

SAN DIEGO MBA

SCHOOL OF BUSINESS ADMINISTRATION

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The University of San Diego's School of Business Administration is committed to developing socially responsible business leaders with a global mindset through academically rigorous, relevant and values-based education and research.

THE SAN DIEGO MBA ADVANTAGE

At the University of San Diego, the Evening MBA, Full-time MBA and International MBA programs share an innovative curricular model created for, and tailored to today's dynamic business environment. We consulted with corporate executives and compiled leading-edge research in business education to design a curriculum that provides our students with the skills to serve current market needs and positions them for long-term career success.

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. As an Ashoka Changemaker Campus, faculty and student engagement fosters an academic culture that encourages innovation and social change. Our MBA programs equip students with the skills and mindset they need to become innovators of social enterprise and embolden them to effect positive change in the world of business, and beyond.



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WELCOME

The San Diego MBA provides students with the professional training and practical experience necessary to become successful business leaders in the global marketplace. Our mission is to educate the next generation of business leaders engaged in sustainable value creation across the world. Some distinguishing features of the San Diego MBA include:

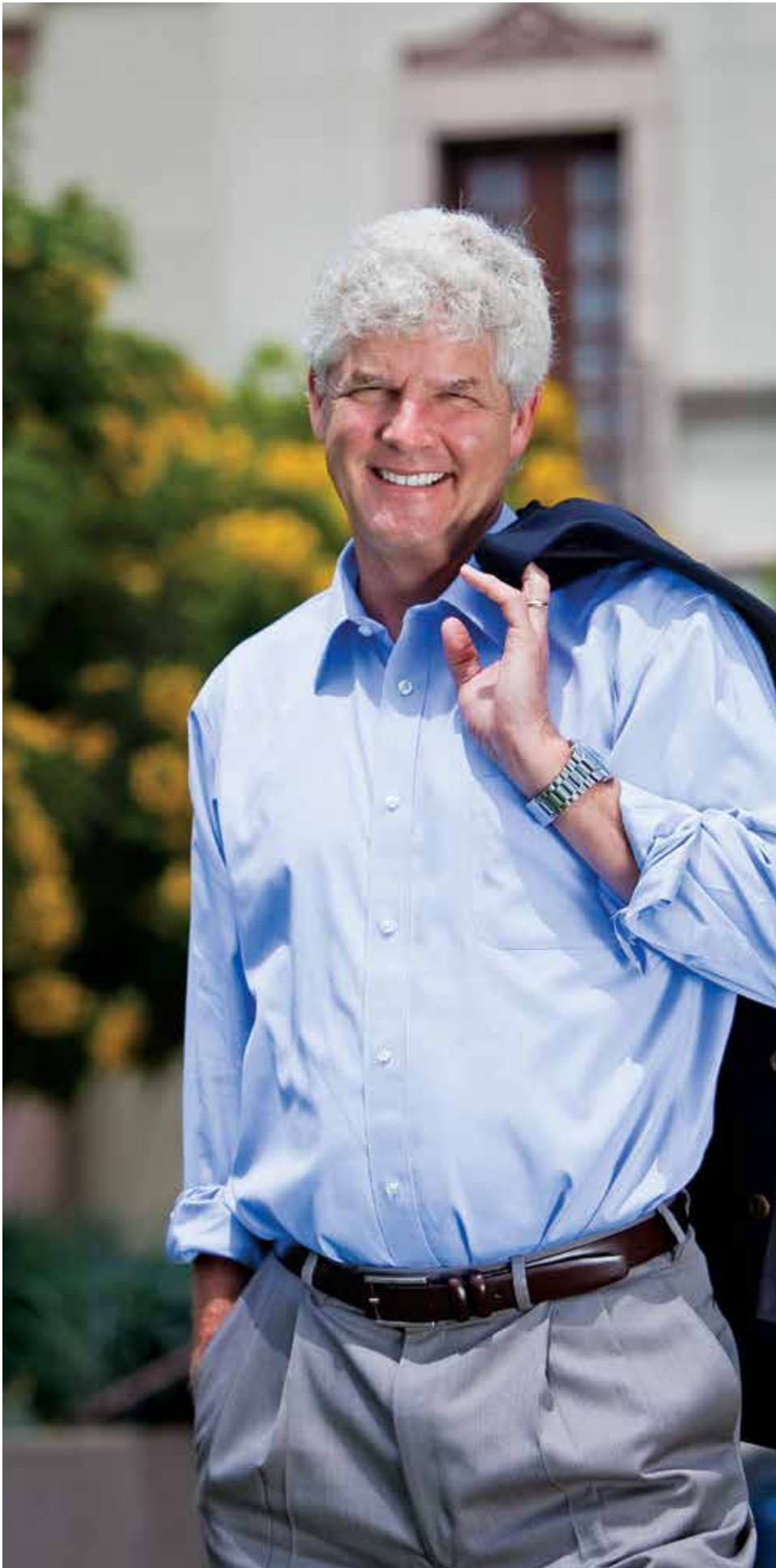
- A broad-based, rigorous curriculum focused on developing socially responsible and globally minded leaders
- Integrative problem-solving skills taught across disciplines utilizing case studies and consulting projects at leading organizations in San Diego and beyond
- Global opportunities available through numerous short- and long-term study abroad programs, international practicums and internships and international dual-degree programs
- 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 for MBA programs at Dartmouth's Tuck School of Business. 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 at the University of Pennsylvania.

