KEY: OPEN-ENROLMENT PROGRAMMES

The first 10 criteria are informed by programme participants; the next six from each business school. These criteria are presented in rank form, apart from women participants (%), with the leading school in each column ranked number one. Revenue data are provided for information only, and do not inform the ranking.

Figures in brackets show the percentage each criterion contributes to the overall ranking weight. The weighting accorded to the first 10 criteria is determined by the level of importance that participants attach to each.

**Preparation (7.7):** provision of advanced information on programme content, and the participant selection process.

**Course design (8.6):** flexibility of the course and appropriateness of class size, structure and design.

**Teaching methods and materials (8.3):** extent to which teaching methods and materials were contemporary and appropriate, and included a suitable mix of academic rigour and practical relevance.

**Faculty (8.7):** quality of the teaching and the extent to which teaching staff worked together to present a coherent programme.

**Quality of participants (8.0):** extent to which other participants were of the appropriate managerial and academic standard, the international diversity of participants, and the quality of interaction among peers.

**New skills and learning (8.7):** relevance of skills gained to the workplace, the ease with which they were implemented, and the extent to which the course encouraged new ways of thinking.

**Follow-up (7.3):** level of follow-up offered after participants returned to their workplaces, and networking opportunities with fellow participants.

**Aims achieved (8.6):** extent to which personal and professional expectations were met, and the likelihood that participants would recommend the programme.

**Food and accommodation (6.6):** rating of the quality of food and accommodation.

**Facilities (7.5):** rating of the learning environment's quality and convenience, and of supporting resources and facilities.

**Women participants (2.0):** percentage of female course participants.

**International participants (3.0):** amalgamation of the percentage of participants from outside the business school's base country and region.
Repeat business and growth (5.0): amalgamation of growth in revenues and percentage of repeat business.

International location (3.0): extent to which programmes are run outside the school’s base country and region.

Partner schools (3.0): quantity and quality of programmes taught in conjunction with other business schools.

Faculty diversity (4.0): diversity of school faculty according to nationality and gender.

Open-enrolment revenues: income from open programmes in 2012 in $m, provided optionally by schools. Figures are based on average dollar currency exchange rates for 2012.