Maryland Smith is not only a great business school—it’s also a great place to do business. Our supportive community of world-class scholars and practitioners provides our students with rigorous learning experiences deeply rooted in the real world.

What distinguishes us? Our commitment to create knowledge through cutting-edge research, promote a learning environment that fosters intellectual discovery, and equip current and future leaders to assess complex problems and deliver innovative solutions.

Located just eight miles from the nation’s capital, the Smith School is housed at the University of Maryland, College Park, with campuses in College Park, Baltimore, and Rockville, Md.; Washington, D.C.; and Beijing, China.

Our innovative academic programs serve students, employers and alumni, as well as business, government and nonprofit organizations. We consider our talent management proposition to be an excellent opportunity, and we invite you to build an exceptional workplace with us.

BRAGGING RIGHTS

<table>
<thead>
<tr>
<th>170</th>
<th>10%</th>
<th>2,939</th>
<th>155</th>
<th>503</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-Time Faculty</td>
<td>International Students</td>
<td>Undergraduate Students</td>
<td>Full-Time MBA Students</td>
<td>Part-Time MBA Students</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>354</th>
<th>962</th>
<th>140</th>
<th>35,000+</th>
<th>64,000+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Online MBA Students</td>
<td>Specialty Masters Students</td>
<td>Executive MBA Students</td>
<td>Alumni Regionally</td>
<td>Alumni Worldwide</td>
</tr>
</tbody>
</table>

ranked 2
Faculty (World)
The Economist, 2018

ranked 17
Research (World)
UT Dallas Top 100 Business School Rankings, 2018

ranked 8
Undergraduate Majors

ranked 7
Masters Programs

ranked 3
Business Minor Programs

For more information, email:
PARTNERS@RHSMITH.UMD.EDU
The Robert H. Smith School of Business prepares students to lead fearlessly within complex markets that are fast-paced, data-driven and global.

WE’RE FUTURE-PROOF.
To excel in a data-informed economy, Smith MBAs develop a strong foundation in analytics that powers problem-solving and strategy. They thrive in a collaborative environment that supports individual growth and achievement, and exude a passion to innovate around solutions to the most complex problems in business and society.

WE’RE COLLABORATIVE.
Our student community is energetic, engaged and determined to succeed—together. Our renowned faculty are accessible, impressive and sought-after as consultants by top companies like Deloitte, Amazon and Northrop Grumman. With small class sizes and faculty who are supportive and invested in each student’s success, every cohort is ready to lead fearlessly.

WE’RE HANDS-ON.
Smith Live Cases, consulting projects, simulations and student-run funds help students to navigate real-world complexities in ways that allow them to hit the ground running the first day on the job.

WE CREATE VALUE.
Smith MBAs are prepared to assess complex problems and deliver innovative solutions in any field.
You’re a relationship-builder with a passion for students and a commitment to finding the best and brightest talent for your company. We are professional coaches who value collaboration and believe the job search is a team sport.

Our pledge to provide unparalleled customer service drives our innovative approach to talent management across a broad spectrum of programs: Undergraduate, Specialty Master’s, Full-Time MBA, Part-Time MBA, Online MBA and Executive MBA. We’re the Office of Career Services (OCS) at the Robert H. Smith School of Business, and our goal is your success. We invite you to get involved, stay involved and build your brand with Maryland Smith.

CAREER SERVICES THAT ROCK!

“My career coach was an absolute pleasure to work with. As a career changer, I needed to know from the beginning what to do to get a job in a new industry. From résumé crafting to story building, my coach showed me how to visualize my goals and understand what path I needed to follow to achieve them.”

– Student response from our Annual Coaching Effectiveness Survey

For more information, email: PARTNERS@RHSMITH.UMD.EDU

Doug Hoffman, MBA ’13
Director, EAB Member Services, Member Development
The Advisory Board Company
RECRUITING AT MARYLAND SMITH

As an employer, you want to attract the strongest candidates to work in your organization. The Smith School’s Office of Career Services is poised to provide strategic opportunities, facilities and services that enable employers to seek out mutually beneficial relationships with our students, faculty and staff.

