LEAD
FEARLESSLY

UNIVERSITY OF MARYLAND
ROBERT H. SMITH
SCHOOL OF BUSINESS

MBA
FULL-TIME
At Smith we want you to succeed. With your quick mind and drive to learn, your ability to become a strong, confident leader will be enhanced by our resources. Even before you arrive at Smith the focus is on you and your future goals. Beginning with orientation, our Office of Career Services sets its gaze on your future in the workplace, and frames your mindset to pursue the dreams you bring to Smith.

Leverage our industry expertise and faculty brainpower to build a course schedule that fits your end goal. Learn in and out of the classroom with Smith X programs that give you experience in areas like global business, consulting, tech and portfolio management.

Find your place in our diverse, collaborative community. Use our vast alumni and industry connections to speed your climb to the career you deserve.

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

Smart, Bold, Driven...

FEARLESS

Amanda Mendoza, MBA ’15
Hewlett Packard

Chavuanne Wills, MBA ’15
M&T Bank

Joseph Baker, MBA ’15
Deloitte
Your classmates aren’t your competition—they’re your biggest fans. Smith students passionately support each other in the classroom, on the job search and at their famed Thursday Night Socials. Fearless and fierce, they’re diverse in every sense of the word, they know what they want out of their careers and when they come together as a team, nothing can stand in their way.

**PASSIONATE LEARNERS**

Something drives you—that’s why you’re considering an MBA. A need to excel at everything you do. A desire to better the world through innovative business. Or the satisfaction of knowing you’re prepared for whatever your career might throw at you. Whatever your passion is, there’s a place for it at Smith.

**THE SMITH COMMUNITY**

**Where Nothing STANDS IN YOUR WAY**

Where nothing stands in your way.

Your classmates aren’t your competition—they’re your biggest fans. Smith students passionately support each other in the classroom, on the job search and at their famed Thursday Night Socials. Fearless and fierce, they’re diverse in every sense of the word, they know what they want out of their careers and when they come together as a team, nothing can stand in their way.

**WELL-CONNECTED NETWORK**

With more than 60,000 alumni worldwide, and 32,000 in the D.C. Metro area, there is bound to be a Terp to reach out to for an introduction at your dream company. Our alumni community is committed to giving back to Smith, and it benefits you through:

- **MOCK INTERVIEWS**
- **CAREER ADVICE & INSIGHTS**
- **INDUSTRY & CORPORATE CONNECTIONS**

**ASSOCIATIONS, CLUBS & ORGANIZATIONS**

| Armed Forces | Jewish MBA |
| Asian MBA | Latin MBA |
| Black MBA | MBA Consulting |
| Emerging Markets | Media, Sports and Entertainment |
| Entrepreneur | Net Impact |
| Finance | Professional Communications |
| Graduate Marketing | Smith Association of Women MBAs |
| Health Care Business | Smith Energy |
| Hospitality and Travel | Smith Pride Alliance |
| Human Capital | Supply Chain and Operations |
| International MBA | The MBA Association |

**60,000+ ALUMNI WORLDWIDE**

**32,000+ ALUMNI REGIONALLY**

**A Robotic Connection**

Kristie Bradford has experienced the full power of the Smith alumni network. After years of working in mergers and acquisitions, Kristie reached out to her Smith classmate, Matt Rosenfield, MBA ’05, and used that connection to transition into working as an IBM Watson Business Development Executive with the world-renowned (and Jeopardy-famous) Watson ecosystem.

“The distinguishing aspect of my Smith MBA is the network. My first opportunity with GE came through the Office of Career Services. Years later, I found my role at IBM through a fellow Smith graduate.”

-Kristie Bradford, MBA ’05

Kristie Bradford, MBA ’05

IBM Watson
STRONG VETERANS
You’ve been through basic training. We know you’re tough enough and smart enough to handle this. We value our military students, and we show it.

YELLOW RIBBON PARTICIPATING SCHOOL
MILITARYMBA.COM MEMBER
ARMED FORCES ASSOCIATION MEMBER
Our director of military and veterans affairs is here for your questions about curriculum, military student life at Smith and how to make your financing package work for you. We invite our students to participate as program ambassadors and to interact with the military and veteran communities to continue the dialogue of building business with the leadership skills learned in the armed forces.