SAN DIEGO MBA AT A GLANCE

WHO WE ARE

Located just minutes from beaches, deserts and the international border of Mexico, USD is an independent Roman Catholic institution ideally situated in a vibrant and culturally diverse city. The School of Business Administration is accredited by the Association to Advance Collegiate Schools of Business (AACSB) International. The San Diego MBA is ranked by Bloomberg BusinessWeek for best part-time programs and received an A+ for teaching quality, an A+ for caliber of classmates and an A+ for curriculum.



TEACHING METHODOLOGIES

Faculty employ a mixture of lecture, discussion, case studies, cutting-edge technology, practical field projects and business simulations in the classroom and course assignments. The small classes and personalized attention foster a supportive environment that stresses strategic problem solving and collaborative teamwork.

CURRICULUM

The San Diego MBA curriculum rests on four foundational building blocks, complemented by a wide range of elective offerings.

- Leadership Development
- Business Function Core
- Corporate Social Responsibility, Sustainability, Ethics
- Integrative Problem Solving

CONCENTRATIONS

The San Diego MBA offers a wide variety of elective courses. Students may also select a concentration by focusing electives in particular areas of expertise:

- Corporate Social Responsibility and Sustainable Enterprises
- Finance (Corporate and Investments Tracks)
- International Business
- Managerial Leadership
- Marketing
- New Venture Management
- Supply Chain Management

INTERNATIONAL DUAL-DEGREE PROGRAMS

MBA students may enroll in a dual-degree program in which they complete one year of coursework at USD and one year at one of our partnering institutions to complete two master's degrees in approximately two years of full-time study. Partnering institutions are:

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

INTRA-UNIVERSITY DUAL-DEGREE PROGRAMS

USD dual degrees allow students to receive educational preparation for professional practice in two distinct areas. Students may earn an MBA or IMBA along with the following:

- Juris Doctor (JD)
- MS in Real Estate (MSRE)
- Certificate in Nonprofit Leadership and Management

MBA PROGRAM OPTIONS

For More Information	FULL-TIME MBA (P.8)	INTERNATIONAL MBA (P.12)	EVENING MBA (P.16)
Degree Conferred	Master of Business Administration	International Master of Business Administration	Master of Business Administration
Description	A cohort-based program concentrating on the cultivation of a strong, technical business acumen with an emphasis in integrative problem solving and leadership skills while affording the student an opportunity to pursue his or her specific area of interest.	A cohort-based program emphasizing the skills to manage and succeed in the international marketplace while pursuing a specific area of interest. Oral competency of a second language is required for graduation.	A rigorous program designed to meet the needs of working professionals. The program cultivates a strong, technical business acumen with an emphasis in integrative problem solving, corporate social responsibility, and sustainability while affording the student an opportunity to pursue a specific area of interest.
Practical Enrichment	Students participate in a semester-long consulting project in year two.	Students participate in international practicums on two continents during the program.	Students may participate in a short-term international practicum as an elective.
Orientation/Pre-Term Requirements	Two weeks of orientation and pre-term classes starting in early August.	Three weeks of orientation and pre-term classes starting in early August, including a three-day course in Mexico.	One week of full-time, daytime orientation activities and a pre-term class prior to the start of the first semester.
Course Schedule	Full-time course schedule with students on campus daily	Full-time course schedule with students on campus daily	Flexible evening schedule with students on campus usually two nights per week
Length	22 months	22 months	Two to three years on average

2012 ENTERING CLASS PROFILES

	FULL-TIME MBA	INTERNATIONAL MBA	EVENING MBA
Mean Work Experience	3.8 Years	5.4 Years	6.3 Years
Mean GMAT	626	622	610
GMAT 80% Range	578–678	539–701	540–682
Mean GPA	3.2	3.2	3.1
GPA 80% Range	2.6–3.6	2.5–3.9	2.6–3.7
Undergraduate Majors	Business: 37% Economics: 11% Engineering: 26% Humanities: 11% Social Science: 16%	Business: 55% Economics: 9% Engineering: 18% Humanities: 9% Social Science: 9%	Business: 25% Economics: 5% Engineering: 27% Humanities: 2% Social Science: 21% Science: 13% Other: 7%
International Students	37%	50%	16%
Female Students	32%	36%	32%
Mean Age	27	28	29