We have a variety of valuable ways for you to connect with Smith talent and our world-class programs. Here are eight strategies we recommend to help your company build a presence on our campus, exposing your brand to a pool of ideal candidates. Whether you participate in all eight or a select few, take a look to see which methods best fit your recruiting needs. Our employer relations team is available to assist you in implementing your approach.

WAYS TO CONNECT WITH SMITH TALENT

1. POST A POSITION ON HIRESMITH
2. PARTICIPATE IN EMPLOYER OF THE DAY
3. CONNECT WITH STUDENT CLUBS AND FACULTY
4. ATTEND A CAREER FAIR
5. ENGAGE IN OUR INNOVATIVE PROGRAMMING
6. PARTICIPATE IN CORPORATE CONVERSATIONS
7. CONDUCT ON-CAMPUS INTERVIEWS
8. HIRE SMITH TALENT!

For more information, email: PARTNERS@RHSMITH.UMD.EDU
From your first posting on HireSmith, to the successful onboarding of Smith talent, we are here to help you build a stronger brand on our campus through quality engagements, including:

**Career Fairs.** Attend our in-person and/or virtual fairs held in both the fall and spring semesters. They are the highlight of the recruiting season.

**Connections with Student Clubs and Faculty.** Create brand awareness through executive speaking engagements, classroom presentations, case competitions and other partnerships with Smith faculty, staff, student clubs and our Centers of Excellence.

**Corporate Conversations.** Join students for an informational networking session to teach them about your firm and make a personal connection. Some companies give a short presentation followed by discussion.

**Employer in Residence.** Conduct an informal coaching and advising session from your own in-house suite, providing students with additional expertise in mapping out their career goals.

**Employer of the Day.** Gain high visibility at the school’s main entrance where you’ll network informally with students, in groups and one-on-one, for part of the day.

**HireSmith.** Post jobs, review résumés and schedule on-campus recruiting interview dates. Visit hiresmith.net to set up your complimentary account.

**Lunch & Learn.** Network with students over lunch to discuss your organization and its culture, and provide additional insights in this 60-minute session.

**Networking Event.** Drive student interest and increase your brand visibility by participating in events throughout the year that convey your company’s unique value proposition and hiring needs.
PREPARATION IS KEY

We hear you. You’ve told us what makes students more marketable: solid quantitative training balanced with highly developed soft skills. We know this kind of preparation creates resilient business leaders who manage change and inspire others. To best prepare students for their lifelong career journeys, we’ve built the OCS around the following four pillars, encouraging our students to:

Discover...
- Career interests
- Interpersonal style, values and passions
- Strengths and development needs
- Personal brand

Develop...
- Skills and professional savvy through innovative career programming
- Partnerships with career coaches, leadership fellows and faculty
- Practice routines that include interviewing and networking for success

Connect...
- With fellow Terps through signature events, networking events and job search teams
- With employers through HireSmith, career fairs and speaker series, such as Corporate Partnership and CEO@Smith
- With our Centers of Excellence

Engage...
- By becoming brand advocates for Maryland Smith and OCS
- Through participation in peer coaching and mentoring
- By creating opportunities to introduce their professional network to the Smith School

For more information, email: PARTNERS@RHSMITH.UMD.EDU
We are trailblazers.
WE HAVE TO BE INNOVATIVE.

Groundbreaking talent management has always been in our DNA. As part of that journey, we encourage open, ongoing dialogue with our recruiters about what’s working, what’s not and what we can do even better. We use a variety of methods—including end-of-year surveys and our Annual Employer Forum—to capture and monitor employer feedback on our students’ performance, abilities and opportunities for growth. Our innovative programming is fueled by this kind of honest feedback.

