FULL-TIME MBA PROGRAM

THE UNIVERSITY OF MARYLAND
ROBERT H. SMITH SCHOOL OF BUSINESS

MBA
At Smith, more than anything, we want you to succeed. With your quick mind and desire to learn, we believe your ability to become a strong, ethical leader can only be enhanced by our resources. So we've stacked the deck in your favor.

Everyone has their own “if only” goal. For some, it’s heading up a Fortune 500 company as CEO. For others, it’s monetizing a big idea and becoming their own boss, or leading the charge at a non-profit to change the face of business – and the world.

So we've stacked the deck in your favor.

Career Opportunities Centers of Excellence
Collaborative Community The Smith Brain Trust
Customizable Curriculum Competitive Location

Schedule a visit today to see for yourself. rhsmith.umd.edu/mba

Whatever dream you carry with you, make an MBA from the Robert H. Smith School of Business the first step to fulfilling it.
Brenda Freeman leveraged her Smith MBA to change from a career in rocket thermal insulation design to overseeing the marketing for major networks like VH1, Nickelodeon, Cartoon Network, and now, DreamWorks.

How can Smith help you find the career of your dreams?

Brenda Freeman ’87, MBA ’91, Global Head of Television Marketing, DreamWorks Animation

Opportunities with the world’s top employers

Smith students have been hired by some of the biggest names in business. Our students are in demand and have had both employment and internship opportunities with companies such as:

- Campbell’s
- Amazon
- Citibank
- Hershey’s
- Stanley Black & Decker
- Hewlett-Packard
- Deloitte
- M&T Bank
- Google
- PepsiCo
- Target
- BD
- BB&T
- Gallup
- The Home Depot
- Ford
- Others

*This represents a sample of the companies we work with.

The Office of Career Services focuses on your future success. By leveraging Smith’s reputation and location, they’re able to attract some of the world’s most sought-after employers to recruit our MBAs.

CAREER OPPORTUNITIES

Be a degree closer to the career you love.

CAREER SERVICES

Sponsorship, visa and legal assistance for international students

Automated job posting, application and interview scheduling system

On-campus and video interviewing with prospective employers

Alumni-led mock interviews, career coaching and career panels

Individual leadership assessment tools to identify career interests and strengths and provide insight into development needs

Comprehensive career education curriculum to produce heightened self-awareness, enhanced soft skills and solid connections needed for leadership success

Experiential opportunities build skills in leadership presence, risk taking, resilience and speaking with impact

Résumé building, personal branding and behavior, and case interviewing workshops

Sponsorship, visa and legal assistance for international students

On-campus and video interviewing with prospective employers

Alumni-led mock interviews, career coaching and career panels

Individual leadership assessment tools to identify career interests and strengths and provide insight into development needs

Comprehensive career education curriculum to produce heightened self-awareness, enhanced soft skills and solid connections needed for leadership success

Experiential opportunities build skills in leadership presence, risk taking, resilience and speaking with impact

Résumé building, personal branding and behavior, and case interviewing workshops

CAREER OPPORTUNITIES

Be a degree closer to the career you love.
Find yourself in good company.

Smith MBA students are an intelligent, unfailingly supportive, driven and diverse cornerstone to the community you’ll find here. And it’s evident in the classroom, in our professional and social clubs and even on the intramural soccer field.

Smith’s diverse full-time MBA population hails from 20 countries.

The Forte Foundation expands female students’ networks and career opportunities.

Our collaborative community turns competitive through Smith’s intramural sports teams.

Did you know the Smith School is one of only 16 universities with a formal support structure in place for our military and veteran students? With 10 percent of our population made up of active-duty and former military students (with all five branches represented), the Smith School has its own Director of Military Affairs to serve this community.

Cupid’s Cup Business Competition
Under Armour Founder and CEO Kevin Plank ’96 awards $115k to student entrepreneurs. The entire university comes out to watch the competitors go head-to-head in front of Plank and a panel of celebrity judges.