"A personalized learning experience is an indispensable asset of our value proposition at USD. We seek to apply interactive learning techniques in conjunction with academic rigor and experiential learning methods. It's also essential that faculty provide students specific feedback tailored to their individual academic development, which really can only come from one-on-one discussions that address everything from course content to soft-skill cultivation. That level of personalized focus is foundational to each and every one of our students' success, both as professionals and as people."

Carsten Zimmermann is an assistant professor of strategic management at USD. He is interested in questions that relate to the role of resources and capabilities in early-stage internationalization, as well as philosophical questions on the legitimacy of "messiness" in building dynamic capabilities. Professor Zimmermann has worked at the strategic management consultancies A.T. Kearney and Capgemini Consulting, where he was engaged in projects of revenue growth, strategic sourcing and operational effectiveness in Germany, Hungary, Czech Republic, Russia and the United States of America. In 2009 he was awarded the Professor of Impact award, voted by the graduate class, and is particularly noted for his hands-on guidance in helping student teams navigate complex business problems.

CARSTEN ZIMMERMANN

MPhil in Management, University of Cambridge
PhD, University of Cambridge

PERSONALIZED FOCUS



SAN DIEGO FULL-TIME MBA

FULL-TIME MBA SAMPLE CURRICULUM

COURSE COLOR KEY:

Leadership Development

Business Function Core

Corporate Social Responsibility, Sustainability and Ethics

Integrative Problem Solving

Electives

PRE-TERM

Orientation

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

Community Service Activity

SPRING YEAR ONE – MODULE TWO

GSBA 506 Operations and the Global Supply Chain

GSBA 517 Sustainable Business Model Design

Elective

Leadership Lab

SUMMER

Internship

FALL YEAR TWO

GSBA 508 Legal and Social Environment of Global Business

GSBA 595 Business Consulting Project

Community Service Activity

Electives

Leadership Lab

INTERSESSION YEAR TWO (OPTIONAL)

GSBA 593 International Practicum (elective credit)

SPRING YEAR TWO

GSBA 590 Strategic Execution

Electives

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 incorporates courses in leadership development, business function core, corporate social responsibility, integrative problem solving, electives and co-curricular enrichment into a rigorous and relevant two-year program.

COHORT-BASED LEARNING

The cohort-based approach of the Full-time MBA program allows students to develop lasting professional and personal relationships, as well as draw on each other's strengths and improve interpersonal communication. All students are placed in a diverse learning team for the first year of the program, affording students the opportunity to develop collaborative skills. Students remain in their cohort throughout the program for required courses and 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 of the program, MBA students 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, Gen-Probe Incorporated, San Diego Gas & Electric, The San Diego Union-Tribune, Sempra Energy and WD-40 Company.



"USD's MBA finance coursework and leadership opportunities, such as the ACG Financial Case Competition, have opened the door to many new challenges and opportunities. The knowledge I honed through my MBA experiences have impressed my boss at my internship, where I apply my learning every day."

DAN MCALLISTER, MBA '13

Internship: Jack in the Box, San Diego, CA
Undergraduate Degree: Finance and International Business, University of Minnesota



"The USD MBA provided me with the business fundamentals required to converse fluently and contribute fully to my team across all disciplines. It has given me confidence when presenting my work, and has made me a better team member and leader. Moreover, my international experiences in Rio de Janeiro, Berlin and Istanbul provided a global view which is critical in business today."

ERIN NOLAN SWEATMAN, MBA '11

Current Position: Product Marketing Manager at Hewlett-Packard, San Diego, CA
Undergraduate Degree: History, Harvard University



FULL-TIME MBA TEAM BUILDING ACTIVITY IN BALBOA PARK



"A good business school teaches good business skills. A great business school produces great leaders — and that's what sets USD apart. We attract high-achieving students for whom 'good' is not good enough. Our students want to make a difference, and they want to do it through responsible leadership."

Craig Barkacs is a professor of business law at USD. Professor Barkacs has taught and published in the disciplines of negotiation, corporate social responsibility, ethics, law and international business. As a way of connecting with the broader business community and keeping his skills relevant, Professor Barkacs is a principal in The Barkacs Group, a business consulting firm that provides negotiation and ethics training for the private sector. He has been awarded a prestigious University Professorship for outstanding career achievement in teaching, scholarship and service and the graduate business students at USD have honored him as Professor of the Year on numerous occasions.

