

University of San Diego

Full-Time MBA | Evening MBA





“Our passion is to help students accelerate their personal and professional growth through a rigorous, values-based business education and hands-on, practical experiences.

I invite you to learn more about how USD’s MBA Programs can help you become a responsible leader who makes a significant difference in the world of business and beyond.”

David F. Pyke, Dean

School of Business Administration

PhD, The Wharton School, University of Pennsylvania

With personalized attention through small classes, award-winning faculty, international study and consulting projects, and unparalleled connections to industry world-wide, USD is a bridge between your past and your future.



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Why Choose USD

USD's MBA Programs develop responsible leaders who aspire to create meaningful change in their industry. Our mission is to educate the next generation of business leaders engaged in sustainable value creation around the world.

Globally Minded

USD's MBA curriculum incorporates business perspectives and practices from around the world, and provides unique opportunities to complete international consulting projects. Students can also choose to participate in short-term study abroad courses, or semester exchange programs at nearly 20 partner universities around the world.

A Truly Personalized Experience

Small class sizes allow for a high level of interaction with faculty and classmates, leading to in-depth learning and rapid professional development.

Academically Rigorous and Relevant Curriculum

Curriculum developed with industry experts means that students learn the most relevant and necessary skills for today's global business environment. A diverse range of functional area concentrations and a renowned International Business Track also allow students to hone in on specific areas of professional interest.

Connections to Industry Professionals

Personalized career development support, such as the Mentor Program, allows students to network one-on-one with industry experts. Networking and industry-specific events each month provide students with the tools they need to secure summer internships, post-MBA employment, and manage life-long professional growth.

Highly Rated and Acclaimed

Our faculty have extensive industry experience, publish frequently in the top business and academic journals, have authored academic and professional books, and are highly sought after as experts in their respective fields.

Among many other rankings, USD was ranked one of the top 100 best business schools by *US News & World Report*, and is accredited by the Association to Advance Collegiate Schools of Business (AACSB).

Bloomberg Businessweek ranked USD one of the top 20 Part Time Evening MBA Programs



USD MBA Program Options

| Conferred Degree | Full-Time | | Evening |
|--------------------------------|--|--|--|
| | MBA | MBA: International Business Track | MBA |
| Description | A cohort-based program concentrating on the cultivation of broad global business acumen with an emphasis on responsible leadership development and integrative problem solving. Students are able to choose a concentration to pursue a specific area of interest. | | A program geared toward working professionals, concentrating on the cultivation of broad global business acumen with an emphasis on responsible leadership development and integrative problem solving. Students are able to choose a concentration to pursue a specific area of interest. |
| Program Elements | Semester-long consulting project with prestigious companies in San Diego | Two international consulting projects in two geographic regions | Short-term international consulting projects and/or study abroad offered as program electives |
| Pre-program Orientation | Three week pre-program orientation on campus | Three week pre-program orientation on campus, and three-day course in Mexico | One week of full time, daytime orientation, including first MBA course, prior to the start of the first semester |
| Length | 22 months | | 2-3 years on average |



Global Business Opportunities

135

International
Consulting Practicums

116

Faculty-Led
Study Abroad Trips

19

Countries



Extraordinary Global Business Experiences

More than half of our students study abroad, participate in an international practicum, or take part in an international dual-degree program. USD's Ahlers Center for International Business gives students the opportunity to participate in semester exchange programs, short-term study abroad programs and consulting projects with students from universities around the world.

International Consulting Practicums

What better way to learn the intricacies of global business than to experience it first-hand?

You have the opportunity to apply international business concepts in real world situations abroad through international consulting projects.

Faculty-Led Short-Term Study Abroad Trips

You may participate in courses that range from one to three weeks in various locations around the world during the January Intersession and Summer Sessions to gain insight into international business practices, organizations and strategies.

Semester or Internships Abroad

You are welcome to spend a semester or more abroad with one of our nearly 20 exchange partners in Asia, Africa, Europe or Latin America, each of which offers opportunities for international exploration.

