



SAN DIEGO MBA





THE SCHOOL OF BUSINESS ADMINISTRATION is committed to developing socially responsible leaders and improving global business practice through innovative, personalized education and applied research.

The San Diego MBA is among the world's leading programs in preparing socially responsible MBAs, according to the Aspen Institute's *Beyond Grey Pinstripes*, ranking higher than any other school in Southern California.

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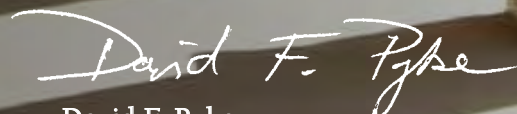
WWW.SANDIEGO.EDU/MBA

The San Diego MBA provides students with the professional training and practical experience necessary to become successful business leaders in today's dynamic marketplace. Our mission is to educate leaders of the highest caliber and integrity, and to prepare them to succeed in a diverse, globally integrated world. The distinguishing features of the San Diego MBA include:

- Broad-based, interactive curriculum focused on developing socially responsible and globally-minded leaders
- Real-world experiences learned through case studies, executive guest speakers and consulting projects at leading organizations in San Diego and beyond
- International short- and long-term study abroad opportunities available around the world
- Relevant, responsible and rigorous business education that is flexible to fit every lifestyle
- Small class sizes that allow for personal attention, strategic thinking and collaborative teamwork

We create dynamic and interactive learning experiences with our award-winning faculty, exciting international opportunities, and innovative and varied links to the corporate community. San Diego MBA students have access to an active and engaged alumni network, and enjoy all of the benefits of belonging to a collegial and culturally diverse campus community.

I invite you to learn more about the San Diego MBA program, and to visit our beautiful campus to see how we live our values and educate the next generation of leaders.



David F. Pyke
Dean



DAVID PYKE began his tenure as dean of the School of Business Administration at the University of San Diego in 2008, after previously serving as associate dean at Dartmouth's Tuck School of Business. At Dartmouth, he oversaw Tuck's top-ranked MBA program, and was the Benjamin Ames Kimball Professor of the Science of Administration. Dean Pyke's research interests include manufacturing strategy, supply chain management, inventory management, production planning and control, reverse logistics, e-commerce and manufacturing in China. He holds a PhD from the Wharton School of the University of Pennsylvania.

USD DUAL DEGREE PROGRAMS

Earn an MBA or IMBA along with the following:

- Juris Doctor (JD)
- MS in Nursing (MSN)
- MS in Real Estate (MSRE)
- MA in International Relations (MAIR)

WHO WE ARE

Located just minutes from beaches, deserts and the international border of Mexico, USD is a Roman Catholic institution idyllically situated in a vibrant and culturally diverse community. The School of Business Administration is accredited by the Association to Advance Collegiate Schools of Business (AACSB)

International.

In addition to the Aspen

Institute's *Beyond*

Grey Pinstripes ranking, the San Diego MBA is ranked 26th in the nation by *BusinessWeek* for part-time programs. It also received an A+ for teaching quality, an A for caliber of classmates, an A for curriculum and ranked 22nd for student satisfaction and 25th for academic quality.



SAN DIEGO MBA AT A GLANCE

FULL-TIME MBA —a two-year, cohort-based program that is committed to developing socially responsible leaders.

INTERNATIONAL MBA —a two-year, cohort-based, full-time program that prepares students to work in the global marketplace and within the global economy.

EVENING MBA FOR WORKING PROFESSIONALS —a program that can be completed at a flexible pace (two to three years) to meet the needs of working professionals.

CURRICULUM

The San Diego MBA curriculum is structured with core management courses, socially responsible leadership development courses, electives and practical enrichment programming. Emphasis is placed on established best practices of business, as well as applied research and hands-on experiences aimed at expanding the knowledge base and career options of the program's graduates. Faculty utilize a number of teaching methods, including case studies, lectures and group projects.



AREAS OF ELECTIVE EMPHASIS

Students can take a wide range of graduate-level elective courses, including elective courses from USD's highly regarded schools of law, leadership and education sciences, arts and sciences, nursing and health sciences, and peace studies. Students can specialize in a particular area by focusing their electives around one of eight areas of emphasis:

- Corporate Social Responsibility and Sustainable Enterprises
- Finance
- International Business
- Management
- Marketing
- New Venture Management
- Real Estate
- Supply Chain Management

INTERNATIONAL DUAL DEGREE PROGRAMS

MBA students may enroll in a dual degree program in which they take 30 units of coursework at USD and complete their remaining requirements at one of our partnering institutions to complete two master's degrees in two years. Partnering institutions include:

- Tecnológico de Monterrey (Tec) (includes several campuses in Mexico)
- WHU Otto Beisheim School of Management, Vallendar, Germany



MANZUR RAHMAN is a professor of finance and director of MBA programs. He has published in the areas of multinational financial policy, corporate finance and foreign direct investments, and his current research interests are in the areas of corporate governance, regional economic integration and multinational strategy. Professor Rahman has bachelor's degrees in electrical engineering and economics from Lafayette College, a JD from the University of San Diego and a doctorate in finance and international business from the University of South Carolina.

"MBA PROGRAMS MUST DO MORE THAN SIMPLY TEACH BUSINESS THEORY FROM A TEXTBOOK. AT USD, WE OFFER SMALL CLASSES TAUGHT BY FACULTY WHO ARE COMMITTED TO HELPING EACH STUDENT UNDERSTAND THE PRACTICAL APPLICATION OF THE COURSE MATERIAL. WE TAKE PRIDE IN DEVELOPING LEADERS WHO MEASURE THEIR SUCCESS BY THE POSITIVE IMPACT THEY HAVE ON THE PEOPLE AND THE WORLD THAT SURROUNDS THEM."