Monte Carlo Night
MBAs dress in their best evening attire to mingle with Smith leadership, faculty, staff and alumni at this much-anticipated annual gala in Washington, D.C.

Terrapin Sports
From the wildly popular state sport of lacrosse to sold-out basketball games in the Comcast Center, UMD athletics are well-attended, exciting and right outside Van Munching Hall’s front doors. Don’t miss tailgating at Byrd Stadium as Terp Football joins the Big 10 Conference this year!

Smith’s student clubs offer the chance to focus on ideals and interests you hold dear. Join a club, or help change the direction of one to better serve the community’s needs:

- Asian MBA Association
- Black MBA Association
- Emerging Markets Association
- Entrepreneur Club
- Finance Association
- Graduate Marketing Association
- Health Care Business Association
- Hospitality and Travel Club
- Human Capital Association
- International MBA Association
- Jewish MBA Association
- Latin MBA Association
- MBA Consulting Club
- Media, Sports and Entertainment Association
- Net Impact
- Professional Communications Club
- Smith Association of Women MBAs
- Smith Energy Association
- Supply Chain and Operations Club
- The MBA Association
- Forte Foundation
- The Smith School is one of only 16 universities with a formal support structure in place for our military and veteran students. With 10 percent of our population made up of active-duty and former military students (with all five branches represented), the Smith School has its own Director of Military Affairs to serve this community.

Mariya Golotyuk ’12
Cadet of the Year,
U.S. Army

Something is always happening on the University of Maryland campus. Take the time to check out some of our students’ top choices:

Asian MBA Association
Black MBA Association
Emerging Markets Association
Entrepreneur Club
Finance Association
Graduate Marketing Association
Health Care Business Association
Hospitality and Travel Club
Human Capital Association
International MBA Association
Jewish MBA Association
Latin MBA Association
MBA Consulting Club
Media, Sports and Entertainment Association
Net Impact
Professional Communications Club
Smith Association of Women MBAs
Smith Energy Association
Supply Chain and Operations Club
The MBA Association
The newest addition to the Smith Experience catalog is M-QUEST, a competitive admission, interdisciplinary program that seeks to incubate leadership. Admitted M-QUEST students will focus on anticipating the future of business by exploring creative, analytical ways of building better practices in specially designed areas of study.

Dual Degree Programs
Combine your MBA with graduate coursework in other University of Maryland degree programs and create a unique set of skills. This is just one more way the Smith MBA can help you distinguish yourself in an increasingly competitive marketplace.

The Smith Experience is a portfolio of experiential learning that gives you deeper insight into the workings of business. Choose projects and coursework from five different areas of focus to further specialize your MBA. Learn more at smithexperience.com.
Study Abroad

Smith’s global consulting opportunities, semester-long global exchange programs and 10-day global learning experiences give you the chance to travel with and connect for international executives and multilingual organizations; visit local chambers of commerce, embassies, ports and stock exchanges; and enjoy cultural and social events — all while earning academic credit and adding international exposure to your résumé.

Career Tracks

Whether you’re in hot pursuit of your dream job or trying to find your perfect place in the business world, the Smith School’s Career Tracks will point you in the right direction. These optional tracks leverage our top-ranked faculty’s greatest strengths, and take into consideration the top industries where our students work after they graduate.

The Smith Experience is a portfolio of experiential learning that gives you deeper insight into the workings of business. Choose projects and coursework from five different areas of focus to further specialize your MBA. Learn more at smithexperience.com.

Study Abroad

Everyone has different schedules, goals and aptitudes, and we recognize that. Make your degree your own by selecting where you learn and what you learn. Build your résumé and add to your skillset by getting hands-on, real global experience with businesses and organizational partners that offer abundant opportunities for connections on all levels — business, personal and humanitarian.