CRAIG BARKACS

BA in Philosophy, Kenyon College
JD/MBA, University of San Diego

SOCIALLY RESPONSIBLE LEADERSHIP



SAN DIEGO INTERNATIONAL MBA

IMBA SAMPLE CURRICULUM

COURSE COLOR KEY:

Leadership Development

Business Function Core

Corporate Social Responsibility, Sustainability and Ethics

Integrative Problem Solving

Electives

PRE-TERM

Orientation

Preparatory Work

Statistics Certification

GSBA 515 Leadership 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

Elective

Community Service Activity

SPRING YEAR ONE – MODULE TWO

GSBA 517 Sustainable Business Model Design

GSBA 532 International Comparative Management

Elective

Leadership Lab

SUMMER YEAR ONE

Internship

FALL YEAR TWO

GSBA 508 Legal and Social Environment of Global Business

Community Service Activity

Electives

Leadership Lab

INTERSESSION YEAR TWO

GSBA 593 International Practicum

SPRING YEAR TWO

GSBA 590 Strategic Execution

Electives

PROGRAM OVERVIEW

The International Master of Business Administration (IMBA) program develops managers and leaders with a global orientation and the skills to succeed in international businesses and organizations. Global issues are woven throughout the curriculum and are examined from various perspectives in every course.

IMBA students are placed in diverse learning teams and complete intensive study together as a cohort during the first semester, affording students the opportunity to develop collaborative skills. Students then blend with Full-time and Evening MBA students for electives and select other courses.

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 in Baja California. Students also have a unique opportunity to select additional countries where they participate in study abroad programs, consulting practicums and international internships, thereby building the international education they desire. Students are required to complete two international opportunities on two different continents, at least one of which must be an international practicum.

INTERNATIONAL CONSULTING PRACTICUM

A 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 different 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).

SECOND LANGUAGE COMPETENCY

All graduates of the IMBA program are required to be conversationally fluent at an intermediate level in a language other than English at the time of graduation.



"The USD IMBA has taught me how to network efficiently and effectively. Students come from various countries, which results in learning about different cultures and economies — and maybe even in finding future business partners."

ANJANI ANNUMALLA, IMBA '13
Internship: Amazon, San Francisco, CA
Undergraduate Degree: Engineering, University of Pune



"Through USD's IMBA program I had the opportunity to complete an international consulting practicum as well as study abroad in Rio de Janeiro, Brazil. I was blown away by USD's top-notch global connections and consulting project opportunities. Without my USD MBA and the professional coaching of the MBA Career Services team I would not have the amazing career I have today."

GRETCHEN GARY, IMBA '12
Current Position: Subscriptions Marketing Manager at Hewlett-Packard, San Diego, CA
Undergraduate Degree: Literature, University of California, Santa Cruz



IMBA ORIENTATION IN ROSARITO, MEXICO

THE WORLD IS OUR CLASSROOM

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.





GLOBAL OPPORTUNITIES

SAN DIEGO EVENING MBA

EVENING MBA SAMPLE CURRICULUM

COURSE COLOR KEY:

Leadership Development

Business Function Core

Corporate Social Responsibility, Sustainability and Ethics

Integrative Problem Solving

Electives

PRE-TERM

Orientation

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

Community Service Activity

INTERSESSION YEAR ONE

GSBA 502 Statistics for Managers

SPRING YEAR ONE

GSBA 503 Problem Formulation and Decision Analysis

GSBA 504 Marketing for Managers

GSBA 508 Legal and Social Environment of Global Business

SUMMER YEAR ONE

GSBA 505 Financial Management and Analysis

GSBA 514 Globalization and the Manager

FALL YEAR TWO

GSBA 506 Operations and the Global Supply Chain

GSBA 509 The Economic Environment of Business

GSBA 517 Sustainable Business Model Design

Leadership Lab

INTERSESSION YEAR TWO

Elective

SPRING YEAR TWO

Electives

Community Service Activity

SUMMER YEAR TWO

Electives

FALL YEAR THREE

GSBA 590 Strategic Execution

Elective

SPRING YEAR THREE

Electives

PROGRAM OVERVIEW

The Evening MBA program 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 courses in leadership development, business function core, corporate social responsibility and integrative problem solving. Students also choose from a wide variety of electives and co-curricular enrichment opportunities.

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 required to participate in a one-week, full-time pre-term intensive composed of a two-unit course and orientation activities. They 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.



