



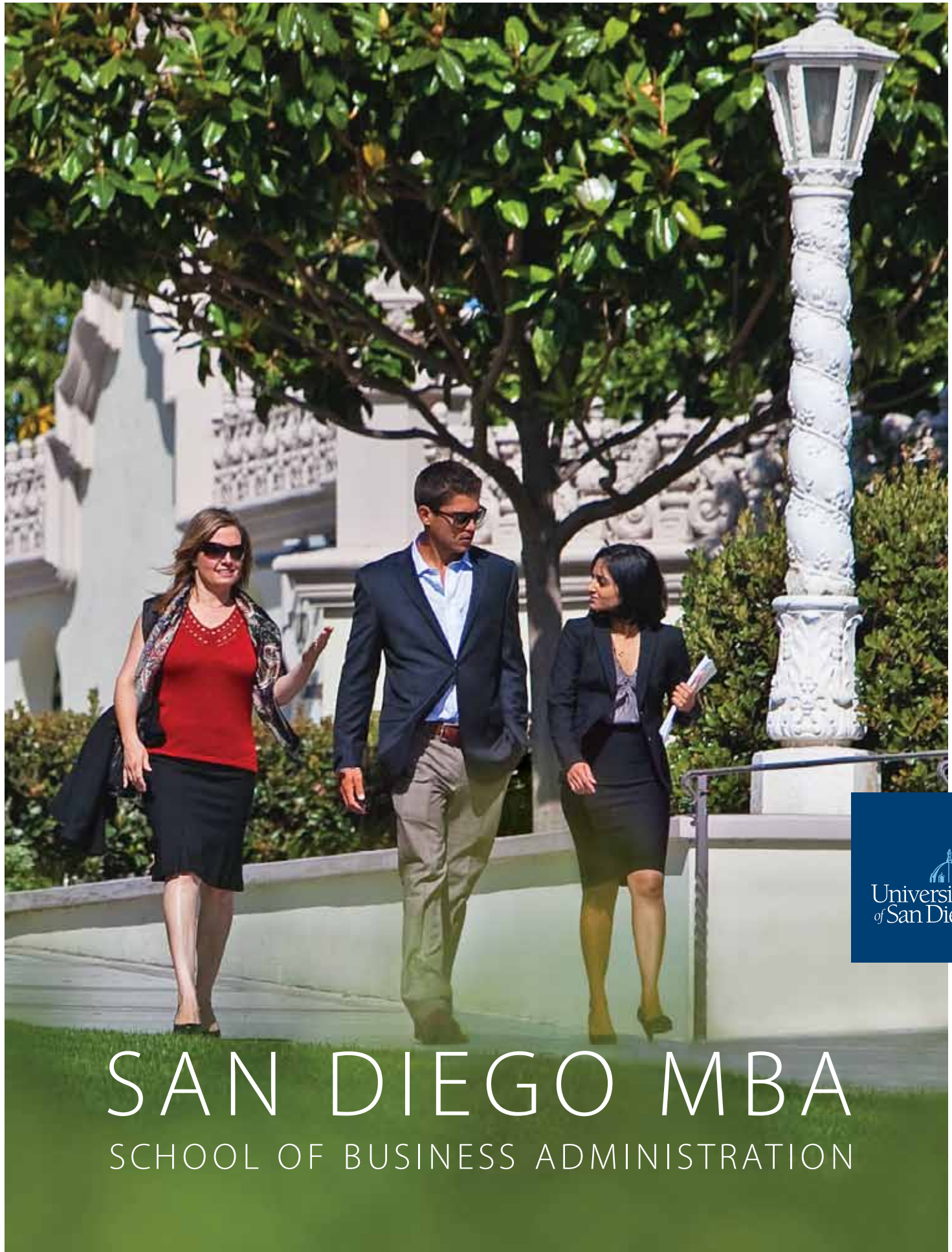
SCHOOL OF BUSINESS ADMINISTRATION
Master of Business Administration Programs
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SAN DIEGO MBA
SCHOOL OF BUSINESS ADMINISTRATION



SCHOOL OF BUSINESS ADMINISTRATION

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:

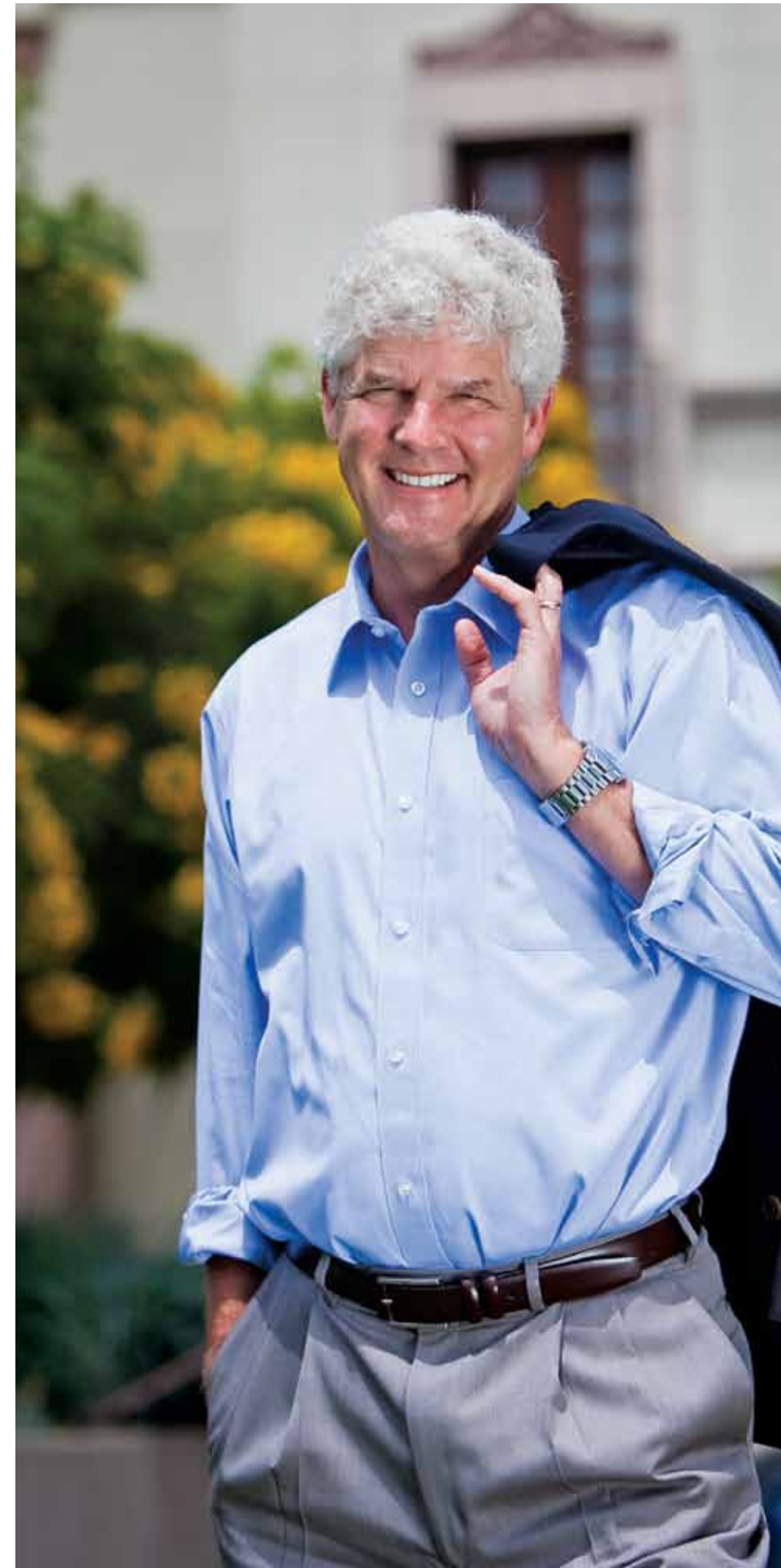
- A broad-based, rigorous curriculum focused on developing socially responsible and globally minded leaders
- Integrative problem-solving skills taught across disciplines utilizing case studies and consulting projects at leading organizations in San Diego and beyond
- Global opportunities available through 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. In addition to the Aspen Institute's *Beyond Grey Pinstripes* ranking, 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)



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.