MANZUR RAHMAN, PhD
DIRECTOR, MBA PROGRAMS



“THE SAN DIEGO MBA PROGRAM DEVELOPS 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 ENGAGED IN SOLVING SOCIAL AND ENVIRONMENTAL PROBLEMS THROUGH MARKET MECHANISMS.”

PATRICIA MÁRQUEZ, PhD

SOCIALLY RESPONSIBLE AND GLOBALLY-MINDED LEADERS

PATRICIA MÁRQUEZ is an associate professor of management at USD and faculty director of the Center for Peace and Commerce. A former dean of Instituto de Estudios Superiores de Administracion (IESA) in Caracas, Venezuela, she is also a Cisneros Visiting Scholar at the David Rockefeller Center for Latin American Studies and a visiting professor at Harvard Business School. Her teaching and research interests are in the area of corporate social responsibility, social enterprise, and organizational behavior and leadership. Professor Márquez received her BA in mathematics from Bowdoin College and her MA and PhD in socio-cultural anthropology from the University of California, Berkeley.



“I DISCOVERED THAT RESPONSIBLE ENTERPRISE IS MORE THAN JUST GOOD PR, IT IS GOOD BUSINESS. MY EDUCATION HELPED ME REALIZE I COULD USE MY SKILLS AND EXPERIENCE IN THE PRIVATE SECTOR TO CONTRIBUTE POSITIVELY TO SOCIETY. THIS DISCOVERY IS WHAT MOTIVATED ME TO PURSUE A FELLOWSHIP WITH THE HITACHI FOUNDATION.”

EMMA LEGGAT, IMBA '09
MITA BUSINESS IN SOCIETY FELLOW, THE HITACHI FOUNDATION

SAN DIEGO FULL-TIME MBA

FULL-TIME MBA SAMPLE CURRICULUM

COURSE COLOR KEY:

- Program Requirements
- Socially Responsible Leadership Development
- Management Core
- Integration and Application of Business Techniques
- Electives

PRE-PROGRAM PREPARATION

- Orientation
- MBTI Assessment
- CareerLeader™ Assessment
- Accounting Refresher

FALL YEAR 1

- Ethical Leadership and Organizational Behavior
- Statistics for Managers
- Business Economics
- Marketing for Managers
- Financial Management and Analysis
- Financial Accounting and Statement Analysis

SPRING YEAR 1

- Community Service Activity
- Peace Through Commerce
- Operations and the Global Supply Chain
- Managerial Economics and Decision-Making
- Managerial Accounting
- Negotiations

SUMMER

- Internship

FALL YEAR 2

- Community Service Activity
- Legal and Social Environment of Global Business
- Corporate Governance and Values
- Business Consulting Project
- Elective Courses

INTERSESSION YEAR 2

- International Practicum (optional, elective credit)

SPRING YEAR 2

- Strategic Management
- Elective Courses

PROGRAM OVERVIEW

The Full-time Master of Business Administration (MBA) program offers a broad-based, interactive curriculum focused on developing socially responsible leaders who make thoughtful decisions that impact their organization and the world at large. The program integrates management core courses, socially responsible leadership development courses, areas of elective emphasis and practical enrichment into a rigorous and relevant two-year program.

COHORT-BASED LEARNING

During the first semester, all full-time MBA students are enrolled in required coursework. This cohort-based approach allows students to develop lasting professional and personal relationships, as well as draw on each other's strengths and improve interpersonal communication. In the semesters that follow, students remain in their cohort for required courses, and are also afforded the opportunity to take elective courses in the evening with part-time and international MBA students. This allows students to broaden the scope of their personal network and provides ample time for internships with local employers during regular business hours.

BUSINESS CONSULTING PROJECT

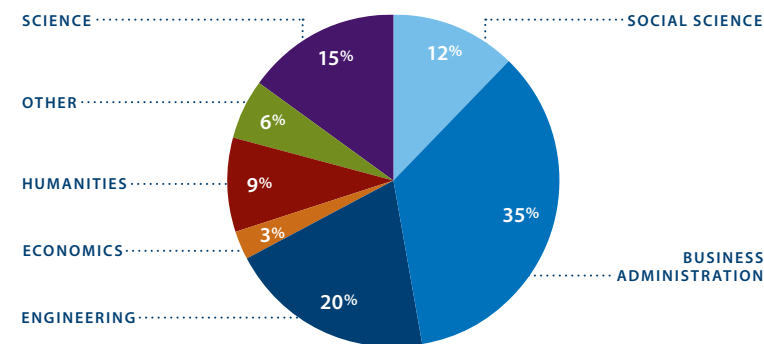
In the second year, MBA students are required to complete a consulting project with an established business in San Diego. The consulting project requires students to apply their creativity and analytical tools learned through coursework to provide consulting solutions for their client firms. Companies from recent projects include:

- General Dynamics/NASSCO (NYSE: GD)
- Gen-Probe Incorporated (NASDAQ: GPRO)
- San Diego Gas & Electric
- The San Diego Union-Tribune
- Sempra Energy
- WD-40 Company (NASDAQ: WDFC)

2010 FULL-TIME MBA ENTERING CLASS

Cohort Size: **34**
 Mean Age at Enrollment: **27**
 Mean Work Experience: **4 YEARS**
 Female: **35%**
 International Students: **26%**
 Mean GMAT Score: **658** (MIDDLE 80%: 610-698)
 Mean GPA: **3.2** (MIDDLE 80%: 2.8-3.7)

UNDERGRADUATE MAJORS OF 2010 ENTERING CLASS



"THE ONE THING THEY DON'T TALK ABOUT ENOUGH — AND THE THING THAT IS SO GREAT ABOUT THIS SCHOOL AND THIS MBA PROGRAM — IS THAT I CAN WALK INTO A PROFESSOR'S OR ADMINISTRATOR'S OFFICE SIT DOWN AND TALK ANY TIME I NEED TO. PEOPLE HAVE SUCH AN AMAZING OPEN-DOOR POLICY AND REALLY GO OUT OF THEIR WAY TO HELP YOU SUCCEED."