"The USD Evening MBA program offers an extended team of passionate faculty, dedicated administration and talented classmates to support you. Full-time employment with classes is a constant balancing act, but I quickly saw the return on investment. The rigorous coursework and experiences with the MBA Ambassador and Leadership Fellows programs will prepare me to be a confident, effective and socially responsible business leader."

MARIA BROWN, MBA '13

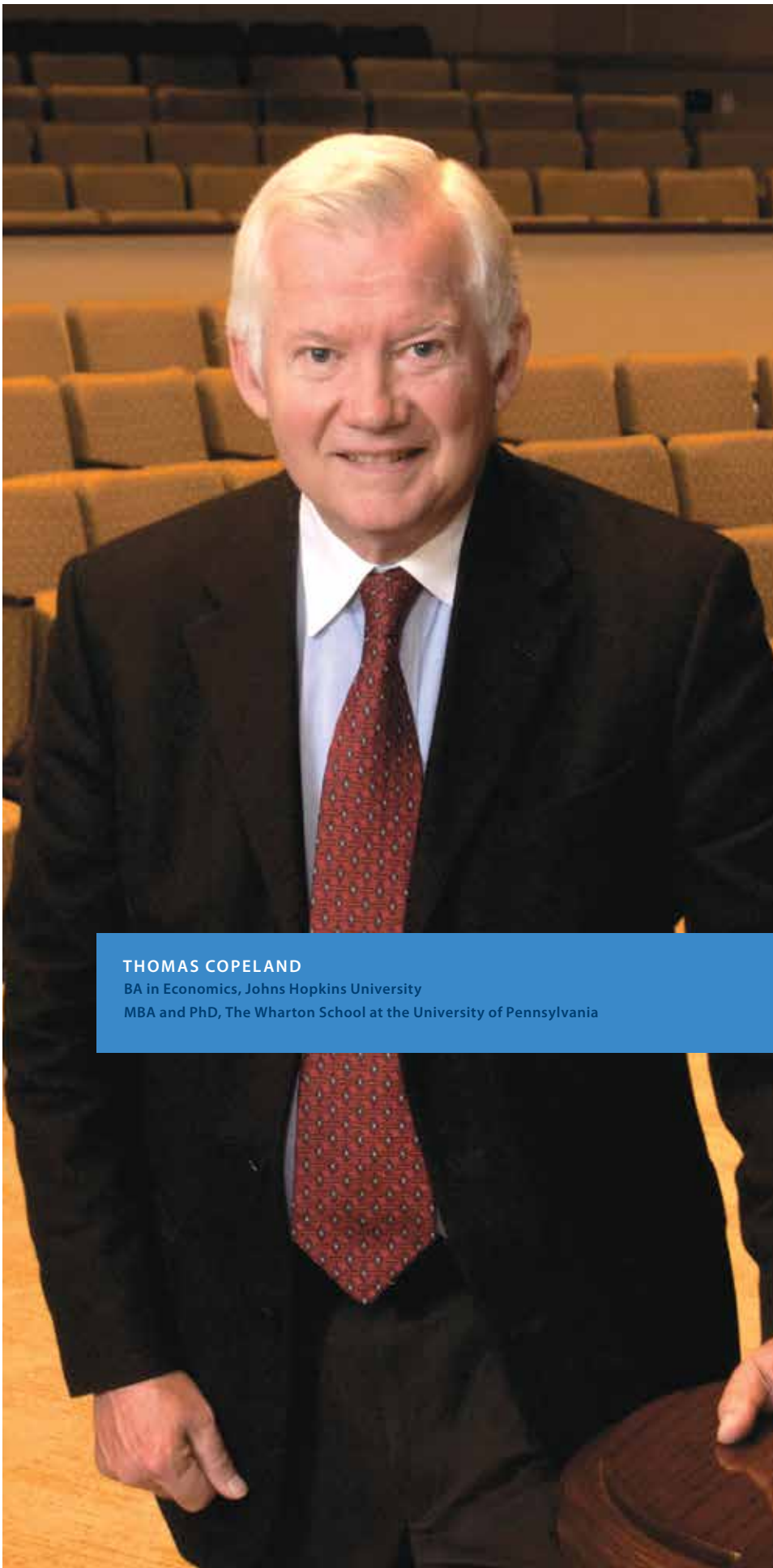
Current Position: Supply Chain Analyst, ViaSat
Undergraduate Degree: English and New Media Journalism Communication, Valparaiso University



"The dedicated faculty at USD made the evening MBA a perfect transition from the military to corporate America. They worked with me to design a program that focused on my strengths and also helped to push me in new directions. In today's globally integrated business world, it was valuable to be involved in a program that confronted tough social issues and benefited from an internationally focused curriculum."

