FULL-TIME MBA PROGRAM

THE UNIVERSITY OF MARYLAND
ROBERT H. SMITH SCHOOL OF BUSINESS

MBA
Stephen King,
MBA '15 and mQuest member
Make your someday your every day.

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 nonprofit to change the face of business – and the world.

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.

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

Whatever your dream may be, make an MBA from the Robert H. Smith School of Business the first step to fulfilling it.

Schedule a visit today to see for yourself. rhsmith.umd.edu/mba
Be a **degree closer to a career you love.**

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

### 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**
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:

*Citi
*Amazon.com
*Campbell’s
*Stanley Black & Decker
*Hershey’s
*HP
*PepsiCo
*Google
*M&T Bank
*BD
*Target
*Gallup
*Deloitte
*Ford

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

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, National Geographic. How can Smith help you find the career of your dreams?

Brenda Freeman ’87, MBA ’91, Chief Marketing Officer, National Geographic Channel and Nat Geo Wild
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 21 countries.

The Forté Foundation expands female students' networks and career opportunities.

Full-time MBAs get hands-on experience managing our successful multi-million dollar Mayer Fund.

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

Find yourself in good company.

Nkosi Thomas, Dual Degree MFin/MBA '16
Lieutenant U.S. Coast Guard
A Yellow Ribbon Program participating institution, the Smith School is one of only 16 universities with a formal support structure for our military and veteran students. In fact, 16 percent of our population is made up of active-duty and former military students, with all five branches represented.

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

**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 sport of lacrosse to sold-out basketball games in the Xfinity Center, UMD athletics are well-ranked, exciting and right outside Van Munching Hall’s front doors. Don’t miss tailgating at Byrd Stadium as Terp Football is now part of the Big 10 Conference.

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**CLUBS**

Smith’s student clubs and affinity groups offer you the chance to focus on your ideals and interests. Join and take advantage of Smith’s vast internal network:

- Armed Forces Association
- 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
- Smith Pride Alliance
- Supply Chain and Operations Club
- The MBA Association
The Smith Experience.

Make your coursework work for you.

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

SAMPLE SCHEDULE  (Courses are each 2-3 credits)

<table>
<thead>
<tr>
<th>FALL SEMESTER (YEAR 1)</th>
<th>SPRING SEMESTER (YEAR 1)</th>
</tr>
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<tbody>
<tr>
<td>Data Models and Decisions (Full Semester)</td>
<td>Term C</td>
</tr>
<tr>
<td>Financial Management (Full Semester)</td>
<td>Managerial Accounting</td>
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<tr>
<td>Term A</td>
<td>Strategic and Transformational IT or</td>
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<tr>
<td>Leadership and Teamwork</td>
<td>Managing Digital Business Markets</td>
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<tr>
<td>Introduction to Financial Accounting</td>
<td>4-6 Elective Credits</td>
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<tr>
<td>Managerial Economics and Public Policy</td>
<td>Term D</td>
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<tr>
<td>Term B</td>
<td>Operations Management</td>
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<tr>
<td>Marketing Management</td>
<td>4-6 Elective Credits</td>
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<td>Strategic Management</td>
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<th>FALL SEMESTER (YEAR 2)</th>
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<tbody>
<tr>
<td>Term A</td>
<td>Term C</td>
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<tr>
<td>The Global Economic Environment</td>
<td>4-6 Elective Credits</td>
</tr>
<tr>
<td>4-6 Elective Credits</td>
<td>Term D</td>
</tr>
<tr>
<td>Term B</td>
<td>4-6 Elective Credits</td>
</tr>
<tr>
<td>4-6 Elective Credits</td>
<td></td>
</tr>
</tbody>
</table>

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.

Analytics  Management and Strategy
Consulting  Marketing
Finance  Supply Chain

The tracks themselves are suggested groupings of electives carefully organized into a planned schedule to supplement your core coursework. Vetted by Smith career coaches, your first-year Career Track courses help prepare you for your summer internship, while your second-year courses put you in the best position possible for job placement.
mQuest
The newest addition to the Smith Experience catalog is mQuest, a competitive admission, interdisciplinary program that seeks to incubate leadership. Admitted mQuest 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.