UNIQUELY SMITH
Smith strives to mirror the real business world, building our classes with students from all walks of life, backgrounds, ethnicities and nationalities. The result is a class teaming with different experiences and viewpoints that better prepare each person to work with a diverse base of future colleagues.

37% WOMEN
34% INTERNATIONAL
20% UNDERREPRESENTED MINORITIES

MANAGEMENT LEADERSHIP FOR TOMORROW (MLT)
As an MLT Partner School, Smith makes a definitive commitment to grow leaders from the African American, Latino/a and Native American communities. Our partnership provides students with opportunities for career coaching, ongoing professional development and valuable networking events with industry peers.

FIERCE WOMEN
As the landscape continually changes for women in business, Smith makes sure you have the right tools to navigate forward in the career you deserve. From case competitions to skill-specific workshops, you’ll be prepared to be a fearless business leader. Join our community of smart, fierce women and impact business for the better.

VIBRANT LGBT COMMUNITY
At Smith, LGBT students will find a diverse array of opportunities to engage in ways that not only support their personal and professional growth, but also celebrate their identity. With active groups like Smith Pride Alliance, everyone can find their place in the Smith MBA Community.

“...leave a lasting impact on the world, providing cultural and business innovation; and my Smith MBA will give me the tools to succeed.”
Andrae Wiggins, MBA ’17

Andrae Wiggins, MBA ’17
Verizon Wireless (internship)
SMITH FACULTY

Smith’s faculty is brilliant. Our top researchers and educators collaborate to build you a classroom experience that cannot be matched. Their passion for sharing their expertise extends beyond the classroom to being published regularly in respected journals and media outlets around the world.

Ritu Agarwal has actually influenced the shift to electronic medical records through her research and her Center for Health Information and Decision Systems. A dynamic educator, Ritu loves to bring her unique knowledge to the Full-Time MBA Program.

Michel Wedel has the research background and popularity in the classroom that most professors dream about. An expert in marketing and consumer science, Wedel frequently employs eye-tracking technology to test advertising effectiveness. Now advertising agencies are using his research to create better ads.

Come for the Faculty, Stay for the Faculty

Andre Williamson began working with his professors at the Smith School in 2004 as a second-year graduate assistant pursuing his full-time MBA. After graduation, Smith invited Andre back to help with the capstone marketplace simulation for the Executive MBA students, which has turned into a yearly reunion of sorts. Now the president of Agralytica, he returns to campus to guide students through their final projects. This gives Andre a lasting connection to his alma mater, and it’s his lasting relationship with the Smith School faculty that keeps him coming back.

Andre Williamson, MBA ‘05
Agralytica

SMITH BRAIN TRUST

Don’t believe us? Get a preview of our faculty’s brilliance via Smith Brain Trust, a weekly newsletter that distills research into current commentary. Sign up: rhsmith.umd.edu/smithbraintrust

RANKED AMONG THE TOP-FIVE FACULTIES IN THE U.S.*

HERE’S HOW THEY DO IT.

*The Economist, 2015

Publish in all the top management journals

Bring industry experience into the classroom

Apply research to solve real-world problems

Come for the Faculty, Stay for the Faculty

Andre Williamson began working with his professors at the Smith School in 2004 as a second-year graduate assistant pursuing his full-time MBA. After graduation, Smith invited Andre back to help with the capstone marketplace simulation for the Executive MBA students, which has turned into a yearly reunion of sorts. Now the president of Agralytica, he returns to campus to guide students through their final projects. This gives Andre a lasting connection to his alma mater, and it’s his lasting relationship with the Smith School faculty that keeps him coming back.

Andre Williamson, MBA ‘05
Agralytica
The Smith Curriculum

Coursework that’s working for you

Smith’s greatest strengths stand to enhance yours. The MBA curriculum’s options are specialized and interconnected, transforming you into a well-rounded professional in your career field.