KEVIN GOERING, MBA '11

Current Position: Consultant for McKinsey & Company, Atlanta, GA
Undergraduate Degree: Systems Engineering, United States Naval Academy




THOMAS COPELAND

BA in Economics, Johns Hopkins University

MBA and PhD, The Wharton School at the University of Pennsylvania

Thomas Copeland is the Kaye and Richard Woltman Professor of Finance at USD. He is a globally recognized academic and practitioner in financial economics. As an academic, he has written six books and over 60 articles. He was a tenured full professor at UCLA, an adjunct full professor at NYU and Harvard Business School and a senior lecturer at MIT. He was elected to the Financial Economics Roundtable in 2004 and is one of the top 100 researchers in finance over the last 25 years.

Professor Copeland's practitioner experience extends over a 31-year period. He was co-leader of McKinsey's global corporate finance practice where he consulted with over 200 companies in 40 countries on topics as diverse as value-based management, mergers and acquisitions, capital structure and cost of capital, hedging, restructuring and turnarounds.

A woman with long dark hair, wearing a dark blue pinstriped suit jacket over a light blue button-down shirt, stands at a wooden podium in a lecture hall. She is smiling and gesturing with her right hand. A laptop is open on the podium in front of her. The background shows a wood-paneled wall and other podiums in the distance.

"The emphasis on integrative problem solving in USD's curriculum provides students with essential tools for success. Tomorrow's business leaders must understand how their decisions will affect all stakeholders. Their perspective must be global and their approach to problem solving must be integrative and collaborative across many disciplines and cultures."

Barbara Lougee is an assistant professor of accounting. She has received numerous awards for research and teaching excellence, including being voted Professor of the Year by USD's graduate business students in 2009 and 2011. Professor Lougee has published in the disciplines of accounting, finance, and corporate social responsibility. Her courses draw upon her work at Morgan Stanley and she teaches students to scrutinize corporate financial statements to determine how firms manage earnings and hide losses or debt and also how to detect warning signs that their investments may be in jeopardy.

BARBARA LOUGEE

BA in Geology, Colgate University
MBA, MS and PhD, Cornell University

INTEGRATIVE PROBLEM SOLVING



**REPRESENTATIVE ORGANIZATIONS
THAT HAVE RECENTLY HIRED SAN DIEGO
MBA GRADUATES:**

- The Active Network, Inc.
- Altegris Investments, Inc.
- Anklesaria Group Inc.
- BAE Systems
- Boston Consulting Group
- Booz Allen Hamilton, Inc.
- Brandes Investment Partners, L.P.
- California Bank & Trust
- California Center for Sustainable Energy
- Callaway Golf Company
- Cassidy Turley
- CBRE Group, Inc.
- Cisco Systems, Inc.
- Citibank, N.A.
- The Clorox Company
- Corning Incorporated
- Cricket Communications, Inc.
- Cushman & Wakefield, Inc.
- Cymer, Inc.
- DriveCam, Inc.
- Ernst & Young, LLP
- Frito-Lay North America, Inc.
- General Atomics
- Google
- Grubb & Ellis Company
- Hewlett-Packard Company
- High Street Partners
- Hologic Gen-Probe Incorporated
- Illumina, Inc.
- International Business Machines Corporation
- Intuit, Inc.
- Johnson & Johnson, Inc.
- KPMG LLP
- Life Technologies Corporation
- Lockheed Martin Corporation
- McKinsey & Company
- Merrill Lynch
- Microsoft Corporation
- Mitchell International, Inc.
- Mitsubishi Motors North America, Inc.
- Morgan Stanley Smith Barney
- Motorola Solutions
- NASA
- NIKE, Inc.
- Northrop Grumman Corporation
- NuVasive, Inc.
- PepsiCo, Inc.
- PETCO Animal Supplies, Inc.
- PricewaterhouseCoopers
- QUALCOMM Incorporated
- Raytheon Company
- REC Solar
- SAIC, Inc.
- Salesforce.com
- Sempra Energy
- Solar Turbines Incorporated
- Sony Corporation
- SPAWAR
- UTC Aerospace Systems
- ViaSat, Inc.
- WD-40 Company

MBA CAREER SERVICES

MBA CAREER SERVICES OFFICE

MBA Career Services provides personalized career coaching and the resources and tools necessary for students to promote themselves in a competitive market. It also 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 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

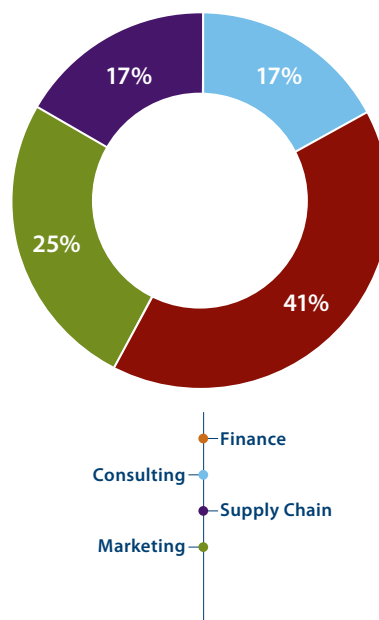
MBA Career Services customizes a plan with each student to pursue key contacts within targeted industries.