International Dual-Degree Programs

Dual degree programs allow you to complete one year of coursework at USD and one year at a partner institution abroad to complete two masters' degrees in approximately two years of full-time study.

Our partnering institutions include:

- Tecnológico de Monterrey, featuring several campuses in Mexico
- WHU Otto Beisheim School of Management, Vallendar, Germany

Rigorous and Relevant Curriculum

Our award winning MBA faculty focus on teaching integrative problem solving, which provides students with the competencies and experiences they need to thrive in the business world. Tomorrow's business leaders must have a global perspective and understand how their decisions will affect all stakeholders. Their approach to problem solving must be integrative and collaborative across many disciplines and cultures.

Faculty members of USD's MBA programs draw upon their industry experience and are passionate about both research and teaching, which leads to an invaluable learning environment.

Distinguished faculty include:

Dr. Thomas Copeland, Distinguished Professor of Financial Economics (the Kaye and Richard Woltman Professor of Finance)

- Former co-leader of McKinsey's global corporate finance, with 31 years' experience in the field
- Author of six books including "Financial Theory and Corporate Policy," used at more than 100 universities.
- MBA & PhD, The Wharton School at University of Pennsylvania

For a full list of MBA faculty, please visit:
www.sandiego.edu/business/faculty/directory





Dr. Tara Ceranic
Assistant Professor of Legal and Social Research
Ph.D., University of Washington



Responsible Leadership

Responsible leadership means leading the way with sustainable business practices for the benefit of society and the environment. Our students focus on addressing fundamental business and societal issues by identifying new, scalable sources of competitive advantage that both improve business and the way we do business.

Sustainable Business Practices

This important element of the MBA curriculum is taught by emphasizing responsible leadership, social innovation and entrepreneurship, and environmentally sustainable business efforts.

Ashoka Changemaker

USD's MBA Programs teach that value can be created through people, planet and profit.

USD is a proud member of the Ashoka Changemaker Hub, which supports these principles and practices.

“University of San Diego’s MBA Programs develop change makers who think and act creatively to achieve the “Triple-Bottom Line” — people, profit and planet. The curriculum integrates cutting-edge theory with opportunities for hands on involvement in organizations that engage in solving social and environmental problem solving through market mechanisms.”

—Dr. Patricia Marquez, Faculty Directory of Ashoka Changemaker Hub,
Associate Professor of Management
Ph.D., University of California, Berkeley





Personalized Learning Experience

A personalized learning experience is an indispensable asset of our value proposition at USD. Small class sizes allow for a high level of interaction with faculty and classmates, leading to in-depth learning and rapid professional development. Our faculty members provide students with specific feedback tailored to their individual academic development. This level of personalized focus is foundational to each and every one of our students' success, both as professionals and as people.

Small Cohorts

You will take your core MBA classes with the same cohort of students, allowing you to get to know one another and learn from each other personally. During elective coursework the cohorts are mixed, which provides further opportunity to expand your professional network and learn from students at various stages of the MBA degree program.

One-on-One Attention

Due to small class sizes of only 20-40 students, faculty are able to provide individual attention both in and outside the classroom. Because students have ample opportunity to ask questions and participate in discussions, they feel that the MBA program is tailored to fit their specific academic development.

*Dr. Carsten Zimmerman
Assistant Professor of Strategic Management
Ph.D., University of Cambridge*

Incoming Class Profiles 2013

Full-Time MBA

Average GMAT
661

80% GMAT Range
620-720

Average GPA
3.2

Average Years Work Experience
4.5 years

% International Students
43%

% Female
48%

Undergrad Majors

| | |
|----------------|-----|
| Business | 19% |
| Economics | 5% |
| Engineering | 19% |
| Humanities | 29% |
| Science | 10% |
| Social Science | 14% |
| Other | 4% |