Getting them ready for the journey

WE ARE DEVELOPING OUR STUDENTS FOR FUTURE SUCCESS THROUGH:
- Alumni mock interviews
- Corporate Partnership Series
- SmithPeers Mentor Program
- Personality and emotional intelligence assessments
- Networking events

RHSMITH.UMD.EDU
#LeadFearlessly
The Maryland Smith undergraduate program is widely recognized as the crown jewel of the Smith School. Our students are bright, highly motivated, savvy and mature—did we mention entrepreneurial, diligent and resourceful? They come from diverse backgrounds and are driven to do whatever is required to succeed in their job search and business career.

Smith’s world-class faculty has designed a rigorous curriculum focused on four core competencies: innovation, information, influence and a global mindset. Students gain hands-on experience in and out of the classroom by engaging in Smith Live Cases, specialty Fellows programs, study abroad and our unique Innovo Scholars consulting program.

EMPLOYERS LIKE WHAT THEY SEE.
Smith undergraduates are highly sought by recruiters across the nation. They compete for roles at top companies in consulting, consumer products, finance, tech and professional services, among others.

OUR UNDERGRADUATES ARE CONSIDERED
The cream of the crop.

Our eight undergraduate majors are:
- Accounting
- Finance
- Information Systems
- International Business
- Management
- Marketing
- Operations Management & Business Analytics
- Supply Chain Management

We also offer dual BS/MS degrees.

For more information, email: PARTNERS@RHSMITH.UMD.EDU
LOOKING TO ENGAGE WITH SMITH’S TOP STUDENT LEADERS? EXTEND A HAND AND BUILD YOUR BRAND.

Connect with a Maryland Smith business club.

The Smith Undergraduate Student Association (SUSA) and more than 25 student business clubs work to develop effective student leaders and implement community and professional programming for all students. These groups host over 100 employer professional development events and over 20 community service events every semester.

Working with SUSA clubs allows employers to develop brand awareness with a target group of students and connect with engaged student leaders.
FULL-TIME MBA

Real business problems are complex, ambiguous and occur in an environment that is always shifting and changing. In Maryland Smith’s MBA program, young professionals learn how and when to use the most cutting-edge analytical tools.

**We’re future-proof.** To excel in a data-driven economy, Smith MBAs develop a strong foundation in analytics that powers problem solving and strategy. They thrive in a collaborative environment that supports individual growth and achievement, and exude a passion to innovate around solutions to the most complex problems in business and society.

**We’re collaborative.** Our student community is energetic, engaged and determined to succeed—together. Our renowned faculty are accessible, impressive and sought-after as consultants by top companies like Deloitte, Amazon and Northrop Grumman. With small class sizes and faculty who are supportive, challenging and invested in student success, each cohort is ready to lead fearlessly.

**We create value.** Smith MBAs are prepared to assess complex problems and deliver innovative solutions in any field.

**Team players.**
**Tenacious.**
**Tech savvy.**
**WE’RE ALL THAT AND THEN SOME.**

---

**RANKED 17**
The Wall Street Journal, 2018

**100%**
Students matched with internships

**RANKED 2**
Faculty
The Economist, 2018

Sabba Zahir, MBA ‘13
President/Owner
Alliance Medical Management

For more information, email:
PARTNERS@RHSMITH.UMD.EDU

Robert H. Smith
School of Business
We take a unique approach to helping our full-time MBA students attain their goals by providing a variety of leadership development experiences.

**We’re goal-oriented.** Smith MBAs demonstrate a keen academic aptitude and a strong work ethic. They have the leadership prowess to take charge, commit to projects and spearhead a team toward success.

**We lead fearlessly.** Our students take the reins and learn by doing. They research and devise strategies to solve actual corporate problems in real time. By taking on a company’s current challenge, Smith MBAs hone their leadership and presentation skills through hands-on experiences.