Career Tracks

Whether you’re checking down your dream jobs or trying to round out an already formidable set of skills, there is a Career Track to fit your unique goals. Pick one and give your degree a fine-tuned focus. And if that isn’t enough, select an Area of Interest to add a new perspective to how you see business.

Areas of Interest

While the Career Tracks are a specialization within your MBA, the Areas of Interest are complementary courses designed to enhance the overall marketability of students. Think of them as a special filter that colors your other coursework.

Analytics

Big data is a big deal. Immerse yourself in the newest business language and use that versatility to your advantage. Our faculty optimizes our specialties and connections, transforming you into a formidable set of skills, there is a Career Track to fit your unique goals. Pick one and give your degree a fine-tuned focus. And if that isn’t enough, select an Area of Interest to add a new perspective to how you see business.

Consulting

Consultants must be skilled project managers, with excellent interpersonal skills and an eye for creative problem solving. This curriculum prepares you to be confident and succeed.

Popular Electives:
- Data Mining and Predictive Analytics
- Decision Analytics
- Group Challenge
- Market Forecasting
- Pricing and Revenue Management
- Social Media and Web 2.0

Finance

A fast-paced, ruthless and most risky industry, finance requires an eye for detail and a solid understanding of theory and best practices. Choose your path and power through it.

Popular Electives:
- Applied Equity Analysis
- Capital Markets
- Corporate Risk Management
- Entrepreneurial Finance and Private Equity
- Fixed Income Analysis and Derivative Securities
- Portfolio Management
- Valuation in Corporate Finance

General Management

Understanding the nuances of the several operations of business processes you need to run seamlessly interacts with colleagues from all sectors. This field unites creativity, business and data analytics, and requires a healthy grasp of all three to succeed. Choose a path and build the marketing repertoire that matches your goals. In fact, choose all three if you like.

Marketing

This field allows you to explore the creative side of business and data analytics, and requires a healthy grasp of all three to succeed. Choose a path and build the marketing repertoire that matches your goals. In fact, choose all three if you like.

Supplies Chain

The sum of all processes, supply chain management powers a company through vendor contracts to fulfillment to excellent customer service. Learn what drives and throttles a business, then accelerate your career.

Popular Electives:
- Managing and Sourcing
- Supply Chain Management
- Strategic Planning
- Operations Management
- Supply Chain Strategy

Sample Schedule

Year 1

Term A
- Microeconomics
- Managerial Economics & Public Policy

Term B
- Strategic & Transformational IT
- Managerial Economics & Public Policy

Term C
- Strategic & Transformational IT

Term D
- Managerial Economics & Public Policy

Year 2

Term A
- Microeconomics
- Managerial Economics & Public Policy

Term B
- Microeconomics

Term C
- Microeconomics

Term D
- Microeconomics

The Smith MBA can be tailored to fit your unique goals. Pick one and give your degree a fine-tuned focus. And if that isn’t enough, select an Area of Interest to add a new perspective to how you see business.

Committee of the Board of Directors
ORIENTATION: EYEING YOUR FUTURE

Before you join us in the fall, our student-run Smith Orientation Committee is already hard at work. Academic workshops, team building, executive presentations and mock interviews challenge and push you to hit the ground running (don’t worry—there’s plenty of time for socializing and networking). The orientation capstone features a professional team-based case study competition between you and the rest of your classmates. It’s competitive, exciting and may hold one or two surprises.

FORWARD-THINKING WORKSHOPS

ACE THE INTERVIEW
COACHING SESSIONS
COMMUNICATIONS TRAINING
GLOBAL MINDSET
ROPE COURSE AND TEAMBUILDING
SOCIAL MEDIA BRANDING

“Everything is designed with your career in mind, thinking about personal branding, interviews and etiquette well before you need to start practicing it.”

–Mike Marcellino,
Assistant Dean of MBA and MS Programs
SMITH X: EXPERIENTIAL LEARNING
Developed in partnership with faculty, the Dingman Center for Entrepreneurship, the Center for Social Value Creation and the Office of Global Initiatives, Smith X is a portfolio of programs that brings second-year students out into the business world for hands-on experience in a field of their choosing. Travel abroad or get to know the United States better through offerings in Silicon Valley, New York City and other domestic destinations.