Evening MBA

Average GMAT
603

80% GMAT Range
533-670

Average GPA
3.1

Average Years Work Experience
5.2 years

% International Students
19%

% Female
33%

Undergrad Majors

| | |
|----------------|-----|
| Business | 35% |
| Economics | 15% |
| Engineering | 21% |
| Humanities | 4% |
| Science | 8% |
| Social Science | 13% |
| Other | 4% |

*Dr. Barbara Lougee
Assistant Professor of Accountancy
Ph.D., Cornell University*



Student Spotlight

Scott Shelly, Class of 2014

“I came from an environment where you don’t know who you can trust and it set me up for being self-contained. But after I came to USD, all that evaporated. USD is warm and inviting. Wherever you go, there’s a strong sense of community.”

UG Degree

BS Managerial Economics,
University of California, Davis

Pre-MBA

10+ years investment banking

MBA Internship

Financial Modeling, Matusse

Consulting Project

Life Technologies

Case Competitions

ACG Cup; Institutional Investor
All America Student Analyst Competition



Full-Time MBA

USD's Full-Time MBA program offers practical experience balanced with academic theory taught by faculty who are also experts in the field. Their diversified, personal teaching approach awards you career and life opportunities you can't find elsewhere.

Is the Full-Time MBA Program Right for You?

Are you ready to make a significant difference in business around the world? Are you seeking a high quality, real world learning experience and connections that will help you grow professionally and personally?

USD's Full-Time MBA program offers you personalized learning experience that will help you become an influential, responsible business leader.

Sample Curriculum

Pre-term

Orientation and Preparatory Work
GSBA 500 Strategic Thinking and Communication

Fall Year One — Module One

GSBA 501 Ethical Leadership and Org. Behavior
GSBA 502 Statistics for Managers
GSBA 510 Financial Accounting and Statement Analysis
GSBA 901 Career and Professional Development Course

Fall Year One — Module Two

GSBA 503 Problem Formulation and Decision Analysis
GSBA 505 Financial Management and Analysis
GSBA 514 Globalization and the Manager
GSBA 901 Career and Professional Development Course
Leadership Lab

Spring Year One — Module One

GSBA 504 Marketing for Managers
GSBA 509 The Economic Environment of Business
Elective and Community Service Activity

Spring Year One — Module Two

GSBA 506 Operations and the Global Supply Chain
GSBA 517 Sustainable Business Model Design
Electives and Leadership Lab

Summer Internship

Fall Year Two

GSBA 508 Legal and Social Environment of Global Business
GSBA 595 Business Consulting Project
Community Service Activity, Elective and Leadership Lab

Intersession Year Two (Optional)

GSBA 593 International Consulting Practicum

Spring Year Two

GSBA 590 Strategic Execution
Electives

Student Spotlight

Claire Brown, Class of 2013

“I had worked for a PR firm and nonprofits, but wasn’t solving problems in new or innovative ways. I wanted to be inspired by something other than what I’d always known.”

UG Degree

BA Communication,
University of California, Santa Barbara.

Pre-MBA

Business Development Consultant (India)
and ESL Professional (Thailand and Taiwan)

MBA Internship

Microfinance, ACCION

International Consulting Practicums

Buenos Aires and Guatemala

Case Competitions

Net Impact-Hitachi Foundation Pioneer
Employer Challenge (1st place team)

Post-MBA

Business Analyst, Endeavor Rotational
Program, Cymer, an ASML Company



Full-Time MBA — International Business Track

The International Business Track develops graduates with the skills they need to succeed in international business. Students get first-hand experience in global business during international consulting projects, and global business issues are interwoven throughout the curriculum.

Is the MBA: International Business Track Program Right for You?

International Business Track students have the unique opportunity to put their global business learning into practice during two international consulting practicums. By consulting for global firms in two geographic

regions, International Business Track students get a first-hand view into global business. In addition to completing the two international consulting practicums, students in the International Business Track must demonstrate proficiency in a second language prior to graduation.