**Mayer Fund**

As a part of their experiential learning, students make real-time portfolio and investment decisions while managing this $3.5 million asset fund. They meet with Wall Street and local financial professionals, gaining valuable industry contacts and experience. Former Mayer Fund members have put their skills and knowledge to work for a number of respected organizations.

**Smith Live Cases**

Live cases are opportunities within the curriculum for students to tackle a partner organization’s actual problem and recommend a viable solution. Each co-educational case is rigorous, unique and exciting for all involved—the students, the faculty and the participating company.
PART-TIME MBA

Maryland Smith part-time MBA students are proven professionals and ambitious, resilient and motivated multitaskers. They bring real world, collaborative, problem solving experience across government, commercial and non-profit sectors to the classroom. These students typically arrive with five to eight years of professional experience and seek meaningful work with expanded leadership responsibility.

Confident, yet grounded, they are well-connected, politically savvy and make use of their expanded professional networks. These busy, mobile professionals are also masters of efficiency. They have a strong work ethic and hit the ground running. The majority offer interdisciplinary skills as they add the MBA to their varied backgrounds, including military leadership, to prepare for career transitions.

ONLINE MBA

The Smith Online MBA Program removes barriers to a fantastic business education by creating a global classroom for Smith’s community of digital learners. Our online MBA students are worldly professionals with an average of eight years of work experience in business, government, science, engineering and more. When the student body shares such a diverse collection of real world experiences, it can create sophisticated leaders with perspectives that go beyond their areas of expertise.

Ambitious, organized and self-reliant, these business leaders choose our online MBA to expand their academic profile while building on their professional success. Smith online MBA students take on the same academic rigors as our on-campus students with the added pressure of a full-time job, emerging with a heightened definition of success and the proven work ethic to achieve it.

Amy Taylor, OMBA ‘17

For More Information:
PARTNERS@RHSMITH.UMD.EDU
EXECUTIVE MBA

Smith’s Executive MBA Program is among the best in the world—excelling in entrepreneurship, finance, marketing, strategy and sustainability. Our executive MBA students are seasoned leaders with extensive work experience and enhanced leadership skills. They are collaborative, have a thirst for learning and receive intensive executive coaching throughout the program’s 17-month duration.

This fast-paced program places strong emphasis on leadership across functional areas. Our executives have an average of 15 years of professional experience, and master new skills that make world-class executives successful, offering immediate benefits to any organization.

Our programs are top-ranked

<table>
<thead>
<tr>
<th>Program</th>
<th>Rank</th>
<th>Source</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Online MBA (U.S.)</td>
<td>8</td>
<td>U.S. News &amp; World Report, 2019</td>
<td>2019</td>
</tr>
<tr>
<td>Executive MBA (U.S.)</td>
<td>7</td>
<td>The Economist, 2018</td>
<td>2018</td>
</tr>
<tr>
<td>Master of Finance (U.S.)</td>
<td>2</td>
<td>Financial Times, 2018</td>
<td>2018</td>
</tr>
<tr>
<td>Research (World)</td>
<td>17</td>
<td>UT Dallas Top 100, Business School Research Rankings, 2018</td>
<td>2018</td>
</tr>
</tbody>
</table>

Donna Blackman, EMBA ’10
Senior Vice President
Business Operations, BET Networks

RHSMITH.UMD.EDU
#LeadFearlessly
OUR SPECIALTY MASTER’S PROGRAMS INCLUDE:

- Master of Finance
- Master of Science in Accounting
- Master of Science in Business Analytics
- Master of Science in Business and Management
- Master of Science in Information Systems
- Master of Science in Marketing Analytics
- Master of Science in Supply Chain Management
- Master of Quantitative Finance

Ryan Li ’16
Master of Science in Information Systems

For more information, email:
PARTNERS@RHSMITH.UMD.EDU
SPECIALTY MASTER’S

Our specialty master’s students learn from the same world-renowned professors that teach in our full-time and part-time MBA programs. These students are also highly sought after by multinational firms for their enhanced analytical skills and specialized functional area knowledge.