LEARN NEW PRACTICES
CONSULT WITH ENTREPRENEURS
CONDUCT RESEARCH
EXPAND NETWORKS
EXPLORE SOCIAL VALUE
DEVELOP BUSINESS LEADERS
STUDY ABROAD
INTERN ABROAD

“Your understanding of the global economy is going to be directly linked to your success in the workplace.”
-Andrew Kneale, MBA '15

GLOBAL STUDY
Go on, go global. Stretch your learning across continents with programs designed around hands-on experiences. Participate in a global consulting opportunity, faculty-led global experience or a semester-long exchange program. You’ll earn academic credit while adding international exposure to your résumé.

CONSULTING
Real-world projects are supplemented by workshops and mentors to help you manage your engagement.

DC I-CORPS
Partner with an inventor from a federal lab to explore commercialization of their technology.

MAYER FUND
Make real-time portfolio and investment decisions while managing the $3.5 million Mayer Fund.

NEW MARKETS VENTURE FUND
Assist in managing this $20 million fund and gain professional experience similar to that of an analyst or associate in a venture capital firm.

“mQuest provided me with a challenging, fun opportunity to develop real-world project management, client relationship and critical thinking skills that are crucial in today’s competitive business climate.”
-Stephen King, MBA '15

mQUEST
This for-credit action learning program bridges business and technology. The program emphasizes design thinking and agile methodologies to build innovative systems. Much of the program focuses on forming interdisciplinary teams to collaborate with outside companies such as Salesforce, Capital One and Verizon for product and process innovations.
CAREER ADVANTAGES

Be a degree closer to A CAREER YOU’LL LOVE

Smith’s Office of Career Services works tirelessly to connect you with movers and shakers who can help you jumpstart your career. Our industry-specific career coaches will help polish your résumé and give you insider tips to position you for the job of your dreams. They love to brag about Smith MBAs, and they’ll make sure you’re ready to face the rest of your career—that’s right, you have access for life—with absolute confidence.

“Your career coach is not just about the job search—they are your advocate to employers and alumni, your mentor when things get tough and your cheerleader to share in your successes.”

-Andres Reyes, MBA ’16

OPPORTUNITIES NOW, AND FOR LIFE

LEADERSHIP ASSESSMENTS
CAREER EDUCATION CURRICULUM
EXPERIENTIAL OPPORTUNITIES
AUTOMATED JOB SEARCH SYSTEM
INTERVIEWS ON-CAMPUS AND VIA SKYPE
SPONSORSHIP AND VISA ASSISTANCE

WORKSHOPS
Resume building
Personal branding
Case interviewing
Networking strategies

ALUMNI
Mock interviews
Career coaching
Networking opportunities

A Package Deal
Allison Davern, MBA ’16, and Andres Reyes, MBA ’16, met and formed a fantastic friendship within the Smith MBA Program, and they’ll continue their work together after they graduate. Both have happily accepted corporate positions with Amazon in Seattle.

Get Hired
Smith students are 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:

BRINGING THE CORPORATE WORLD IN-HOUSE

CEO@Smith Speaker Series
Every semester leaders from companies such as Deloitte, Siemens, Marriott, SAP and PepsiCo share insight and advice with students.

Smith School Business Summit
Held annually, the Summit connects Smith alumni and MBAs with top regional businesses to hash out current issues in practitioner-led, industry-specific sessions.

