



Fall 2025 Fellowship

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** It is required to review these sections before submitting an EdTech MBA Fall '25 proposal*

Join these leading edtech companies in hosting an EdTech MBA Fellow



What is the EdTech MBA Community Fellowship?

The [EdTech MBA Community fellowship](#) offers edtech employers the opportunity to hire high-performing graduate students for a ten-week project. Fellows spend ~ten hours/week contributing to projects and operations critical to the company.

Contact the EdTech MBA Community Founder and President, Hailey Carter, at hailey@edtechmba.com with any questions!



Since our Fall '22 fellowship, the [EdTech MBA Community](#) has matched over 180 students with edtech startups and venture capital firms. Several companies, including Chegg, Amira Learning, Preply, Interplay Learning, Desmos, Kyron Learning, UWill, Clayful, Owl Ventures, and upGrad, have had top graduate student fellows work on projects such as product strategy and growth, product management, business development, GTM strategy, and market analysis.

Why should you be a host employer?

The fellowship will provide access to top talent who are passionate and committed to the EdTech sector. The EdTech MBA Community includes 1200+ diverse students who have shown a significant interest in edtech from dozens of top graduate programs globally, such as Stanford GSB and GSE, Harvard Business School and Graduate School of Education, Kellogg Northwestern, MIT Sloan, Duke Fuqua, Wharton, and London Business School.

The EdTech MBA Community leadership team will work diligently to match you with a student who aligns well with your team's needs and can effectively complete your project proposal. The fellowship will enable you to influence and support the next generation of EdTech leaders and entrepreneurs, given the reputation of these graduate programs as a breeding ground for tomorrow's leaders. While many startups and investors accept interns on an ad-hoc or informal basis, we hope the fellowship will help galvanize the graduate student community and formalize the process for employers who may not have the bandwidth or resources to recruit independently.

Are EdTech MBA fellows paid?

Fellowships are primarily paid, though we also accept unpaid Fall '25 Fellowship proposals. The hourly average for the previous cohorts was \$30- \$ 75 per hour.

- Minimum: \$20/hour* (**equity and ASU GSV ticket offered*)
- Maximum (to date): \$125/hour

Students *may* receive class credit for the fellowship; however, class credit programs vary significantly by graduate school/program, and the EdTech MBA Community represents over 60 global graduate programs.

What is the cost of participating in the fellowship as an employer?

Upon successful placement, you, as the employer, will be charged a \$499 placement fee (per EdTech MBA fellow). We are keeping this placement fee minimal to ensure it remains affordable for companies at all stages. If this fee is a deterrent, please contact Hailey.



How does the EdTech MBA Community facilitate fellowship matches?

The EdTech MBA Community leadership team will screen applicants to ensure they are current graduate students dedicated to edtech. Screened students will then apply directly to the project proposal.

If you choose to “review all applications submitted to your project proposal,”:

- EdTech MBA will share all proposal-specific applications with the POC(s) you listed in the application.

If you choose to “review only the top candidates chosen by the EdTech MBA Community team,”:

- [The EdTech MBA team](#) will review the applicants for your proposal and determine the top ~10 candidates. EdTech MBA’s decisions will be based on an applicant’s background, relevant skills & experience, and the employer’s needs/ideal candidate description

Important: Employers will interview three applicants (minimum) and make the final Fall ‘25 Fellowship hiring decisions for their company.

What is the Fall 2025 EdTech MBA Fellowship timeline?

[Submit a proposal by August 15](#)

Date	Fellowship Process
July 16	Employer Project Proposal application open
August 15 (5:00 pm PST)	Deadline for employers to submit project proposals
September 2 (By 11:59 pm PST)	Employers receive candidates for their project proposals
September 2-19	Employers conduct student interviews
September 19 (By 11:59 pm PST)	Final date to extend offers to EdTech MBA Fellows
<i>The Fall 2025 EdTech MBA Fellowship will be ~ten weeks from September to December</i>	
Late September	Internship Start Date
December	Internship End Date

**While September 21 is the final day to extend offers, we strongly recommend making offers as soon as you have decided. All students have until Sept 24 to decide on offers because, similar to a typical recruiting process, students may be deciding between multiple Fellowship offers.*

Contact the EdTech MBA Community Founder and President, Hailey Carter, at hailey@edtechmba.com with any questions!



***Exact Fall '25 Fellowship time frames must be decided between you and the EdTech MBA Fellow(s). Each graduate program's academic calendar varies, and the EdTech MBA Community represents 60+ global graduate programs*

Fellows are expected to commit ten hours each week. The exact time commitment must be determined between you and your EdTech MBA Fellow(s). Please remember that EdTech MBA Fellows are full-time graduate students with rigorous academic obligations. We strongly recommend incorporating Fall Break within the project roadmap (e.g., an 11-week schedule with a 1-week Fall Break).