BRIAN KATZ is no stranger to changing careers. As an undergrad, he dropped out of jazz school and, at the age of 19, walked into a bar on the south side of Chicago where his idol, Carlos Johnson, invited him on stage for a jam session. That was a turning point in his life that led to nearly a decade of touring the East Coast and playing back-up guitar in blues joints all over Chicago. He did a stint as a busboy, waiter and self-proclaimed surf bum. But after reading an autobiography of Warren Buffet, he devoured textbooks on finance, taught himself how to read financial 10-K reports and decided to pursue his MBA at the University of San Diego. Today, at 33, he's near the top of his class, is working on a research project with his professors and will start an internship with Cisco, where he'll be part of the global supply chain management team.

"The next three months will be another defining point in my life."



"EDUCATION HAS THE POWER TO CHANGE THE TRAJECTORY OF PEOPLE'S LIVES. IT CAN INSPIRE YOU AND GIVE YOU THE TOOLS AND THE TRAINING TO BE WHATEVER YOU WANT TO BE."

LAURA HARICH had a business running educational chess programs for four years before realizing she needed to earn an MBA. "I lacked the basics and couldn't figure out what to do with the numbers," Harich says. "The MBA program was a crash course in everything I never knew I absolutely needed to know to run a business. It gave me the fundamentals, the hard skills — finance, accounting and economics."

Harich took advantage of study abroad opportunities in Argentina, Brazil, Spain and Morocco. She also landed an internship with HP, managing the marketing strategy for their calculator line.

"I've had a taste of everything — starting a business, working for a big corporation and being part of a small company," says Harich. "I haven't yet decided what I want to do when I graduate, but I'm confident I'll have the skills and network to achieve the goals I set for myself."

"STUDENTS IN THE SAN DIEGO MBA PROGRAM NOT ONLY LEARN THE THEORIES AND LANGUAGE OF BUSINESS, THEY ARE CHALLENGED TO DEVELOP THEIR OWN INNOVATIVE APPROACHES TO SOLVING COMPLEX BUSINESS PROBLEMS. WE ENGAGE THEM WITH LOCAL THOUGHT LEADERS AND ENTREPRENEURS COMMITTED TO SHARING THEIR INSIGHTS AND MENTORING FUTURE MANAGERS AND VENTURE FOUNDERS."

HELDER SEBASTIAO, PhD

REAL-WORLD EXPERIENCES



HELDER SEBASTIAO is an assistant professor of management at USD. Professor Sebastiao's research examines the role of market driving in entrepreneurship, innovation and new product development. He is particularly interested in how entrepreneurs influence new or emerging markets. His primary teaching interests are entrepreneurship, innovation and strategy. Professor Sebastiao's experiences in entrepreneurship, economic development, marketing and electrical engineering have influenced both his research interests and approach to teaching. He has a BS in Electrical Engineering from Northeastern University and an MBA from San Francisco State University. Professor Sebastiao taught courses in marketing, entrepreneurship and management at several colleges and universities in northern California before earning his PhD at the University of Oregon.



"USD HAS BEEN INSTRUMENTAL IN HELPING ME REFINE MY BUSINESS PLAN AND MOVE MY BUSINESS FORWARD. FROM THE KNOWLEDGE I'VE GAINED IN THE CLASSROOM, TO THE CONNECTIONS I MADE AS A FINALIST AT VENTURE CHALLENGE, THE USD MBA WILL BE PIVOTAL TO THE SUCCESS OF MY CAREER IN ENTREPRENEURSHIP."

JAYLA SICILIANO, MBA '12

SAN DIEGO INTERNATIONAL MBA

IMBA SAMPLE CURRICULUM

COURSE COLOR KEY:

- Program Requirements
- International Leadership Development
- International Management Core
- International Practical Enrichment
- Electives

PRE-PROGRAM PREPARATION

- Orientation
- Statistics Skills Course (on-line)
- MBTI Assessment
- CareerLeader™ Assessment
- Accounting Refresher

FALL YEAR 1

- Leading Multicultural Teams and Organizations
- Peace Through Commerce
- Business Economics
- Marketing for International Managers
- Financial Accounting and Statement Analysis
- Financial Management and Analysis
- Managerial Accounting

INTERSESSION YEAR 1

- International Practicum (abroad)

SPRING YEAR 1

- Community Service Activity
- Legal and Social Environment of Global Business
- International Comparative Management
- Operations and the Global Supply Chain
- Elective Course

SUMMER

- Internship
- Intensive Elective Abroad (optional)

FALL YEAR 2

- Community Service Activity
- Corporate Governance and Values
- International Strategic Management
- Elective Courses

INTERSESSION YEAR 2

- Complete Language Requirement
- Intensive Elective Abroad (optional)

SPRING YEAR 2

- International Financial Management
- Elective Courses

PROGRAM OVERVIEW

The International Master of Business Administration (IMBA) program is designed for individuals interested in leadership roles in international businesses and organizations. This program develops managers and leaders with a global orientation and the skills to succeed in the international marketplace. Global issues are woven throughout the curriculum and are examined from various perspectives in every course. Fundamental business courses, such as marketing, finance and accounting, all have an international focus.