Kristine Babick, MBA ‘15
Commercial Banking Associate, M&T Bank and mQuest member
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 offers global consulting opportunities, semester-long global exchange programs and 10-day global learning experiences. These give you the chance to meet with and consult for international executives and multinational organizations; visit local chambers of commerce, embassies, ports and stock exchanges; and enjoy cultural and social events. With our global experiences you’re earning academic credit while adding international exposure to your résumé.
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 and Dingman Jumpstart.

**ENTERPRISE & MARKETS**
The Ed Snider Center for Enterprise and Markets promotes a multidisciplinary exploration of the institutions that affect human enterprise, thereby impacting the prosperity and well-being of individuals and societies. The center engages the community through the Ed Snider Debates, Justice and Markets Lectures and a new Fellows program.
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.

DIGITAL INNOVATION
The Center for Digital Innovation, Technology and Strategy serves to leverage intellectual capital across academia, industry and government. The center’s mission is to distribute scholarly research, connect research with practice and policy, and to foster experiential learning for students across tech sectors.

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 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.

Sabba Zahir,
MBA ’13
President/Owner
Alliance Medical Management
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, 2015), 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  
Clinical Professor of Business Administration

“Lele” is one of the first faces you’ll see at Smith when you attend his Math Camp. A 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, Entrepreneurship and Strategy

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?

**Sarah Kroncke,**  
MBA ’00  
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 $3.5 million fund managed by second-year MBA students, she develops your real-world, real-time expertise in asset management.
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.

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; and Brenda Freeman ’87, MBA ’91, CMO of National Geographic Channel and Nat Geo Wild.

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

Learn from the world’s best at Smith signature events, during which you’ll find some recognizable names speaking directly with student audiences.
Learn at the intersection of **business** and **power**.

Although you’ll attend classes 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 nonprofits 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 nongovernmental organizations and government agencies. 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 59,000 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-Washington, D.C., region – right in your new backyard.
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

3 INTERNATIONAL AIRPORTS WITHIN 30 MILES OF CAMPUS

6,684 FEET TO THE HIGHEST PEAK OF THE BLUE RIDGE MOUNTAINS

32,000 SMITH ALUMNI LIVING IN THE D.C. METRO AREA

1-DAY ROAD TRIPS TO CHEER FOR THE TERPS IN BIG 10 GAMES

10 MILES OF BEAUTIFUL BEACH IN OCEAN CITY

432,000 FEDERAL JOBS IN D.C.

3-HOUR TRAIN RIDE TO WALL STREET

NEW YORK CITY

PHILADELPHIA

WASHINGTON, D.C.

BALTIMORE

Apply Today!
rhsmith.umd.edu/mba
### MBA Class of 2017 Profile

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class Size</td>
<td>97</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>600-720</td>
</tr>
<tr>
<td>Received Merit Awards</td>
<td>80%</td>
</tr>
<tr>
<td>Average Age</td>
<td>28</td>
</tr>
<tr>
<td>Average Years Post-University Work Experience</td>
<td>5.2</td>
</tr>
<tr>
<td>Women</td>
<td>39%</td>
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<tr>
<td>International</td>
<td>34%</td>
</tr>
<tr>
<td>Diversity</td>
<td>22%</td>
</tr>
<tr>
<td>Undergraduate Universities Represented</td>
<td>84</td>
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<tr>
<td>U.S. Military Service</td>
<td>18%</td>
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### Application Rounds

<table>
<thead>
<tr>
<th>Completed applications submitted by</th>
<th>Will have a decision rendered by</th>
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<tbody>
<tr>
<td>October 1, 2015</td>
<td>December 23, 2015</td>
</tr>
<tr>
<td>November 1, 2015</td>
<td>January 15, 2016</td>
</tr>
<tr>
<td>January 15, 2016**</td>
<td>April 15, 2016</td>
</tr>
<tr>
<td>March 1, 2016</td>
<td>May 1, 2016</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 2015 (54-credit program)

- $1,610 per credit (In-state)
- $1,940 per credit (Out-of-state)

### Call to Action

Apply Today!
rhsmith.umd.edu/mba