Sample Curriculum

Pre-term

Orientation, Preparatory Work and Statistics Certification
GSBA 515 Leading Multicultural Teams and Organizations

Fall Year One — Module One

GSBA 500 Strategic Thinking and Communication
GSBA 510 Financial Accounting and Statement Analysis
GSBA 518 International Economy and Business
GSBA 901 Career and Professional Development Course

Fall Year One — Module Two

GSBA 503 Problem Formulation and Decision Analysis
GSBA 505 Financial Management and Analysis
GSBA 516 Marketing for International Managers
GSBA 901 Career and Professional Development Course
Leadership Lab

Interession Year One

GSBA 593 International Practicum

Spring Year One — Module One

GSBA 506 Operations and the Global Supply Chain
GSBA 523 International Financial Management
Electives and Community Service Activity

Spring Year One — Module Two

GSBA 517 Sustainable Business Model Design
GSBA 532 International Comparative Management
Elective and Leadership Lab

Summer

Internship

Fall Year Two

GSBA 508 Legal and Social Environment of
Global Business
Community Service Activity, Elective and Leadership Lab

Interession Year Two

GSBA 593 International Practicum

Spring Year Two

GSBA 590 Strategic Execution
Electives

Student Spotlight

Steven Kling, Class of 2013

“The USD MBA program is a compelling balance of traditional courses, finance and corporate social responsibility and is one of the more rigorous programs out there.”

UG Degree

BS Electrical and Computer Engineering,
Carnegie Mellon

Pre-MBA

Submarine Operations Officer, US Navy
and Assistant Professor of Naval Science,
University of San Diego

Post-MBA

Senior Business Analyst, McKinsey and
Company



Evening MBA

Created for working professionals, the Evening MBA program offers a broad-based, interactive curriculum focused on developing responsible leaders who make pivotal business decisions that impact their organization and the world at large.

Designed to Fit Your Schedule

With evening classes offered year-round to accommodate individual schedules, this MBA program's curriculum is similar to the Full-Time MBA program. The Evening program begins in both the Fall and Spring, providing even more scheduling options.

Most students who are working full time attend class two nights per week and may participate in short-term study abroad courses and international practicums that are specifically designed to work well with their schedules.

Sample Curriculum (Fall start)

Pre-term

Orientation and Preparatory Work
GSBA 500 Strategic Thinking and Communication

Fall Year One

GSBA 501 Ethical Leadership and Org. Behavior
GSBA 510 Financial Accounting and Statement Analysis
Leadership Lab and Community Service Activity

Spring Year One

GSBA 502 Statistics for Managers
GSBA 504 Marketing for Managers
GSBA 514 Globalization and the Manager

Summer Year One

GSBA 503 Problem Formulation and Decision Analysis
GSBA 505 Financial Management and Analysis
GSBA 509 Economic Environment of Business

Fall Year Two

GSBA 506 Operations and the Global Supply Chain
GSBA 517 Sustainable Business Model Design
Leadership Lab and Elective

Intersession Year Two

Elective or International Consulting Practicum

Spring Year Two

GSBA 508 Legal and Social Environment of Business
Electives and Community Service Activity

Summer Year Two

Electives

Fall Year Three

Electives

Intersession Year Three

Electives

Spring Year Three

GSBA 590 Strategic Execution
Electives

Lifetime Career Management

MBA Career Services and Strategic Partnerships

MBA Career Services provides personalized career coaching and the resources and tools necessary for students to promote themselves in a competitive market. It offers a full-service comprehensive approach to career development, both during the program, and throughout their careers.

MBA Career Services will customize a plan with you to pursue key contacts within targeted industries.

Mentor Program

Mentorship is an important component of the personalized education offered at USD. Students are matched with executives or high-ranking individuals in their field of interest.