The IMBA students complete intensive study together as a cohort during the first semester, then blend with full-time and evening MBA students for electives and select other courses. Program flexibility allows students to participate in short-term courses abroad, semesters abroad, international internships or international dual-degree programs.

INTERNATIONAL ENRICHMENT BEYOND THE CLASSROOM

Students are challenged to apply business knowledge in the context of practical international experiences. This begins with the very first course of the IMBA program, which is taught south of the border. Students have a unique opportunity to select the countries where they participate in study abroad programs, consulting practicums and international internships, thereby building the international education they desire.

INTERNATIONAL CONSULTING PRACTICUM

Another distinctive feature of the IMBA program is the requirement for an international consulting practicum. During the January Intersession, students collaborate to address current and significant business problems for a firm in a foreign country. Program participants are offered a choice of three or four locations annually. Recent companies and organizations include:

Walmart (Argentina), GlaxoSmithKline (Brazil), L'Oréal (Brazil), 3G Data Services (China), EcoWatch (India), Telefónica del Per SA (Peru), Mazda City (Thailand), Cybercellar (Pty.) Ltd. (South Africa), and Children's Malaria Hospital (Uganda)

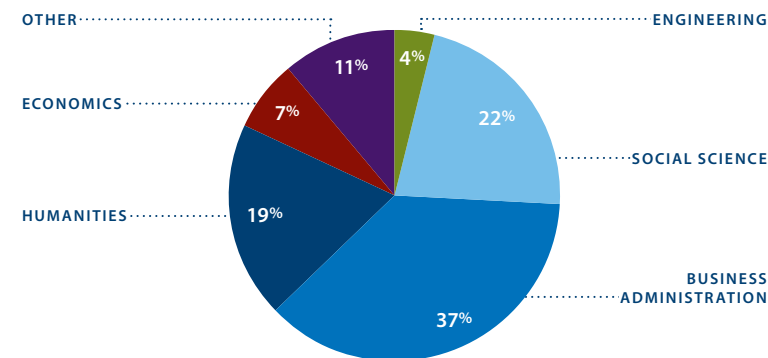
LANGUAGE REQUIREMENT

All graduates of the IMBA program are required to be conversationally fluent at an intermediate level in a second language at the time of graduation. Opportunities for improving language skills are provided and students are encouraged to participate in short-term study abroad courses.

2010 IMBA ENTERING CLASS

Cohort Size: **27**
 Mean Age at Enrollment: **28**
 Mean Work Experience: **4 YEARS**
 Female: **48%**
 International Students: **41%**
 Mean GMAT Score: **613** (MIDDLE 80%: 560-665)
 Mean GPA: **3.3** (MIDDLE 80%: 2.6-3.7)

UNDERGRADUATE MAJORS OF 2010 ENTERING CLASS



"I MOVED TO SAN DIEGO IN AUGUST. IT WAS A STRANGE CITY, I KNEW NO ONE. I STARTED MY INTERNSHIP IN NOVEMBER. THE MBA HAS OFFERED SO MANY NETWORKING OPPORTUNITIES AND I APPRECIATE THAT PEOPLE COME INTO THE PROGRAM WITH ALL KINDS OF BACKGROUNDS IN HR, MARKETING, FINANCE, OPERATIONS."

SHIZUKO "JING" IMAMURA is a globe trotter. Born in China, she grew up in Japan and has worked or visited many countries around the world. She worked as a human resources consultant helping international companies manage employees from abroad. She assisted European companies based in Japan and Japanese companies based in China with organizational structures, job descriptions and evaluation procedures. She taught management teams about the working styles of their staffs and offered cultural insight to motivate their employees.

While earning her MBA, Imamura interned with Search Optics, a firm specializing in custom Web sites, search engine optimization, e-mail marketing, reporting and analytics. She revamped marketing and sales materials and was offered a position as a Pay Per Click Campaign Strategist.



"THERE ARE MANY GOOD COURSES IN USD'S PROGRAM, BUT THE INTERNATIONAL PRACTICUM IS THE CLOSEST TO REAL LIFE. IT GIVES YOU EVERYTHING YOU NEED AND I LEARNED SO MUCH THROUGH THIS EXPERIENCE."

TOMMY NORDGAARD believes his international practicum, which culminated with a one-week trip to China, gave him the valuable real-world business experience that you just can't get by reading a book or sitting in a classroom.

His charge was to improve the efficiency and cost benefits of a division within a Chinese company jointly owned by a German corporation and the Chinese government. Nordgaard and his fellow consultants traveled to China where they offered several solutions. Feedback was positive and the division was grateful for their work.

"What we took from this experience were the tools and framework for solving problems in a real-life work environment," says Nordgaard, who is taking the accelerated 13-month International MBA program. "You learn how to identify a problem, come up with a hypothesis and build solutions for how to fix the problem."



MBA STUDENTS AND USD
FACULTY EXPLORE GLOBAL
BUSINESS PRACTICES
THROUGH STUDY ABROAD
OPPORTUNITIES. THE WORLD
IS USD'S MBA CLASSROOM.