THOMAS COPELAND

BA in Economics, Johns Hopkins University
MBA and PhD, The Wharton School at the University of Pennsylvania

PROGRAM COMPARISONS

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 (option to accelerate to 17 months)	22 months (option to accelerate to 17 months)	Two to three years on average

2011 ENTERING CLASS PROFILES

	FULL-TIME MBA	INTERNATIONAL MBA	EVENING MBA
Mean Work Experience	4.2 Years	5.5 Years	6.2 Years
Mean GMAT	640	621	604
GMAT 80% Range	590–703	564–696	540–680
Mean GPA	3.2	3.2	3.1
GPA 80% Range	2.8–3.6	2.8–3.7	2.6–3.7
Undergraduate Majors	Business: 45% Economics: 5% Engineering: 15% Humanities: 0% Science: 0% Social Science: 30% Other: 5%	Business: 39% Economics: 5% Engineering: 6% Humanities: 17% Science: 0% Social Science: 28% Other: 5%	Business: 34% Economics: 4% Engineering: 20% Humanities: 7% Science: 12% Social Science: 23% Other: 0%
International Students	30%	22%	9%
Female Students	20%	44%	28%
Mean Age	27	28	29

"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



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 study 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.



"As a recent graduate of the Full-time MBA I am more confident in my abilities, am more willing to ask questions and know how to make critical strategic decisions, even when data and information are sparse. I take great pride in the fact that my USD MBA has positioned me to be a leader — someone who is focused not only on results, but also on the people who deliver the results."

KEVIN ADRIANCE, MBA '11

Internship: Corning Incorporated, Corning, NY
 Current Position: Business Analyst at Corning Incorporated, Corning, NY
 Undergraduate Degree: Marketing, James Madison University



"I've always aspired to building a career in sustainable business governance, and USD's advocacy of CSR and sustainable business practices were a huge draw for me. The work I did as part of my fellowship with the Environmental Defense Fund over the summer was very challenging; I applied my USD toolkit every day, all the time. The skills I've acquired have already made me a more well-rounded professional."

ROHINI SANKAPAL, MBA '12

Internship / Fellowship: Environmental Defense Fund, Mack Trucks-Volvo Group
 Undergraduate Degree: Engineering, University of Mumbai



"Working on Cisco's global supply chain management team has been an amazing experience on a variety of levels, not the least of which was applying the broad range of professional skills I developed in the USD Full-time MBA program. The school's faculty really do a fantastic job of not only providing students with the technical and analytical tools needed to succeed, they also prepare students to communicate, or more specifically, how to deliver value through communication."

BRIAN KATZ, MBA '11

Consulting Project: San Diego Gas & Electric
 Internship: Cisco Systems, Inc., San Jose, CA
 Current Position: Cost Manager at Cisco Systems, Inc., San Jose, CA
 Undergraduate Degree: Humanities, Northern Illinois University



"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 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
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 study 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. Opportunities for improving language skills are provided and students are encouraged to participate in study abroad courses.



"The IMBA program gave me the opportunity to shift from recruiting into my desired field of brand management. I took on leadership roles and expanded my professional experience through my internship and a marketing consulting project in India. I would not be where I am today without these opportunities."

ASIA SIMONELLI, IMBA '11

International Practicum: Ripples Learning, Bangalore, India
Internship: Active.com, San Diego, CA
Current Position: Assistant Brand Manager at WD-40 Company, San Diego, CA
Undergraduate Degree: BBA and Spanish, University of San Diego



"The IMBA provides students the skill set they need to succeed in a business landscape that's increasingly borderless. The curriculum encourages professional engagement across the globe and provides real-world opportunities that give IMBA students the edge they need in a competitive job market."

DREW HALL, IMBA '12

International Practicum: Walmart Corp., Buenos Aires, Argentina
Internship: Cisco Systems, Inc., San Jose, CA
Undergraduate Degree: International Political Economy, University of California, Berkeley



"Team building and project management are key components for optimizing business performance, regardless of where that business might be located in the world. USD's IMBA program provides students a unique opportunity to practice business principles in an international business setting. As part of our international practicum, my team and I analyzed IFEN's strengths and weaknesses in international business practices, specifically in the U.S. and China. This project was an invaluable experience for my future international business management career. The education I've received at USD has prepared me to handle the challenges associated with working in a multinational business environment."