Important Disclaimers

Employer Requirements to Participate in EdTech MBA Fellowship:

1. Submitting a comprehensive project proposal is critical. Please ensure that your 6+-sentence project proposal includes the six criteria; otherwise, EdTech MBA leadership will need to follow up with you to edit your proposal before moving forward. You can review additional criteria and example project proposals [here](#).
2. If an EdTech MBA fellow candidate (1) does not show up for a scheduled interview (*without advance notice*), (2) reneges on an accepted offer (*without a discussion & your approval*), or (3) ends the Fellowship before the agreed-upon end-date (*without a discussion & your approval*), you are required to inform Hailey (EdTech MBA Founder & President) at hailey@edtechmba.com within three business days of the infraction. Please provide proof (e.g., email correspondence).
 - a. *The EdTech MBA Community does not tolerate this behavior, which represents a lack of respect and unprofessionalism. Upon notice and review, these students will be removed from the community and lose immediate access to EdTech MBA fellowships, events, and Slack/LinkedIn/Whatsapp groups.*
 - b. *All EdTech MBA Fellow candidates agreed to this clause in the application.*
3. If you determine that none of the candidates are strong fits for your proposal after (*at least*) three interviews, you can pull out of the process. Otherwise, you must commit to completing the process from start to finish
4. If you extend an offer to a candidate (*regardless of whether they accept*), you must inform the EdTech MBA LT by completing the provided hiring decision survey by the deadline. Otherwise, your company is at risk of being unable to participate in future EdTech MBA Fellowships*. *At EdTech MBA LT discretion upon review and open dialogue
5. Upon successful placement, you, as the employer, will be charged a \$499 placement fee (*per Fellow*). The community is keeping this placement fee minimal to ensure that it is affordable to companies of all stages and does not deter companies from applying



Next Steps

[Submit a Fall 2025 project proposal by August 15, 5 pm PST. Proposals submitted earlier will have a higher chance of a successful match and stronger applicants](#)

Employer Application Requirements:

(1) 6+ Sentence Project Proposal

Before submitting your proposal, please ensure the description includes the criteria below. Otherwise, we will follow up with you and require proposal edits before moving forward.

The project proposal description is similar to a role/job description. Students will not be interested in a vague, unclear, or uninspiring proposal. [You can review example proposals here.](#)

- ☐ Description of your company's mission, product, stage, and business model
- ☐ Description of how EdTech MBA fellow(s) can support your company's mission, team, growth, impact, and 2025 goals/OKRs
- ☐ Clear project deliverables with associated timelines
 - ☐ Project Length: 10-week+ proposals are prioritized for fellow matching, but if you have a 6-9-week proposal and are interested in an EdTech MBA Fellow, please contact Hailey
 - ☐ Required onboarding session (1 hour+)
 - ☐ Minimum 1X/week meeting with manager (30 minutes+)
 - ☐ Roles and responsibilities examples (weekly+)
 - ☐ Direct communication channel with the manager (align on comm preferences in onboarding)
 - ☐ Comprehensive fellowship deliverables and goals (weekly/bi-weekly+)
 - ☐ End-of-fellowship presentation to the manager, relevant team and 1+ CXO
 - ☐ As you know, it is critical to schedule this far in advance. We recommend scheduling it *during* the initial onboarding session
 - ☐ Likelihood/feasibility of project extension into a full-time role
 - ☐ Please recognize that EdTech MBA fall '25 Fellows will represent a mix of MBA first-years and second-years, and graduate students. Some graduate programs are only one year, while some (dual) programs are 3-4 years. Each candidate will provide their graduation date in the project-specific application
 - ☐ What type of role is it?
 - ☐ Who would manage the fellow?

☐ (2) Hiring Needs

- ☐ How many total fellows do you want to hire for the submitted project proposals?

☐ (3) EdTech MBA Fellow Compensation

- ☐ What is the pay range of the role (per hour or stipend across ten weeks)?
 - ☐ Across the past fellowship cohorts, it has been difficult to find strong candidates for unpaid roles, so strongly recommend payment
 - ☐ Past three cohorts: \$30-75 hourly average
 - ☐ Minimum: \$20* (*equity/commission/ASU GSV ticket offered)



- ☐ *Maximum (to date): \$125/hour*
- ☐ If you require an exception (e.g., legal/recent RIF), contact Hailey, and please understand that the process will be more challenging with less student interest

- ☐ (4) Candidate Review Process
 - ☐ Decide if you'd like to (1) review all applications submitted to your project proposal or (2) review only the top candidates (*chosen by the EdTech MBA Community LT*)
 - ☐ *Employers will interview the top candidates and make the final hiring decisions (!)*

- ☐ (5) Ideal candidate experience
 - ☐ Please describe your ideal candidate for each of the project proposals
 - ☐ *The more detailed, the better - especially if you chose to "review only the top candidates"*