INTERNATIONAL OPPORTUNITIES

GLOBAL BUSINESS OPPORTUNITIES

Located on the border of Mexico and the Pacific Rim, San Diego is at the epicenter of burgeoning industries such as biotechnology, software development and telecommunications. Reflecting this dynamic, the MBA program integrates global business theory and practice throughout the curriculum. Students may study abroad, participate in an international practicum or take part in an international dual degree program.

SEMESTER EXCHANGE PROGRAMS

Students are welcome to spend a semester or more abroad with our exchange partners in Asia, Africa, Europe and Latin America.

SHORT-TERM STUDY ABROAD OPPORTUNITIES

Students 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.

INTERNATIONAL PRACTICUM AND INTERNSHIPS

Students have the opportunity to apply international business concepts in real-world situations abroad through an international consulting project or internship.

SAN DIEGO EVENING MBA

PROGRAM OVERVIEW

The University of San Diego Evening MBA program for working professionals offers a broad-based, interactive curriculum focused on developing socially responsible leaders who make pivotal business decisions that impact their organization and the world at large. Similar to the curriculum of the Full-time MBA program, the Evening MBA program is comprised of management core courses, socially responsible leadership development courses and a variety of elective options.

FLEXIBLE CLASS SCHEDULING

The Evening MBA program is designed for working professionals, with evening and weekend classes offered to accommodate individual schedules. The program offers year-round classes, allowing for degree completion in two to three years. Most students who are working full time attend class two nights per week. Classes start after 5:30 p.m. during the week and each semester a few classes are offered in an executive-style weekend format to give students the opportunity to accelerate or progress through their program at their own pace.



STUDENT NETWORKING

Entering evening MBA students are asked to take a minimum of six units their first semester so that they have an opportunity to develop lasting professional and personal relationships with their classmates. Students from all three San Diego MBA programs take their electives together, affording them the opportunity to expand their network.

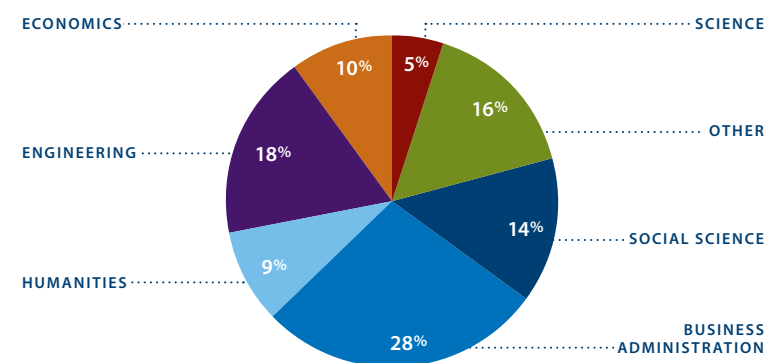
SHORT-TERM INTERNATIONAL OPPORTUNITIES

Evening MBA students may participate in short-term study abroad courses and international practicums that are specifically designed to work well with the schedules of busy, working professionals.

2010 EVENING MBA ENTERING CLASS:

Mean Age at Enrollment: **28**
 Mean Work Experience: **5.2 YEARS**
 Female: **33%**
 Mean GMAT Score: **610** (MIDDLE 80%: 544-696)
 Mean GPA: **3.2** (MIDDLE 80%: 2.7-3.8)

UNDERGRADUATE MAJORS OF 2010 ENTERING CLASS



EVENING MBA SAMPLE CURRICULUM

COURSE COLOR KEY:

- Program Requirements
- Socially Responsible Leadership Development
- Management Core
- Integration and Application of Business Techniques
- Electives

PRE-PROGRAM PREPARATION

- Orientation
- MBTI Assessment

FALL YEAR 1

- Ethical Leadership and Organizational Behavior
- Financial Accounting and Statement Analysis

INTERSESSION YEAR 1

- Community Service Activity
- Statistics for Managers

SPRING YEAR 1

- Marketing for Managers
- Business Economics
- Managerial Accounting

SUMMER YEAR 1

- Financial Management and Analysis
- Community Service Activity
- Elective Course (on campus or intensive abroad)

FALL YEAR 2

- Corporate Governance
- Elective Course

INTERSESSION YEAR

- Negotiations (on campus or abroad)

SPRING YEAR 2

- Peace Through Commerce
- Operations and the Global Supply Chain

SUMMER YEAR 2

- Managerial Economics and Decision-Making
- Elective Course (on campus or intensive abroad)

FALL YEAR 3

- Strategic Management
- Elective

SPRING YEAR 3

- Legal and Social Environment of Global Business
- Elective



"AS AN MBA CANDIDATE AND FULL-TIME WORKING PROFESSIONAL, TIME MANAGEMENT IS ESSENTIAL. IF I KNOW I'M GOING TO HAVE A BUSY WEEK AT WORK, I'LL DO MY SCHOOL PROJECTS WELL IN ADVANCE. THE FLEXIBILITY OF THE USD PROGRAM HAS BEEN GREAT."

ZABRINA JOHAL entered the Navy as an officer where she trained as a nuclear engineer and ran the nuclear reactor on the USS Carl Vinson. She was also one of only three women to deploy on a guided missile destroyer to the Persian Gulf in 2002.

She then joined General Atomics where she was the project engineer in nuclear fusion for the National Ignition Facility and eventually aligned business opportunities and partnerships to successfully bid and complete projects. However, after joining the MBA program in 2008, Johal learned the skills she needed to take her career in a new direction.

"I had never received formal training in business management," Johal says. "One of the first things I realized was how knowledge in economics and financing can render a broader picture of what's going on around me. I have moved into financial modeling and forecasting for my business unit and experienced tremendous growth opportunities in the process."



