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

<table>
<thead>
<tr>
<th>Conferring Degree</th>
<th>Description</th>
<th>Program Elements</th>
<th>Pre-program Orientation</th>
<th>Length</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA</td>
<td>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.</td>
<td>Semester-long consulting project with prestigious companies in San Diego</td>
<td>Three week pre-program orientation on campus</td>
<td>22 months</td>
</tr>
<tr>
<td>MBA: International Business Track</td>
<td>Two international consulting projects in two geographic regions</td>
<td></td>
<td>Three week pre-program orientation on campus, and three-day course in Mexico</td>
<td></td>
</tr>
<tr>
<td>MBA</td>
<td>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.</td>
<td>Short-term international consulting projects and/or study abroad offered as program electives</td>
<td></td>
<td>2-3 years on average</td>
</tr>
</tbody>
</table>

[www.sandiego.edu/mba](http://www.sandiego.edu/mba)
Global Business Opportunities

135 International Consulting Practicums

116 Faculty-Led Study Abroad Trips

19 Countries

University of San Diego
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
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

<table>
<thead>
<tr>
<th>Metric</th>
<th>Full-Time MBA</th>
<th>Evening MBA</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average GMAT</strong></td>
<td><strong>661</strong></td>
<td><strong>603</strong></td>
</tr>
<tr>
<td><strong>80% GMAT Range</strong></td>
<td><strong>620-720</strong></td>
<td><strong>533-670</strong></td>
</tr>
<tr>
<td><strong>Average GPA</strong></td>
<td><strong>3.2</strong></td>
<td><strong>3.1</strong></td>
</tr>
<tr>
<td><strong>Average Years Work Experience</strong></td>
<td><strong>4.5 years</strong></td>
<td><strong>5.2 years</strong></td>
</tr>
<tr>
<td><strong>% International Students</strong></td>
<td><strong>43%</strong></td>
<td><strong>19%</strong></td>
</tr>
<tr>
<td><strong>% Female</strong></td>
<td><strong>48%</strong></td>
<td><strong>33%</strong></td>
</tr>
</tbody>
</table>

### Undergrad Majors

<table>
<thead>
<tr>
<th>Undergrad Majors</th>
<th>Full-Time MBA</th>
<th>Evening MBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>19%</td>
<td>35%</td>
</tr>
<tr>
<td>Economics</td>
<td>5%</td>
<td>15%</td>
</tr>
<tr>
<td>Engineering</td>
<td>19%</td>
<td>21%</td>
</tr>
<tr>
<td>Humanities</td>
<td>29%</td>
<td>4%</td>
</tr>
<tr>
<td>Science</td>
<td>10%</td>
<td>8%</td>
</tr>
<tr>
<td>Social Science</td>
<td>14%</td>
<td>13%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
<td>4%</td>
</tr>
</tbody>
</table>

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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, Matuse

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?

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
“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

Intersession 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

Intersession 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.

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

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.
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.
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.

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.

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.

Your World-Wide SBA Alumni Network

7,400+
SBA Group Members on LinkedIn

17,000+
SBA Alumni Network

www.sandiego.edu/mba
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.