The Robert H. Smith School of Business is committed to providing the best in global business education. We offer opportunities that instill a global mindset in our students, strengthen faculty research and enhance teaching capabilities. The business community benefits from exposure to Smith’s brightest minds and innovative programming.

EXPAND YOUR NETWORKS. ENHANCE YOUR GLOBAL MINDSET.
PARTNER WITH SMITH.
One of the world’s premier business schools, the Robert H. Smith School of Business offers top-ranked degree programs with international business content from the undergraduate to executive level. Our world-class faculty, reality-based learning, entrepreneurial spirit and strong community distinguish us from other top-ranked schools. And, our location in the Baltimore-Washington, D.C., corridor provides access to leaders and policymakers who shape the national economy and the global marketplace.

SMITH SCHOOL GLOBAL FACTS

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>30%</td>
<td>58</td>
<td>Nations are home to Smith alumni</td>
</tr>
<tr>
<td>15+</td>
<td>15</td>
<td>International exchange partners</td>
</tr>
<tr>
<td>100+</td>
<td>700</td>
<td>Smith recruiting partners across the globe</td>
</tr>
<tr>
<td>40</td>
<td>40</td>
<td>Countries host Smith students for annual learning experiences</td>
</tr>
</tbody>
</table>

A Smith student learns valuable lessons from an elder statesman in Thailand.
COLLABORATE WITH A WORLD-CLASS BUSINESS SCHOOL

A PRESTIGIOUS REPUTATION
The Smith School consistently ranks among the world’s top business schools. Our rich mix of innovative programs serves students, employers, alumni, businesses, government and nonprofit organizations.

GLOBAL THOUGHT LEADERSHIP
Smith faculty are thought leaders in international business and are attuned to a world economy that values innovation, analytical thinking and hard work. Their teaching and research make the school one of the best educational hubs in the nation for consulting, education, research and training in global business strategy and cross-cultural management.

Widely regarded as one of the world’s leading experts on strategy and globalization, Anil Gupta was named one of the world’s 50 most influential management thinkers. His research interests include emerging markets, particularly China and India, and global strategy and organization. He is frequently quoted in news outlets including Bloomberg Businessweek, The Economist and the Wall Street Journal, and has consulted for IBM, Marriott and Monsanto, among others.

THE CIBER ADVANTAGE
As a recipient of the U.S. Department of Education’s Title VI grant, Smith has the distinction of being one of 17 Centers for International Business Education and Research (CIBERS) in the country. The CIBER grant allows us to provide businesses, faculty, students and regionally based companies with tools to compete in a global marketplace.

THE CENTERS OF EXCELLENCE
The Smith School has 12 Centers of Excellence that span multiple disciplines and industries. Many have global partnerships that help companies put research into practice and bring cutting-edge scholarship to the classroom, the boardroom and the marketplace.

A WORLD-CLASS BUSINESS SCHOOL

22

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7

24
Executive MBA Program, World (The Economist, 2015)

9
PhD Program, World (Financial Times, 2015)

26
Research, World (Financial Times, 2015)

1
Student Satisfaction (Bloomberg Businessweek, 2014)

Center for Complexity in Business
Center for Digital Innovation, Technology and Strategy
Center for Excellence in Service
Center for Financial Policy
Center for Health Information and Decision Systems
Center for International Business Education and Research
Center for Leadership, Innovation and Change
Center for Social Value Creation
Center for the Study of Business Ethics, Regulation and Crime
Dingman Center for Entrepreneurship
Ed Snider Center for Enterprise and Markets
Supply Chain Management Center

2
CONNECT WITH A NETWORK OF GLOBAL BUSINESS LEADERS

The Smith School has a network of partnerships with leading corporations and prestigious academic institutions around the world. Global companies affiliated with Smith solve some of their most pressing business challenges through student consulting, recruit our best and brightest students and develop their managers into global leaders. In these ways, they build a better brand with Smith.

RECRUITING TOP TALENT

“How we treat the nuances of language, culture and regional protocol determines our success or failure in global business negotiations. The knowledge and training that CIBER provides can help companies identify and acquire outstanding talent with global sensibilities. This is crucial for success in an international economy.”