"EARNING AN MBA HAS ALWAYS BEEN A PERSONAL GOAL. OVER TIME, AN MBA WILL HELP OPEN DOORS TO HIGHER MANAGEMENT POSITIONS. EVENTUALLY, TO GET INTO SENIOR MANAGEMENT, PARTICULARLY IN PUBLICLY HELD COMPANIES, AN MBA IS A MUST. I DID THIS FOR PERSONAL FULFILLMENT, FOR PROFESSIONAL ADVANCEMENT AND BECAUSE SO MUCH CHANGES IN BUSINESS FROM ONE YEAR TO THE NEXT. BEING IN A PROGRAM WHERE I'M LEARNING THE LATEST AND GREATEST, AND CAN START APPLYING WHAT I'M LEARNING RIGHT AWAY, IS AN IMMEDIATE BENEFIT THAT I CAN'T EMPHASIZE ENOUGH."

MIKE FARLEY leads a busy life. He's a vice president at Rialto Capital Management, a real estate investment management company. He's a husband and a father of two boys. Now he's also a student in the Part-time MBA program. How does he juggle it all? Two words: time management. He goes to work earlier when necessary, stays later if he needs to, consolidates classes to two nights a week, joins study groups a third night, stays on track by reading in the evenings and dedicates a chunk of time on Sunday to class projects.

"It comes down to being on a system and breaking my day into manageable chunks," Farley says. "I plan in advance and talk things over with friends and family. It's definitely a balance, but I stay on top of things and chip away at big projects so I don't get stuck. It's a commitment, but nothing in life that's worthwhile comes without hard work."

"I HAD AN AMAZING EXPERIENCE AND I'M STILL VERY TIED TO USD. I LIKE WATCHING THE USD NETWORK GROW STRONGER AND SEEING ALUMNI CONTRIBUTE FINANCIALLY OR COME BACK TO WORK WITH STUDENTS OR HIRE GRADUATES. THE CALIBER OF THE STUDENTS FACULTY AND ADMINISTRATION, COUPLED WITH ITS CURRENT RANKINGS IS AMAZING AND AS THOSE THINGS CONTINUE TO CLIMB, IT MAKES OUR DEGREE MORE VALUABLE, WHICH IS FANTASTIC."

EMILIE HERSH, MBA '00
CEO
INTERKNOWLOGY



EMILIE HERSH was vice president of sales and marketing and then became chief operating officer before taking the helm in February as chief executive officer of InterKnowlogy, a custom software design firm that leverages current and emerging technologies.

Hersh, who graduated from the Evening MBA program in 2000, says because she and her classmates came to the table with anywhere from five to 15 years experience they were able to blend what was being taught in the textbooks with how things work in real life.

At USD, Hersh was part of the inaugural Thanksgiving House project, a project management course in which students renovate a house to learn both real-life skills and the value of social responsibility.

"It was amazing to take all the work we did to plan this renovation and, in two short weekends, transform someone's house," Hersh said.

The importance of social responsibility stuck with Hersh, who started at InterKnowlogy not long after Hurricane Katrina hit. She helped launch Operation Baby Buggy and, through her network of people at USD and elsewhere, found a truck and a driver and filled a 52-foot trailer with baby clothes and children's items to send to a rural area in southern Mississippi that was devastated by the hurricane.

"Having social responsibility as a core component of the program is so important," Hersh said. "Metrics and revenue numbers and other business aspects are important as well, but marrying the two is something I hope the program never loses."

RELEVANT, RESPONSIBLE AND RIGOROUS BUSINESS EDUCATION

MBA CAREER SERVICES

REPRESENTATIVE ORGANIZATIONS THAT HAVE RECENTLY HIRED SAN DIEGO MBA GRADUATES:

- Active Network, Inc.
- Altegris Investments, Inc.
- BAE Systems, Inc.
- Bainbridge Capital
- Barney & Barney, LLC.
- Booz Allen Hamilton
- Brandes Investment Partners
- California Center for Sustainable Energy
- Callaway Golf Company
- CB Richard Ellis Group, Inc.
- Cisco Systems, Inc.
- Citibank, N.A.
- Cubic Corporation
- Cushman & Wakefield, Inc.
- Cymer, Inc.
- DriveCam, Inc.
- Ernst & Young
- Frito-Lay North America, Inc.
- General Atomics
- Gen-Probe Incorporated
- Global Business Union
- Goodrich Corporation
- Grubb & Ellis Company
- Hewlett-Packard Company
- IBM Corporation
- Illumina, Inc.
- InterKnowledge
- Interwest Capital Corporation
- Intuit, Inc.
- Johnson & Johnson
- KPMG, LLC
- Life Technologies, Inc.
- Lockheed Martin Corporation
- Merrill Lynch & Co., Inc.
- Microsoft Corporation
- Mitsubishi Motors North America, Inc.
- Morgan Stanley
- Motorola, Inc.
- NASA
- Nicholas-Applegate Capital Management LLC.
- Nike, Inc.
- Nordstrom, Inc.
- Northrop Grumman Corporation
- Paramount Pictures International
- PepsiCo, Inc.
- PETCO Animal Supplies, Inc.
- PricewaterhouseCoopers
- Qualcomm, Incorporated
- Raytheon Company
- REC Solar
- SAIC, Inc.
- Sempra Energy
- SPAWAR
- Solar Turbines
- Sony Corporation
- Sustainability Matters
- The Clorox Company
- The Hitachi Foundation
- Viasat, Inc.
- Vistage International

OFFICE OF MBA CAREER SERVICES

MBA Career Services provides personalized career coaching and the resources and tools necessary for students to promote themselves in a competitive market. Career services offers a full-service, comprehensive approach to career development.