-Andres Reyes, MBA ’16

Get Hired
Smith students are 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:

- Ford
- Unilever
- Capital One
- Northrop Grumman
- Bank of America
- Deloitte
- Verizon
- General Mills
95% CAREER PLACEMENT WITHIN 6 MONTHS*

$98,456 AVERAGE TOTAL COMPENSATION PACKAGE*

14% CURRENT STUDENTS SPONSORED BY EMPLOYER

*Class of 2015

TOP FULL-TIME MBA EMPLOYERS

AIG Japan Holdings KK
Amgen Inc.
Capital Group
Catholic Relief Services
Choice Hotels International
Cogentizant Business Consulting
Cognitizant Technology Solutions
Constellation Energy Group
Credit Suisse
Cvent
Danaher Corporation
Department of the Navy

OTHER MAJOR EMPLOYERS INCLUDE:

AEG
Booz | Allen | Hamilton

CAREER PLACEMENTS

21% CONSULTING
19% FINANCIAL SERVICES
14% TECHNOLOGY
8% CONSUMER PRODUCTS
6% HEALTH/BIOTECH
6% MANUFACTURING
3% ENERGY
2% REAL ESTATE
2% GOVERNMENT
2% NON-PROFIT
2% MEDIA
15% OTHER

14% CURRENT STUDENTS SPONSORED BY EMPLOYER

*Class of 2015
Seven miles from Washington, D.C., College Park is the perfect starting point to get to where you’re going. In the middle of this bustling college town, the Smith School places you at the crossroads of the tech and bio-tech corridors, the headquarters of federal agencies and the offices of corporate giants and influential nonprofits. Our curriculum, community and faculty all reflect the diverse offerings at our doorstep. Not to mention the career opportunities we tap into.

Join the company of other fearless leaders and passionate learners. Take advantage of our connected community, tailored curriculum and in-depth career services. Apply today and pursue your dream—FEARLESSLY.

“There’s almost $700 million worth of redevelopment projects in College Park that will add amenities, that will add market-rate housing, that will, I believe, basically transform College Park as we know it.”

-President Wallace Loh

30-minute drive to Washington, D.C.

10 miles of beautiful beach in Ocean City, MD

2-hour drive to get an authentic Philly cheesesteak

3-hour train ride to Wall Street and NYC

30-minute Metro ride to Washington, D.C.

432,000 federal jobs

32,000 Smith alumni living in the D.C.-metro area

3 international airports within 30 miles

726x133 New Jersey

417x332 Maryland

223x503 Virginia

1368x756 Page dimensions

726x122 10 miles of beautiful beach in Ocean City, MD

396x157 30-minute Metro ride to Washington, D.C.

771x665 3-hour train ride to Wall Street and NYC

512x541 2-hour drive to get an authentic Philly cheesesteak

32,000 Smith alumni living in the D.C.-metro area

30-minute drive to Baltimore

432,000 federal jobs

3 international airports within 30 miles
### Student Profile Averages for Full-Time MBA Classes of 2017 and 2018

<table>
<thead>
<tr>
<th>Total Number of Students</th>
<th>Average Undergraduate GPA</th>
<th>Average GMAT</th>
<th>Middle 80% GMAT Range</th>
<th>Received Merit Awards</th>
<th>Average Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>202</td>
<td>3.3</td>
<td>660</td>
<td>600-720</td>
<td>84%</td>
<td>29</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average Years Post-University Work Experience</th>
<th>Women</th>
<th>International</th>
<th>Underrepresented Minorities</th>
<th>Undergraduate Universities Represented</th>
<th>U.S. Military Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.3</td>
<td>37%</td>
<td>34%</td>
<td>20%</td>
<td>149</td>
<td>20%</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>October 1, 2016</td>
<td>December 23, 2016</td>
</tr>
<tr>
<td>November 1, 2016</td>
<td>January 15, 2017</td>
</tr>
<tr>
<td>December 15, 2016*</td>
<td>March 15, 2017</td>
</tr>
<tr>
<td>January 15, 2017**</td>
<td>April 15, 2017</td>
</tr>
<tr>
<td>March 1, 2017</td>
<td>May 1, 2017</td>
</tr>
</tbody>
</table>

*Priority deadline for scholarship consideration for international students  
**Priority deadline for scholarship consideration for domestic students

### 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)

### Tuition Fall 2016 (54-credit program)

- $1,698 per credit (In-state)
- $1,998 per credit (Out-of-state)

### Scholarship Information

Merit based scholarships and graduate assistantships are available. Funding ranges from $10,000 to full tuition.

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*facebook.com/SmithBusinessSchool  twitter.com/SmithSchool  instagram.com/umdsmithschool*