The Smith Experience

Making your coursework work for you.
When research meets the real world, astounding things happen.

ENTREPRENEURSHIP
The Dingman Center for Entrepreneurship encourages MBAs to work face-to-face with entrepreneurs and venture capitalists to experience the realities of launching a startup. MBAs gain entrepreneurial management skills through programs such as Pitch Dingman, Cupid’s Cup Business Competition, Dingman Jumpstart and AdVENTURE Challenge: China.

ETHICS
The Center for the Study of Business Ethics, Regulation and Crime, the first of its kind, combines business research with criminology to develop best practices relative to all forms of business ethics. As a fellow of this newest center, MBAs can assist in and lead independent research and help develop academic programs.

FINANCE
Through the Center for Financial Policy, interact with leading academics and practitioners in corporate governance as they grapple with the world’s most pressing private and public financial issues.

HEALTH INFORMATION SYSTEMS
The Center for Health Information and Decision Systems stands at the forefront of the health care industry with leading researchers as they work to improve care worldwide through information and decision technologies. Get involved as a fellow, or attend one of the center’s annual workshops.

LEADERSHIP
Improve your leadership potential and learn from industry giants in partnership with the Center for Leadership, Innovation and Change. The center produces research, programs and activities to foster effective leadership, organizational change, innovation and social stewardship.

SOCIAL VALUE CREATION
Whether you want to start your own organization or create societal and environmental change from within a company, the Center for Social Value Creation provides a great start with access to field experience, coursework, research and career planning.
Tap the **brightest minds in business.**

World-renowned researchers. Educators with industry experience. Mentors who are genuinely interested in your success. With a faculty that consistently ranks at the top of its game (No. 4 Faculty, *The Economist*, 2013), the education you’ll encounter at Smith is incredibly well-rounded, putting you at a unique advantage in the marketplace.

**Shreevardhan Lele**  
*Assistant Dean of Academic Affairs—MBA Programs, Ralph J. Tyser Distinguished Teaching Fellow of Business Administration*  
“Lele” is one of the first faces you’ll see at Smith when you attend his infamous Math Camp. An easy favorite in the classroom, and one of the first professors alumni seek out when they visit, he has a hand in shaping not just the Smith Experience, but your MBA experience.

**Brent Goldfarb**  
*Associate Professor, Management and Entrepreneurship*  
Brent Goldfarb knows there’s no better way to enhance students’ entrepreneurial prowess than to start and execute a business in 7 weeks flat—all the while in constant competition against their classmates. Will you be up for the challenge?

Learn from the world’s best at Smith signature events, at which you’ll find some recognizable names speaking directly with student audiences.

**CEO@Smith Speaker Series**  
Leaders from companies such as Deloitte, Siemens, PepsiCo and the Baltimore Ravens share insight and advice with students, followed by a live Q&A that delves deeper into what it takes to be a top CEO.

**Women Leading Women**  
This event features a moderated conversation with an outstanding alumna, and has included Lisa Anders, MBA ’95, senior project manager of the Martin Luther King, Jr., Memorial.

**Smith School Business Summit**  
Hosted by the Office of Career Services, the Summit connects Smith MBAs with top regional businesses and world-class faculty to discuss cutting-edge issues in practitioner-led, industry-specific sessions.

**Sarah Kroncke**  
*Senior Lecturer of Finance*  
With 15 years of corporate finance and investment banking experience with companies such as Deutsche Bank, Kroncke provides students with an insider’s view of Wall Street. As adviser to the Mayer Fund, a $2 million fund managed by second-year MBA students, she develops your real-world, real-time expertise in asset management.
Learn at the intersection of business and power.

Although you’ll attend many of your courses at our beautiful, bustling College Park, Md., campus, Smith is centrally located in the Baltimore/Washington, D.C., metropolitan region. We have corporate giants like Deloitte, Marriott and McCormick, and cultural icons like Under Armour and Google. Not to mention hundreds of influential non-profits like the American Red Cross and the World Bank. And the headquarters of every federal agency imaginable – a rich source of internship and career opportunities.