RESOURCES FOR STUDENTS

MBA Career Services provides a host of resources, including: an assessment tool measuring the student's interests, abilities and motivating factors in work; online job searching resources; comprehensive company research and career-related information to assist in making better career decisions; employer videos and interviewing tip videos; and an international database of jobs, internships, cultural advice and visa guidelines.

NETWORKING

The relationships that students build now will be critical to their success in the future. In addition to speed-networking at orientation, networking breakfasts, mixers and outings with industry mentor groups, students can take advantage of a wealth of networking opportunities around San Diego.

CAREER FAIRS

Students participate in two broad-based career fairs as well as a number of specialized fairs focused on specific industries such as real estate and supply chain.

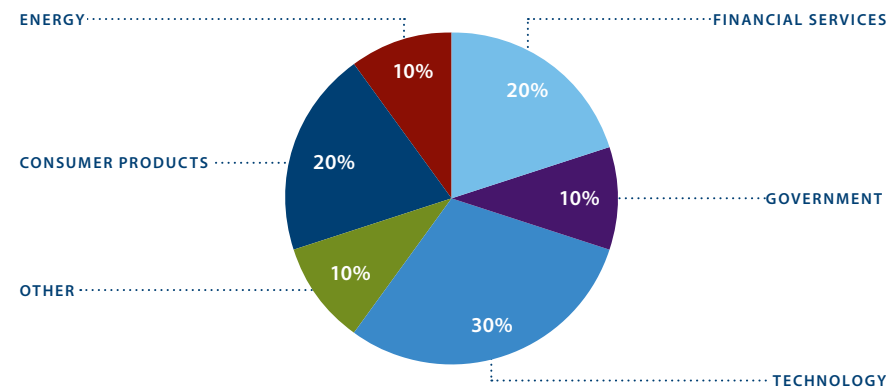
STRATEGIC PARTNERSHIPS

MBA Career Services customizes a plan with each student to pursue key contacts within targeted industries.

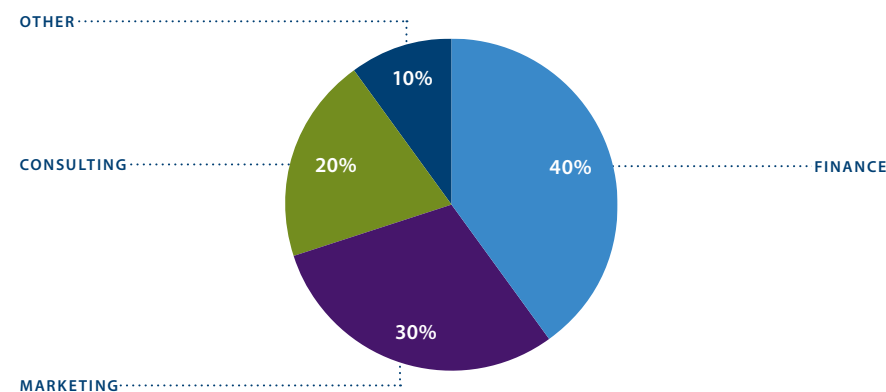
MENTOR PROGRAM

Mentorship is an important component of the personalized service offered at USD. Students who desire a mentor are matched with executives or high-ranking individuals in their field of interest. MBA Career Services finds mentors in a wide range of industries and job functions to meet the unique career needs of each MBA student. Many graduates remain in contact with their mentors after graduation.

EMPLOYMENT BY INDUSTRY [FULL-TIME MBA]



EMPLOYMENT BY FUNCTION [FULL-TIME MBA]



EXECUTIVE SPEAKER SERIES

Throughout each term, a number of executives come to campus to meet with San Diego MBA students. Speakers include:

- Dick DiCerchio
Senior Executive Vice President/
Chief Operating Officer
Costco Wholesale
- Christopher Fawcett
Vice President
Home Audio and Video Group
Sony
- Renata Kuchembuck
Senior Manager
A.T. Kearney
- Jim Lebs
Division Vice President, Supply
Chain Systems
Jack in the Box, Inc.
- Rob MacKay, BBA '08
Vice President and General
Auditor
PepsiCo, Inc.
- Matthew Paull
Chief Financial Officer and
Senior Executive Vice President
McDonald's Corporation
- Joel Stern
Managing Partner
Stern Stewart & Co.
- Rob Wilder
Chief Executive Officer and
Founder
WilderHill Clean Energy Index
- Philipp Zimmermann
Principal
Capgemini U.S. LLC

INDUSTRY EXPERTS PANEL SERIES

Moderated panel discussions allow business leaders to talk with San Diego MBA students about timely issues in their respective fields. After these informative discussions, students have the opportunity to interact with the professionals in a post-panel networking session. Recent panelists include:

- CORPORATE SOCIAL RESPONSIBILITY**
Gail Welch
Senior Manager, Sustainability
Qualcomm Real Estate & Finance
- FINANCE**
Robert Hemker
Chief Financial Officer
Palomar Pomerado Health
- INTERNATIONAL BUSINESS**
Thomas Yang
Senior Vice President,
International
Callaway Golf
- MANAGEMENT CONSULTING**
Ruben Cabrera
Senior Associate
Booz Allen Hamilton
- MARKETING AND BRAND MANAGEMENT**
Joseph Lee
Senior Director, Global Brand
Life Technologies
- SUPPLY CHAIN MANAGEMENT**
Jose Reyes
Director of Transportation
Frito Lay

