strategic Management (75)	Corporate Acquisitions (87)	Strategic Frameworks (81)	Financial Management (81)
2015	Law & Mgmt (75)	Org Behaviour (82)	Economic Context (79)	Management (79)	Accounting (78)			
2014	Information & Decision Analysis (80)							

MGSM

Master of Business Administration conferred on 22-Sep-2017.