ZHONGZHI LIU, IMBA '12

International Practicum: IFEN, Munich, Germany
Undergraduate Degree: Business Management, Hunan University, China

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.



"For someone who had never traveled outside of North America, visiting four continents during my MBA program provided a priceless international business experience. USD made the opportunity to study and travel around the world easy, affordable and worthwhile."

COWANIS DUCKETT, MBA '10

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 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



"To me, the Evening MBA program was a life-changing experience that broadened my perspective of the business world. I now have the confidence to turn any obstacle into an opportunity to deliver exceptional results not only to the bottom line, but also to provide a positive outcome for all the stakeholders involved."

CAROLINA GONZALEZ, MBA '11
 Current Position: Financial Analyst for Sempra Pipelines and Storage
 Undergraduate Degree: Accounting and Finance, Tecnológico de Monterrey



"The USD international practicum provides a capstone consulting project for a real client in expanding global environments. Students are often challenged to create the business strategy under rigorous demands, limited information and short timelines. While it was definitely demanding, the international practicum in Singapore was one of my most rewarding USD experiences! In addition, the international practicum fortifies many of the professional skills that employers value highly in recent business school graduates."

RANDY YASUDA, MBA '11
 International Practicum: GKE Freight Co., Singapore
 Current Position: Senior Procurement Specialist at ITT, Los Angeles, CA
 Undergraduate Degree: Microbiology, University of California, Davis



"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

MBA CAREER SERVICES

REPRESENTATIVE ORGANIZATIONS THAT HAVE RECENTLY HIRED SAN DIEGO MBA GRADUATES:

The Active Network, Inc.
 Altegris Investments, Inc.
 American Property Management Corporation
 Anklesaria Group, Inc.
 BAE Systems, Inc.
 Bainbridge Capital Group Inc.
 Booz Allen Hamilton Inc.
 Brandes Investment Partners LP
 California Center for Sustainable Energy
 Callaway Golf Company
 Cassidy Turley BRE Commercial
 CB Richard Ellis Group, Inc.
 Cisco Systems, Inc.
 Citibank, N.A.
 The Clorox Company
 Corning Incorporated
 Cubic Corporation
 Cushman & Wakefield, Inc.
 Cymer, Inc.
 DriveCam, Inc.
 Ernst & Young LLP
 Frito-Lay North America, Inc.
 General Atomics
 Gen-Probe Incorporated
 Goodrich Corporation
 Grubb & Ellis Company
 Hewlett-Packard Company
 High Street Partners, Inc.
 IBM Corporation
 Illumina, Inc.
 Interwest Capital Corp.
 Intuit Inc.
 Johnson & Johnson
 KPMG, LLP
 Life Technologies Corporation
 LM Capital Group LLC
 Lockheed Martin Corporation
 McKinsey & Company Inc.
 Merrill Lynch & Co., Inc.
 Microsoft Corporation
 Mitsubishi Motors North America, Inc.
 Morgan Stanley Smith Barney
 Motorola Solutions, Inc.
 NASA
 Nicholas-Applegate Capital Management LLC
 NIKE, Inc.
 Northrop Grumman Corporation
 PepsiCo, Inc.
 PETCO Animal Supplies, Inc.
 PricewaterhouseCoopers LLC
 QUALCOMM Incorporated
 Raytheon Company
 REC Solar, Inc.
 SAIC, Inc.
 Sempra Energy
 Solar Turbines Incorporated
 Sony Corporation
 SPAWAR
 ViaSat, Inc.
 WD-40 Company

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 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

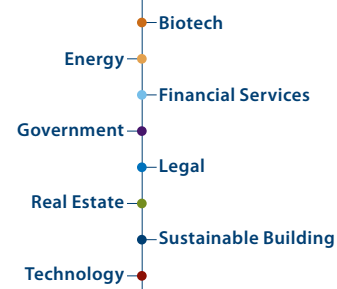
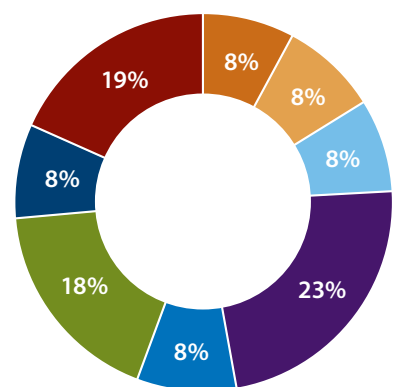
MBA Career Services customizes a plan with each student to pursue key contacts within targeted industries.