—Trevor Gunn, Vice President of International Relations, Medtronic

DEVELOPING GLOBAL LEADERS

“Through its diverse program offerings around the world and important events that focus on global initiatives such as the Emerging Markets Forum, the Smith School is building an impressive reputation for leading business minds everywhere to a global point of view.”

—Kapil Sharma, Vice President, Government & Public Affairs, Wipro Limited

CORPORATE PARTNERS

The Smith School has developed valuable corporate partnerships across the globe that benefit our students, faculty, staff, Centers of Excellence and world-class programs. Smith’s corporate partners include:

PROVIDING A CONSULTING PROJECT FOR SMITH MBAS HAS BEEN A FANTASTIC OPPORTUNITY FOR HANDWRITING WITHOUT TEARS. THESE TALENTED STUDENTS ARE ACTIVELY ENGAGED IN GLOBAL RESEARCH, ASSESSING MARKET OPPORTUNITIES FOR GROWTH IN ASIA.

—KIRSTIN PARSONS

Kirstin Parsons is CEO of Handwriting Without Tears. Their developmental curriculum teaches keyboarding and handwriting skills to children from Pre-K to 5th grade. Founded and developed by an occupational therapist, the company has placed its curriculum in schools around the world, making handwriting mastery fun and engaging for millions of students and their teachers.
The Smith School, through its international partners, facilitates global learning experiences and training in global management for students, faculty and companies. These experiences help our students and partners develop a global mindset and a stronger understanding of cross-cultural issues in international business.

DISCOVER A BROADER WORLDVIEW

The Smith School’s Institutional Partners include:

- Smith School
- HKUST
- Guanghua School of Management
- Manchester
- RMIT
- Cass Business School
- CBS
- IFIE
- Universidad Commerciale Luigi Bocconi
ASCEND WITH SMITH CIBER
The Center for International Business Education and Research (CIBER) was created by Congress to foster international understanding and enhance the ability of U.S. businesses to compete and prosper in a global marketplace. We advance this mission by integrating the school’s extensive international resources with local institutions and organizations. Our initiatives focus on issues of regional and national significance, with a special focus on emerging markets.

A COMMITMENT TO EMERGING MARKETS
As emerging markets continue to be vital to the world economy and global companies, the Smith School is committed to closing the gap between developed and less-developed countries.

Emerging Markets Forum
This annual conference brings together distinguished members from the academic, policy, diplomatic, student and business communities to address timely topics on an expanding group of countries that play a critical role in the success of U.S. performance in the global economy.

Emerging Markets Case Competition
This competition provides MBA students interested in global business strategy and emerging markets with an opportunity to showcase their problem-solving skills and address challenges presented in real case studies.

CIBER’S ACTIVITIES EXTEND THE SMITH SCHOOL’S REACH TO DISTANT CORNERS OF THE GLOBE. IT IS AN IMPORTANT PART OF WHAT MAKES US A TRULY GLOBAL BUSINESS SCHOOL.

–KISLAYA PRASAD

Kislaya Prasad is part of the Smith School’s world-class faculty that researches the many facets of international business. CIBER supports this research and, through its thought leadership events, fosters a conversation on globalization and its effects on business among policy makers, academics, students and business leaders.

FOUR PILLARS OF CIBER
Research & Leadership in International Business
Smith CIBER supports research that strengthens the international competitiveness of American businesses and promotes professional education. Our research focus on emerging markets provides our constituents with a better understanding of the challenges and opportunities involved in operating in these economies. This research is critical to the future of U.S. businesses and their ability to compete globally.

Preparing Students for Global Leadership
Students have the opportunity to develop global competence through activities such as consulting projects, faculty-led short-term study abroad experiences, semester-long exchange programs and on-campus global engagement.

Building Critical Knowledge & International Skills Among Business Professionals
Smith CIBER serves as a resource to businesses in the mid-Atlantic region. Our partnership with the Maryland Department of Commerce helps encourage, promote and assist Maryland-based companies to successfully do business abroad.

Faculty Development in International Business
By supporting faculty and collaborating with other educational institutions, CIBER’s impact is boundless. CIBER sponsors initiatives that support faculty development in international business both domestically and abroad, including resource-sharing activities as part of the Minority Serving Institution Consortium.

Kislaya Prasad
Executive Director, Smith CIBER and Research Professor, Department of Logistics, Business and Public Policy

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ENGAGE WITH SMITH

The Smith School invites corporations, government agencies, nonprofit organizations and other educational institutions to join us in our global mission.