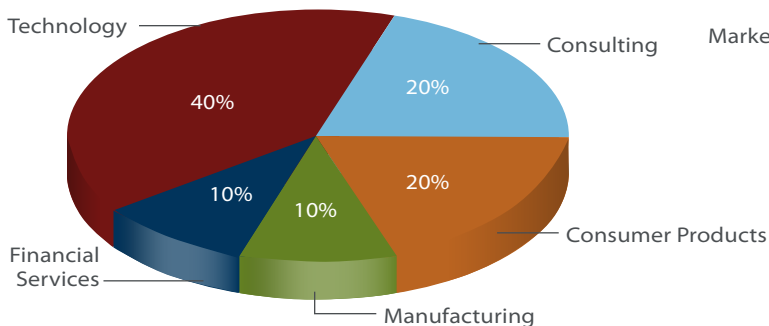
Networking Opportunities

The relationships you build now will be critical to your success in the future. MBA Career Services hosts mixers and outings with industry representatives/recruiters; networking breakfasts; and intimate group meetings with company executives.

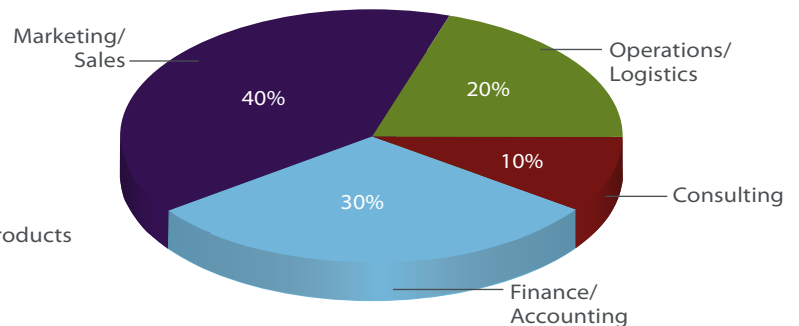
Career Fairs

On-campus and intra-university career fairs attract employers from a wide variety of industries. A number of specialized career fairs are also available each year, including real estate, management consulting, and supply chain.

By Industry



By Function



Recent Employers of University of San Diego MBAs:

ACCION San Diego • The Active Network • The adidas Group • Altegris Investments • Amazon
Anklesaria Group Inc. • AMN Healthcare • AT&T • Booz Allen Hamilton • The Boston Consulting
Group • California Bank & Trust • California Center for Sustainable Energy • CareFusion
Corporation • Cassidy Turley • CEMEX • Cisco Systems • Citi • Coach America • Corning
Incorporated • Cricket Communications • Cymer • DriveCam Inc. • eBay Inc. • FedEx
GALLUP • General Atomics • Google.com • Hewlett-Packard Company • IBM • Illumina
Intuit • Jack in the Box Inc. • Life Technologies Corporation • LM Capital Group, LLC
Los Angeles Angels of Anaheim • Malk Sustainability Partners • Marriott International Inc.
McKinsey & Company • Merrill Lynch & Company Inc. • Mitchell International Inc. • Motorola
Mobility Inc. • NASA • Nordstrom Inc. • Northrop Grumman Corporation • Pacifica Companies
Qualcomm Incorporated • ResMed • Salesforce.com Inc. • San Diego Zoo Global • Sempra
Energy • Shell Energy North America • Solar Turbines Incorporated • Sony Corporation of
America • Starbucks Corporation • Steward Healthcare • StubHub Inc • Target Corporation
Taylor Guitars • TaylorMade Golf Company • United States Navy • UTC Aerospace
Systems • Ventura Consulting Group • ViaSat Inc • WD-40 Company • Websense, Inc.



Lowell McAdam, MBA '83
Chairman & CEO, Verizon Communications



Kristin Vander Kam, MBA '11
Senior Program Consultant, DriveCam



Carolina Gonzalez, MBA '11
Principal Financial Analyst, Sempra International



Jonathan Scheff, M.D., MBA '92
Chief Medical Officer, HealthNet



Anjani Annumalla, MBA '13
Operations Manager, Amazon



Gretchen Gary, MBA '12
Future Product Manager, Hewlett-Packard

World-Wide Alumni Connections

Because of USD's class sizes and our tight-knit community, you will develop connections that last a lifetime. After you graduate, stay connected to more than 17,000 School of Business Administration alumni worldwide through local, national and international networking events, professional development programs and distinctive opportunities for lifelong learning.

