IT DOESN'T HURT TO ASK...

An MIT xPRO Guide to Discussing Professional Development with Your Employer

HOW TO USE THIS GUIDE

1. Take a look at the *Machine Learning, Modeling, and Simulation: Engineering Problem-Solving in the Age of AI* website. Note which topics and learning outcomes align with your company and team goals.

2. Review the "Common Objections" section on page two of this guide to help augment your letter or support a follow up conversation.

3. Customize the yellow areas highlighted in the template on page three of this guide and send it to your manager or HR professional.

4. Have any other questions about the program that might help your case? Or interested in group pricing for your team? Email us at xpro@mit.edu.

COMMON OBJECTIONS

Your employer will have questions. Let's help you answer them.

OBJECTION	RESPONSE
"It costs too much."	It might cost more to neglect workforce training. Companies that prioritize employee development make median revenue of $169,100 per employee while companies that don't make less than half of that: $82,800 (Source)
"It will take you too much time and distract you from your work."	This program is designed for professionals, with an estimated time commitment of 4-6 hours per week. Learning a new skill online does take time, but the format is flexible, offering learners the ability to watch lectures, read case studies, and practice new techniques on their own schedule. Plus, the time a company invests in training will save them time in the long run. A study by the National Center on the Educational Quality of the Workforce (EQW) supports this, finding that a 10% increase in educational development produced an 8.6% gain in productivity. (Source)
"How is this different from those other online programs?"	MIT xPRO offerings are created and taught by MIT faculty with insights from industry experts and are optimized for learners who are full-time working professionals. This two-course online certificate program brings a hands-on approach to understanding the computational tools used in modern engineering problem-solving. Leveraging the rich experience of the faculty at the MIT Center for Computational Science and Engineering (CCSE), this program connects your science and engineering skills to the principles of machine learning and data science. With an emphasis on the appli-cation of these methods, you will put these new skills into practice in real time.

EMAIL TEMPLATE

Copy and paste the following text into an email to your manager or HR professional.

Hi [MANAGER'S NAME]

I would like to submit a request for professional development through MIT xPRO's *Machine Learning, Modeling, and Simulation: Engineering Problem-Solving in the Age of AI* online certificate program. This two-course online program offers training that I believe is directly relevant and beneficial to what we're trying to accomplish within [OUR COMPANY NAME].

Leveraging the rich experience of the faculty at the MIT Center for Computational Science and Engineering (CCSE), this program connects my science and engineering skills to the principles of machine learning and data science. With an emphasis on the application of these methods, I will put these new skills into practice in real time.

Both courses in this program have been built from the ground up through a collaborative effort between MIT faculty members and industry experts using this knowledge in the field every day.

Course 1: Machine Learning, Modeling, and Simulation Principles

Course 2: Applying Machine Learning to Engineering and Science

The program cost is $2,600 (USD). It contains 10 weeks of content, five per course. This program is designed for full-time working professionals so the schedule will work with my current position. Group discounts are also available for the team.

For more information, visit: learn-xpro.mit.edu/machine-learning

Thank you for considering my training request,

[YOUR NAME]