- ☐ (6) Candidate information
 - ☐ The fellowship application will collect the candidate information below. What additional information, if any, do you need? *We will launch an application specific to your project proposal, so we can incorporate additional questions if needed.*
 - ☐ Contact Information (*including email and LinkedIn*)
 - ☐ Demographic Information (*including gender, race/ethnicity*)
 - ☐ MBA / Graduate Program Information (*including graduation program and year*)
 - ☐ Fall '25 Location / Time Zone
 - ☐ Language Proficiencies
 - ☐ Summary of Work Experience
 - ☐ Why edtech?
 - ☐ Why [your company and company's role/project]?
 - ☐ Relevant Skills and Strengths (*as it relates to your company and role*)
 - ☐ Resume

- ☐ (7) Employer Contact information

Example Project Proposals

It is significantly easier for the EdTech MBA Community to find high-quality candidates for product and strategy roles, given graduate students' high interest in these roles.

GTM Strategy Project Proposal (Series B Startup)



[Anonymized company mission, product, stage, and business model.] [Anonymized blurb about how EdTech MBA Fellow(s) would help support the company's team, mission, growth, impact, 2025 goals/OKRs/mission.] The EdTech MBA fellow would report directly to [anonymized] with weekly check-ins. Go-to-market strategy includes 1. Framework to propose country Priorities for B2C and B2B, based on a tiering system - define the critical criteria and guidelines for the tiering system 2. Guidance for the different product/supply teams on what to do by each tier 3. A concrete action plan to be executed in Q1 and onwards 4. Recommend ongoing processes, including reporting, meetings, etc. 5. Recommend any significant moves (if any). You will present your research, findings, and recommendations to the product team, strategy team, and CXO at the end of your fellowship.

Competitive Analysis Project Proposal (Series B Startup)

[Anonymized company mission, product, stage, and business model.] [Anonymized blurb about how EdTech MBA Fellow(s) would help support the company's team, mission, growth, impact, 2025 goals/OKRs/mission.] I need to run a competitive analysis of the [anonymized] market for B2C and B2B (separately) to understand: 1. The competitive landscape, including the latest trends, strengths, and weaknesses, geographic footprint 2. A scan of what our key competitors focus on, based on the latest PR, IR, etc. 3. A Product Experience and Offering comparison. The first three weeks will focus on #1, the second 3 on #2, and the final four on #3. Finally, this fellowship will end with recommendations on what it means for [anonymized] and what we should do to win the B2C and B2B markets. This could be product development, M&A targets, etc. To support the fellow, we will provide 1. an onboarding session and 2. weekly meetings with a dedicated manager. You will present your competitive market analysis for B2B and B2C to the full Strategy team and C-Suite at the end of your fellowship.

Product Growth Project Proposal (Pre-Seed Startup)

[Anonymized company mission, product, stage, and business model.] [Anonymized blurb about how EdTech MBA Fellow(s) would help support the company's team, mission, growth, impact, 2025 goals/OKRs/mission.] The MBA Product Growth intern is a hybrid role of product, strategy, and growth where the objective is to craft and test product growth strategies for teacher acquisition and activation. In the first week, [anonymized - LinkedIn / Title included] will introduce you to our services and current customer feedback. On any given week, you'd be doing a mix of the following: finding teachers & admins, interviewing these potential customers, gathering insights, using those insights to craft growth strategies, ranking experiments by impact, and collaborating with other team members to launch high-ROI experiments. We're an ambitious pre-seed team in the early stages of product development (pre-Product Market Fit). So, this role is best suited for folks who have a bias-to-action, are comfortable in an agile environment, are relatively autonomous, and have a deep willingness to learn. At the end of the fellowship, you will present your insights and recommendations from your interviews and experiments to the full [company] and investors/advisors.

Product Management Project Proposal (Series B Startup)

[Anonymized company mission, product, stage, and business model.] [Anonymized blurb about how EdTech MBA Fellow(s) would help support the company's team, mission, growth, impact, 2025 goals/OKRs/mission.] We have three key initiatives that this fellow could contribute to, with specific end-of-project deliverables for each. 1. Freemium tests to improve our product-led growth approach - this project would involve running a series of tests



to determine what configuration of a freemium offering drives the most leads for relevant end markets 2. Improved learner onboarding - working with our Sr PM for User Achievement, the fellow would analyze and iterate on our user recommendation flow to drive enrollments and decrease time to complete a first activity 3. Improved admin onboarding - working in partnership with our Sr PM for User Achievement, the fellow would identify which features a program administrator struggles with the most in getting started and identify product improvements and support content to make it easier for program administrators to add users and assign content. Our team would provide the fellow with an onboarding session during the first week of the fellowship and weekly meetings with a dedicated manager. The fellowship will culminate in a presentation to the full Product team and C-Suite/Senior Leaders.