CONSULT WITH SMITH SCHOOL MBA STUDENTS

Our MBA students arrive with a wealth of practical work experience across government, commercial and nonprofit sectors. Working under the supervision of a faculty member, they are eager to apply their skills to your real-world business challenge.

ACQUIRE GLOBAL COMPETENCIES

Prepare your leaders to face their most pressing global challenges by taking part in executive education programs at the Smith School. We offer a breadth of topics and a variety of learning methods targeted to your unique business requirements.

YOUR UNDERSTANDING OF THE GLOBAL ECONOMY IS GOING TO BE DIRECTLY LINKED TO YOUR SUCCESS IN THE WORKPLACE.

-ANDREW KNEALE, MBA ’15
FORMER PRESIDENT OF THE MBA EMERGING MARKETS ASSOCIATION

ENGAGE WITH SMITH SCHOOL FACULTY

Collaborate with our renowned scholars, many of whom have extensive international research and professional experience.

HOST A VISITING STUDENT GROUP

More than 400 students travel with faculty on two-week study abroad programs each year. Courses have been offered in 20 countries, and Smith actively seeks to engage innovative companies, organizations and universities abroad to meet our students and enhance their learning.

FACILITATE A STUDY ABROAD SEMESTER

The University of Maryland and the Smith School maintain study abroad agreements with top universities across the world. We invite your students to study abroad at Smith for a semester or academic year.

SEND STUDENTS HERE FOR SHORT-TERM PROGRAMS

Leveraging our location in the Baltimore-Washington, D.C., corridor, Smith provides a blend of on-campus courses taught by our faculty while also facilitating site visits to key financial and international institutions and leading companies.

BENEFIT FROM SMITH THOUGHT LEADERSHIP

The Smith School makes our research accessible to people across the globe through conferences, podcasts, publications and more.

CONSULT WITH SMITH SCHOOL MBA STUDENTS

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-ANDREW KNEALE, MBA ’15
FORMER PRESIDENT OF THE MBA EMERGING MARKETS ASSOCIATION

SRI LANKA, BRAZIL, CHINA; SMITH TOOK ME AROUND THE WORLD.

-MAURICE NICK

Maurice Nick, MBA/MS ’16
Financial Analyst
Northrop Grumman
PARTNER WITH SMITH, GET THE POWER OF MARYLAND

Located just eight miles from the White House, the University of Maryland, College Park, is one of the top public research universities in the nation and the flagship university in the University System of Maryland. Fueled by agreements with more than 200 international partners, some 2,000 students study abroad each year in 62 countries. Additionally, nearly 30 percent of our professors and researchers are citizens of other countries. UMD is also one of only six universities in the world to rank in the top 25 in:

Business  Economics  Mathematics  Computer Science  Engineering  Natural Sciences

WHEN YOU PARTNER WITH SMITH, YOU PARTNER WITH UMD. LEARN HOW YOU CAN BENEFIT FROM ALL THIS GREAT UNIVERSITY HAS TO OFFER:

Gain access to UMD’s global expertise through the Office of International Affairs.

Connect with UMD’s international research centers, including the Joint Global Change Research Institute and the Center for East Asian Studies.

Collaborate with the Maryland International Incubator, a joint effort between UMD’s Maryland Technology Enterprise Institute and the Maryland Department of Commerce.

Benefit from UMD’s partnerships, including a language science research alliance involving many members of the Universitas 21 network.

Learn about Chinese language, culture, ethics and philosophy through the Confucius Institute.

THE POWER OF THE BALTIMORE-WASHINGTON, D.C., CORRIDOR

Our close proximity to the nation’s capital and Baltimore, Md., connects you to international resources, including federal and state agencies, embassies, corporate headquarters, nonprofits and world-renowned think tanks.

WE HELP THE BUSINESS COMMUNITY AND ACADEMIA TAP INTO THE RESOURCES OF OUR REGION AND DEVELOP AN OUTWARD PERSPECTIVE TOWARD THE WORLD.

-REBECCA BELLINGER, MANAGING DIRECTOR, OFFICE OF GLOBAL INITIATIVES AND CIBER

FOR MORE INFORMATION RHSMITH.UMD.EDU/GLOBAL CIBER@RHSMITH.UMD.EDU