"I WAS IN THE AIR FORCE AND KNEW I WANTED TO GO BACK TO SCHOOL AND GET A MASTER'S DEGREE. IN THE MILITARY, YOU GET A LOT OF TRAINING IN LEADERSHIP, BUT I DIDN'T HAVE A BACKGROUND IN BUSINESS AND I KNEW I WOULD NEED THAT TO GO INTO THE FOR-PROFIT WORLD. THE MBA PROGRAM GAVE ME THAT EXPERIENCE. THE MENTOR PROGRAM HELPED ME GET A JOB AND, IN MARCH, I STARTED WORKING FULL TIME FOR GENERAL ATOMICS AERONAUTICAL SYSTEMS INC. I WORK ON THE ARMY SIDE AS A PROJECT CONTROL ANALYST. IT WAS GREAT TO FIND SOMETHING RELATED TO THE MILITARY. IT'S A GOOD FOOT IN THE DOOR AND I'LL SEE WHERE I WANT TO GO FROM THERE."

KATHERINE KARRAT, MBA '10



STUDENT LIFE

OUTSIDE THE CLASSROOM

San Diego MBA students continue to learn and network outside the classroom. From the beginning, program orientations, class excursions and a graduate business harbor cruise provide opportunities for students to connect on a more personal level. Small class sizes and the cohort-based format afford students a unique opportunity to forge strong, life-long relationships. Student interactions quickly expand beyond the classroom to student organizations, university events, networking mixers and social recreation.

STUDENT ORGANIZATIONS

Student clubs and organizations are continually evolving and developing new activities. There are socially responsible organizations, organizations for specific areas of interest, and organizations that incorporate social activities. Organizations coordinate guest speakers, community service projects, newsletters, business competitions, sporting activities and happy hours for MBA students and alumni.

THE CITY OF SAN DIEGO

California's second largest city and the ninth largest in the United States, San Diego boasts 70 miles of stunning beaches, an array of world-class attractions and a diversity of geography that mirrors its population. The mild climate, unique cultural heritage and unsurpassed recreational resources make San Diego an ideal place to live, work and learn. It's no wonder that San Diego is commonly referred to as "America's Finest City."



"I WAS THE ONLY PHYSICIAN IN MY COHORT. I HAD BEEN A DEPARTMENT CHAIR AND IN LEADERSHIP POSITIONS IN MEDICINE, BUT DECIDED TO GET MY MBA BECAUSE IN HEALTH CARE YOU HAVE TO UNDERSTAND THE FINANCIAL UNDERPINNINGS OF HOW THE SYSTEM WORKS. DO I USE EVERYTHING I LEARNED? NO, BUT THE FUNDAMENTAL TRAINING, EXPERIENCE AND RELATIONSHIPS I DEVELOPED AT USD HELP ME MEET THE CHALLENGES OF THE BIOTECH INDUSTRY."

ALLAN BOMBARD, MD
MBA '08

ALUMNI

ALUMNI CONNECTIONS

The School of Business Administration connects more than 13,000 alumni worldwide with current students, fellow alumni and the school through local, national and international networking events, professional development programs and distinctive opportunities for lifelong learning.

SOCIAL NETWORKING

The SBA boasts one of the largest business school LinkedIn groups. Connecting alumni and students, the SBA LinkedIn group serves as a crucial tool in providing job opportunities, business partnerships and personal connections.

HIRING MBA STUDENTS

School of Business alumni hire 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.

ADMISSIONS AND FINANCIAL ASSISTANCE

GET TO KNOW US:

- Tour our Web site
- Meet our students and sit in on a class
- E-mail a student ambassador
- Contact us to schedule a campus visit

ADMISSIONS CRITERIA:

- A four-year baccalaureate degree from a regionally accredited university or equivalent. A “B” average or higher is preferred
- 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
- A competitive Graduate Management Test (GMAT) score from a test taken within the past five years
- Professional recommendations
- English language proficiency for applicants not educated in English
- Interviews — on the request of the admissions committee

FOR MORE INFORMATION

www.sandiego.edu/MBA
E-mail: mba@sandiego.edu
Phone: (619) 260-4860

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

FINANCIAL ASSISTANCE

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

DEAN’S MERIT SCHOLARSHIPS

All San Diego 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

Applicants 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 subsidized and unsubsidized student loans.

YELLOW RIBBON PROGRAM

The University of San Diego participates in the Yellow Ribbon Program for Post 9/11 Veterans.

FULL-TIME MBA/IMBA APPLICATION DEADLINES

FALL ADMISSION ONLY

Deadline	Date	Notification By
Deadline 1	Dec. 15	Feb. 15
Deadline 2	Feb. 1	April 1
Deadline 3*	April 1	June 1

* Applications received by the third deadline (April 1) receive priority consideration for admission and scholarships. After this date, applications will be considered on a rolling, space-available basis.

EVENING MBA APPLICATION DEADLINES – ROLLING ADMISSION

FALL ADMISSION TERM STARTS IN EARLY SEPTEMBER

SPRING ADMISSION TERM STARTS IN LATE JANUARY

Priority Consideration*	April 1	Oct. 15
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* Applications submitted by April 1 (Fall) or October 15 (Spring) receive priority for admission and scholarships. After this date, applications will be considered on a rolling, space-available basis.

Note: Application deadlines are subject to change. For updated information, please go to www.sandiego.edu/MBA.





SCHOOL OF BUSINESS ADMINISTRATION
Master of Business Administration Programs
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www.sandiego.edu/mba



SBA-10-1590