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.

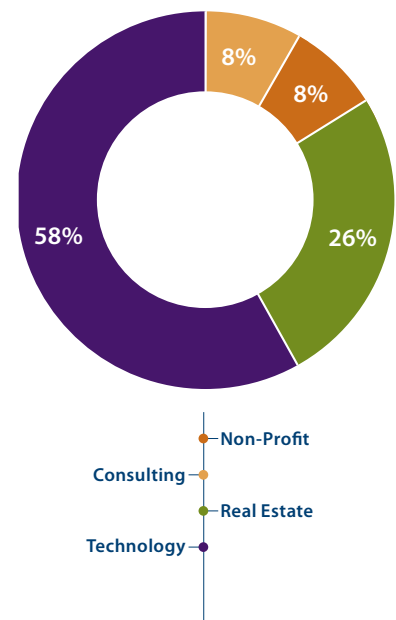
EMPLOYMENT BY FUNCTION

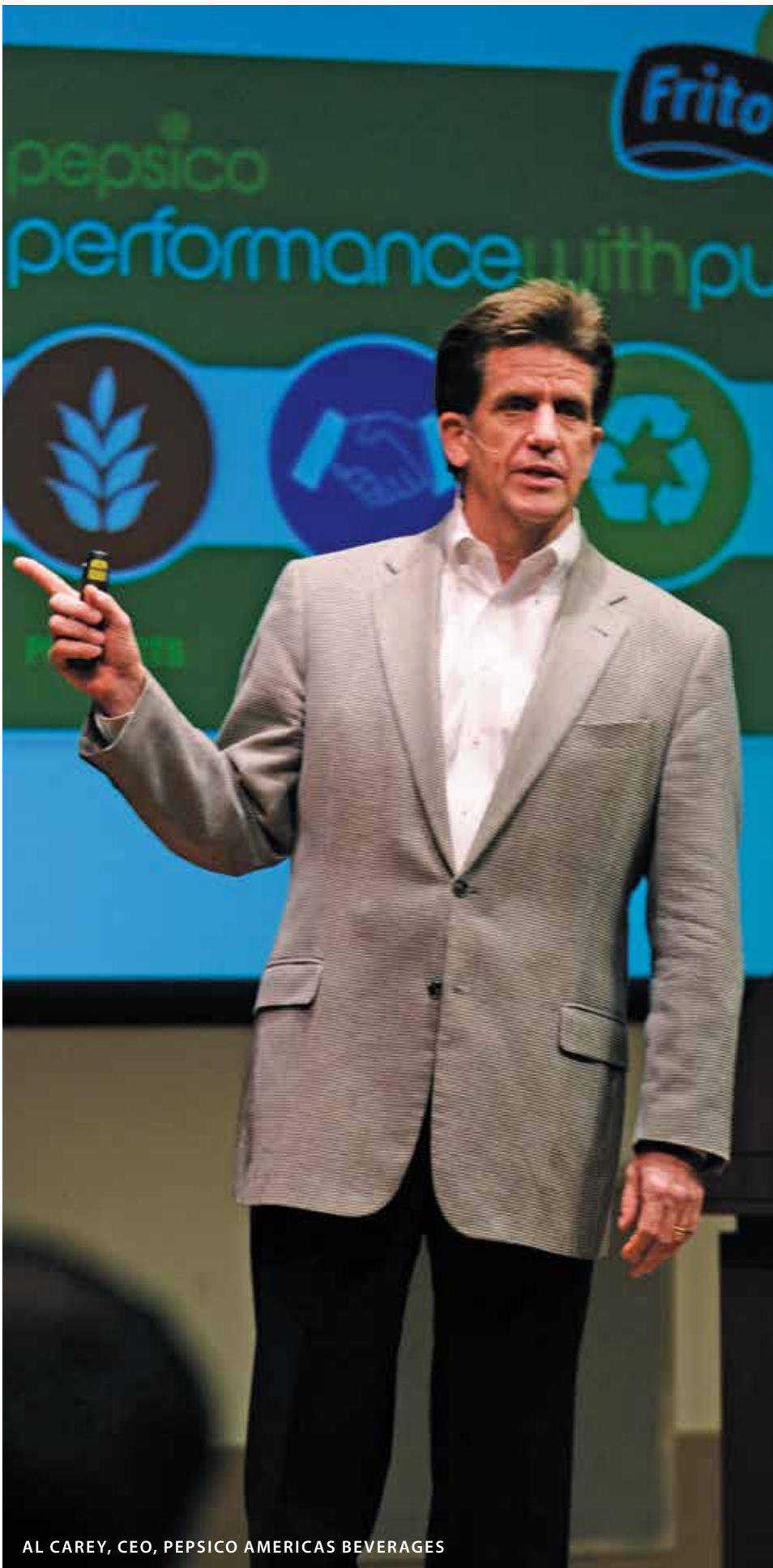
(FULL-TIME MBA 2011)