Alumni Connections

As a graduate of the school, all MBA alumni are lifetime members of the USD alumni community and are eligible for a number of valuable alumni benefits including career services resources.

Social Networking

The School of Business Administration LinkedIn group is the largest social networking group on campus and one of the leading groups among business schools. Connecting over 7,000 business alumni and students, the SBA LinkedIn group serves as a crucial tool in providing job opportunities, corporate connections and personal relationships.

Hiring MBA Students

School of Business alumni hire University of San Diego MBA students for projects, internships and full-time positions because they are familiar with the rigorous and relevant business knowledge students are acquiring in the MBA program.

Your World-Wide SBA
Alumni Network

7,400+

SBA Group Members on LinkedIn

17,000+

SBA Alumni Network

Tuition and Scholarships

The University of San Diego has a variety of resources to help applicants finance their graduate education.

Dean's Merit Scholarships

All MBA applicants are automatically considered for scholarships based upon the merit of their overall application. Scholarships are awarded to high-caliber applicants.

Ahlers Center for International Business Study Abroad Scholarships

In addition to offering reduced tuition for short-term study abroad courses, the John Ahlers Center for International Business offers scholarship funds to help make the cost of travel more affordable for students. Students who apply for study abroad opportunities will be notified about the scholarship application process.

Graduate Student Grants

U.S. citizens and permanent residents who apply for financial aid before the fall priority filing date of April 1 will be considered for need-based grants. Students who will be giving up a salary in order to attend graduate school on a full-time basis may be eligible for such funding. University of San Diego grants are available for U.S. citizens and permanent residents.

Graduate Assistantships

Graduate business students may apply to work with School of Business Administration faculty in exchange for tuition assistance. Once admitted to a graduate business degree program, students are notified about the application process for available assistantships.

Federal Student Loans

U.S. citizens and permanent residents may apply for unsubsidized student loans.

Yellow Ribbon Program

The University of San Diego participates in the Yellow Ribbon Program for post-9/11 veterans.

Tuition

Full-Time MBA: \$73,360 (56 units based upon the 2013-14 rate of \$1310 per unit)

Evening MBA: \$69,430 (53 units based upon the 2013-14 rate of \$1310 per unit)

For the latest information in tuition, go to: www.sandiego.edu/business/programs/mba/admissions/tuition.php

Admissions

The admissions team looks forward to getting to know each program applicant.

Contact us with questions about any of the following application requirements:

- Four-year baccalaureate degree from a regionally accredited university or equivalent. A “B” average or higher is preferred.
- Minimum two years of full-time work experience is expected for admission to the MBA programs. Additional consideration may be given to candidates with substantial business experience.
- Competitive GMAT or GRE score from a test taken within the last five years
- Two professional recommendations
- English language proficiency for applicants not educated in English
- Interview — on the request of the admissions committee

Applications are processed on a rolling basis. Applicants are encouraged to apply as soon as their application is complete, using the following deadlines as a guideline.

Fall Admission

(Full-Time MBA, Evening MBA)

- Deadline 1: Nov. 15
- Deadline 2: Jan. 15
- Deadline 3: March 15
- Deadline 4: May 15

Spring Admission

(Evening MBA only)

- Deadline 1: Oct. 15
- Deadline 2: Dec. 15

Note: *Application procedures and deadlines are subject to change. For updated information, go to www.sandiego.edu/MBA-apply.*



Explore our Website

www.sandiego.edu/mba

Attend an Event

sandiego.edu/MBA-events

Connect with Us

Web: www.sandiego.edu/mba

Email: mba@sandiego.edu

Phone: (619) 260-4860



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