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.

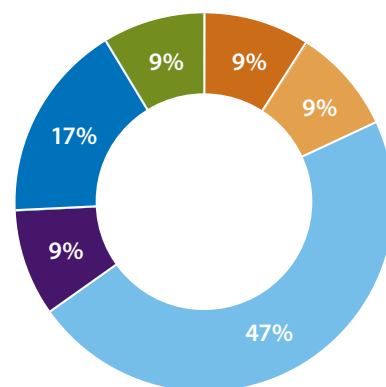
EMPLOYMENT BY INDUSTRY

(FULL-TIME MBA 2010)



EMPLOYMENT BY FUNCTION

(FULL-TIME MBA 2010)



"The shape and speed of business today is obviously much different than it was 10 years ago, even five years ago, and the professional skills and personal qualities employers are looking for have shifted concurrently. Broad-based problem-solving skills are at a premium. We need people who can deal with ambiguity and uncertainty in a rapidly changing business environment; people who can operate independently, but who also possess the selflessness to flourish in a team environment.

To me, the fact that USD MBA students leave the program with the right collaborative skills and leadership qualities to complement their practical knowledge base is critical to their long-term success. Not only are they prepared for our fast-paced business world, they thrive in it."

BILL BRAAMSE, MBA '91
 Vice President of Manufacturing Operations, Cisco Systems, Inc.

PHOTO BY FRANK VILLALPANDO

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:

- Jimmy Anklesaria, MBA '83, President and CEO, Anklesaria Group, Inc.
- Deidre Caldbeck, Strategic Partnership, Business Development, LinkedIn
- Joel Stern, Chairman and CEO, Stern Stewart & Co.
- Bryan Sullivan, Director, Special Situations Group, Goldman Sachs
- Michael Yeatts, President, US Bank

WOMEN IN BUSINESS LUNCH

Women business leaders speak with MBA students on topics ranging from how to start a business to the challenges involved in maintaining visibility and increasing profit margin in the local marketplace. Students also have the opportunity to interact with the professionals through a question and answer session during the lunch. Recent speakers include:

- Susan Dean, CFO, Joovy
- Laura Marion, CFO, Aptera Motors, Inc.
- Jennifer McKinley, Founder and CEO, COR, LLC
- Sylvia McKinney, Founder and CEO, Dress for Success San Diego

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:

BANKING

Lisa Walters-Hoffert, Managing Director, Roth Capital Partners

BIOTECH

Sean Freeman, Director, Mergers & Acquisitions, Life Technologies Corporation

MANAGEMENT CONSULTING

Ruben Cabrera, Senior Associate, Booz Allen Hamilton Inc.

MARKETING

Cherry Park, Senior Director, Marketing, QUALCOMM Incorporated

SUPPLY CHAIN MANAGEMENT

Kevin Nohelty, Vice President, Supply Chain, WD-40 Company

TRIPLE BOTTOM LINE

Molly Cartmill, Director, Compliance and Corporate Responsibility, Sempra Energy

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.



"In our first year at USD John and I worked together on a group marketing project. We shared the vision that we wanted to capitalize on social media and mobile technology while it was white hot and not let another opportunity slip by like the dot com boom we saw while we were undergrads. Knowing I could trust John's work, we pulled the trigger and did not look back. USD gave us the tools necessary to become successful entrepreneurs, and that is an invaluable education!"

ADAM HALBRIDGE, MBA '08 (on right)
EVP, Parallel 6, Inc.

JOHN MONTEITH, MBA '08 (on left)
CFO, Parallel 6, Inc.

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.

ADMISSIONS AND FINANCIAL ASSISTANCE

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

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

MBA Admissions Office
5998 Alcalá Park
San Diego, CA 92110-2492

Phone: (619) 260-4860

Email: mba@sandiego.edu

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.