EMPLOYMENT BY INDUSTRY

(FULL-TIME MBA 2011)





EXECUTIVE SPEAKER SERIES

Senior corporate executives share their knowledge and insights with MBA students. Topics vary by speaker, but each imparts invaluable expertise on topics such as business leadership, corporate responsibility and employer expectations. Recent speakers include:

- Albert P. Carey, CEO, PepsiCo Americas Beverages
- John Sullivan, Principal and Senior Managing Director of Investments, Relational Investors
- Scott LaRue, Managing Director and Co-Head of Global Investment Banking and Capital Markets, Piper Jaffray
- Scott DiValerio, CFO, Coinstar, Inc.
- Kelli A. Richard, Vice President of Finance and Chief Accounting Officer, Life Technologies

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

Eric Johnson, Senior Sustainability Specialist, Sony Electronics

DEFENSE

Jim Loiselle, Vice-President of Operations, Accenture

FINANCE

Scott Campbell, CFO Roadrunner Sports, Inc.

HIGH-TECH

Louis Kim, Vice-President, Hewlett Packard

MANAGEMENT CONSULTING

George Wood, Practice Director, PricewaterhouseCoopers

RECRUITING INSIGHTS

Michelle Vavra, University Relations Manager, Cymer

SPECIALIZED CAREER FAIRS

MANAGEMENT CONSULTING

A.T. Kearney, Inc., Grant Thornton LLP, KPMG LLC

SUPPLY CHAIN MANAGEMENT

Flextronics, Bumble Bee Foods, LLC, ViaSat, Inc.

AL CAREY, CEO, PEPSICO AMERICAS BEVERAGES

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 networking events 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, lifelong relationships. Student interactions quickly expand beyond the classroom to student organizations, university events and social recreation.

STUDENT ORGANIZATIONS

Student clubs and organizations are continually evolving and developing new activities. There are clubs 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. Examples of current student organizations are: Entrepreneurship Club, Graduate Business Student Association, Healthcare Club, Management Consulting Club, Negotiations Club and Net Impact.

THE CITY OF SAN DIEGO

California's second largest city and the eighth 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.





ALUMNI

ALUMNI CONNECTIONS

The School of Business Administration and the SBA Alumni Council connects more than 13,000 alumni worldwide through local, national and international networking events, professional development programs and distinctive opportunities for lifelong learning. 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 5,000 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 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.

“My USD MBA continues to be invaluable. The most critical lessons I learned were from an undercurrent theme in the USD ethos — ethics. It continues to define my character as a person contributing to a business, whether it be a big corporation or a small healthcare clinic. The people I work with are affected by how I work and the decisions I make. The better decisions I make, the better off these people are, and ultimately, those decisions are made better by the foundation and principles that USD has helped me establish through my MBA education.”

FRED FERNANDEZ, MBA '10
Business Planning Manager, Sony Electronics

“USD fostered my passion for marketing. I gained hands-on international experience through a marketing consulting project in India, and landed a marketing summer internship. My well-rounded experience at USD prepared me for my new job as a brand manager at WD-40 Company. Brand management requires leadership, analytical skills and creativity — USD prepared me to be successful in this role.”

ASIA SIMONELLI, IMBA '11
Assistant Brand Manager, WD-40 Company



ADMISSIONS AND FINANCIAL ASSISTANCE

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

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.

ADMISSIONS CRITERIA

- 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 past five years
- Two professional recommendations
- English language proficiency for applicants not educated in English
- Interviews — on the request of the admissions committee

APPLICATION DEADLINES

Fall Admission

(Full-time MBA, IMBA, 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, see www.sandiego.edu/MBA.

GET TO KNOW US

- Tour our website
- Meet our students and sit in on a class
- Email a student ambassador
- Contact us to schedule a campus visit

FOR MORE INFORMATION

School of Business Administration

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