Because this population is largely made up of international students, Smith has engaged an immigration attorney to help answer any questions you may have about how to employ these talented students and successfully navigate the H1B process. Our goal is to make hiring our students easy, efficient and exceptional.

“Our students are encouraged to make creative solutions. We teach them how to use big data and analytics techniques to solve real business issues. They experience how they will actually use their skill sets once they graduate.”

—PK. Kannan
Dean’s Chair in Marketing Science

“Through the master’s program at Smith, I learned I have the ability to solve complex business problems by myself.”

—Yihan Peng ’19
MS Marketing Analytics
Data Science and Analytics Intern, National Geographic Partners
You will often hear us talk about “Terps helping Terps.” University of Maryland alumni actively support a variety of career events, including industry-specific mock interviews, alumni insights workshops, industry panels and city campus networking events.

Smith also has local and global alumni chapters that collaborate to reinvest in our students, share “just-in-time” job opportunities and cultivate our expanded Smith professional community.

The OCS works closely with our alumni at all stages of their careers. We invite you to connect with these working professionals for your senior-level hiring needs.

Ted Towne, MBA ’08
Assistant General Manager and Vice President of Finance
Washington Nationals

For More Information:
PARTNERS@RHSMITH.UMD.EDU
Does your company have a job that could use a little “turtle power?” Our Backyard Networking Series brings alumni under the shell to share their corporate experiences and needs, while we share what’s going on at Smith. Casual networking events like these help us achieve our goal of keeping our alumni connected with the Maryland Smith community.

Calling All Terps

No matter where your career has taken you, you will always be one of us. Reconnect with your classmates and the faculty and staff at the Smith School. Pay it forward and help a fellow Terp in any number of the following ways:

- Career Mentoring
- Facilitating Networking Events
- Conducting Mock Interviews
- Participating on a Career Panel
- Giving to the Smith School
A Peek UNDER THE SHELL

2018/2019

More than 2,100 Employers Recruit at Smith
More than 4,700 Jobs posted on HireSmith
Nearly 99% of Freshmen Take our Career Course
Nearly 2,000 Students Participate in OCS Activities Each Year

Undergraduate

- 41% Women
- 18% Underrepresented Minorities (Domestic)
- 5% International
- 1% U.S. Military Service
- 4.3 Average High School GPA
- 1,395 Median SAT Score (Fall 2018 Incoming Freshmen)

Full-Time MBA

- 35% Women
- 31% Underrepresented Minorities (Domestic)
- 32% International
- 15% U.S. Military Service
- 634 Average GMAT
- 3.3 Average GPA
- 5.9 Average Years Post-University Work Experience

Part-Time MBA

- 39% Women
- 23% Underrepresented Minorities (Domestic)
- 2% International
- 9% U.S. Military Service
- 588 Average GMAT
- 3.3 Average GPA
- 5.8 Average Years Post-University Work Experience

For More Information:
PARTNERS@RHSMITH.UMD.EDU
A Peek
UNDER THE SHELL

Online MBA
- 39% Women
- 24% Underrepresented Minorities (Domestic)
- 8 Average Years Post-University Work Experience
- 16% U.S. Military Service

Specialty Masters
- 55% Women
- 27% Underrepresented Minorities (Domestic)
- 667 Average GMAT
- 3.4 Average GPA
- 32 Countries Represented

Executive MBA
- 46% Women
- 34% Underrepresented Minorities (Domestic)
- 17 Average Years Post-University Work Experience
- 20% U.S. Military Service

Our Campuses
- College Park, Md.
- Baltimore, Md.
- Rockville, Md.
- Washington, D.C.
- Beijing, China

RHSMITH.UMD.EDU
#LeadFearlessly

2018/2019