A PROFESSIONAL EDGE
Washington, D.C.’s government agencies and nongovernmental organizations, Northern Virginia and Maryland’s high-tech and biotech corridors, Baltimore’s thriving banking, manufacturing, legal and health care industries. All are easily accessible from Smith’s campus—and even more so with your credentials from Smith.

A POWERFUL ALUMNI NETWORK
At 57,000 strong, Smith’s alumni network of leaders and innovators reaches across the globe and every facet of business. Luckily for you, Smith’s largest alumni base is in the Baltimore and Washington, D.C., region – right in your new backyard.

Competitive Location
- 2-HOUR DRIVE TO GET AN AUTHENTIC PHILLY CHEESESTEAK
- 432,000 FEDERAL JOBS IN D.C.
- 57 MILLION POUNDS OF BLUE CRABS ARE HARVESTED EACH YEAR
- 30-MINUTE DRIVE TO BALTIMORE
- 30-MINUTE METRO RIDE TO D.C. AND K STREET
- 6,684 FEET IS THE HIGHEST PEAK OF THE BLUE RIDGE MOUNTAINS
- 3 INTERNATIONAL AIRPORTS ALL WITHIN 30 MILES OF CAMPUS
- 32,000 SMITH ALUMNI LIVING IN THE D.C. METRO AREA
- 432,000 FEDERAL JOBS IN D.C.
- 10 MILES OF BEAUTIFUL BEACH IN OCEAN CITY
- 2-HOUR TRAIN RIDE TO WALL STREET
- NEW YORK CITY
- PHILADELPHIA
- BALTIMORE
- WASHINGTON, D.C.

Apply Today!
rhsmith.umd.edu/mba
# MBA Class of 2016 Profile

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class Size</td>
<td>90</td>
</tr>
<tr>
<td>Average Undergraduate GPA</td>
<td>3.3</td>
</tr>
<tr>
<td>Average GMAT</td>
<td>660</td>
</tr>
<tr>
<td>Middle 80% GMAT Range</td>
<td>600-710</td>
</tr>
<tr>
<td>Received Merit Awards</td>
<td>79%</td>
</tr>
<tr>
<td>Average Age</td>
<td>29</td>
</tr>
<tr>
<td>Average Years Post-University Work Experience</td>
<td>5.5</td>
</tr>
<tr>
<td>Women</td>
<td>32%</td>
</tr>
<tr>
<td>International</td>
<td>38%</td>
</tr>
<tr>
<td>Diversity</td>
<td>36%</td>
</tr>
<tr>
<td>Undergraduate Universities Represented</td>
<td>76</td>
</tr>
<tr>
<td>U.S. Military Service</td>
<td>7%</td>
</tr>
</tbody>
</table>

### Application Rounds

<table>
<thead>
<tr>
<th>Completed applications submitted by</th>
<th>Will have a decision rendered by</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 1, 2014</td>
<td>January 15, 2015</td>
</tr>
<tr>
<td>December 15, 2014</td>
<td>February 15, 2015</td>
</tr>
<tr>
<td>January 15, 2015*</td>
<td>April 15, 2015</td>
</tr>
<tr>
<td>March 1, 2015</td>
<td>May 1, 2015</td>
</tr>
</tbody>
</table>

*Priority deadline for scholarship consideration

### Tuition Fall 2014 (54 credit program)

- $1,465 per credit (In-state)
- $1,765 per credit (Out-of-state)

### Application Requirements

- Online Application Form
- Application Fee
- Essay
- Résumé
- Official Undergraduate and Graduate Transcripts
- Letter of Recommendation
- GMAT or GRE
- TOEFL or IELTS (if English is not your primary language)

Apply Today!

**rhsmith.umd.edu/mba**