PART-TIME MBA PROGRAM

THE UNIVERSITY OF MARYLAND
ROBERT H. SMITH SCHOOL OF BUSINESS

MBA
Go fearlessly in pursuit of success.

You already have a job that's important to you, but you know an MBA can make all the difference in where you go from here. We welcome would-be career changers, savvy, upwardly mobile professionals and eager lifelong learners to ignite their aspirations here.

At Smith, we want nothing more than your success. With your unique drive and desire to learn, we believe your ability to become a strong, ethical leader can only be enhanced by your resources.

So we’ve stacked the deck in your favor.

- Collaborative Community
- Career Opportunities
- Customizable Curriculum
- The Smith Brain Trust
- Centers of Excellence
- Strategic Locations

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

Whatever dream you carry with you, make an MBA from the Robert H. Smith School of Business the first step to fulfilling it.
Smith MBA students are an intelligent, unfailingly supportive, driven and diverse cornerstone to the community you'll find with us. And it's evident in the classroom, in our professional and social clubs and in the strong network among all three of our Part-Time MBA campus locations.

Smith's diverse Part-Time MBA population hails from 32 countries.

Get a different perspective from your classmates, who come from all corners of industry.

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

Part-Time MBAs work closely to manage the limited-enrollment Global Equity Fund in a hands-on experience of asset management.

Find yourself in good company.
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.

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**Something is always happening on the University of Maryland campus and around the D.C. Metro area. 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.

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**INDUSTRIES REPRESENTED**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking/Financial Services</td>
<td>13%</td>
</tr>
<tr>
<td>Government</td>
<td>11%</td>
</tr>
<tr>
<td>Consulting</td>
<td>10%</td>
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<tr>
<td>Non-Profit/Education</td>
<td>9%</td>
</tr>
<tr>
<td>Aerospace</td>
<td>7%</td>
</tr>
<tr>
<td>Construction/Real Estate</td>
<td>5%</td>
</tr>
<tr>
<td>Military/Active Duty</td>
<td>5%</td>
</tr>
<tr>
<td>Energy</td>
<td>4%</td>
</tr>
<tr>
<td>Information Systems</td>
<td>4%</td>
</tr>
<tr>
<td>Entertainment</td>
<td>3%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>3%</td>
</tr>
<tr>
<td>Law</td>
<td>3%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>2%</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>2%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>18%</td>
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</table>
Be a degree closer to the career you love.

The Office of Career Services (OCS) focuses on your future success. Whether it’s advancing confidently through your current organization or taking the leap to transition careers, Smith’s OCS is here to help.

CAREER SERVICES

- Alumni-led mock interviews, career coaching services
- Automated job posting, application and interview scheduling system
- Résumé building, personal branding and behavior, and case interviewing workshops
- 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 learning opportunities build skills in leadership presence, risk taking, resilience and speaking with impact
Brenda Freeman leveraged her Smith MBA to transition from a career in rocket thermal insulation design to overseeing 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**
Make your coursework work for you.

Everyone has different schedules, goals and aptitudes, and we recognize that. Make your degree your own by selecting where and what you learn.

Flexible Program Options

Smith's MBA can be earned in as few as 21 months or as long as five years. Since 2005, over one-quarter of Smith's students have earned a Smith MBA in 28 months or less, while nearly everyone else finished in 33 months or less. Students can explore electives at all of our three convenient campuses.

**Evening MBA**
- **Courses offered:** Monday through Thursday
- **Campuses offered:** Washington, D.C.; Baltimore, Md.; Rockville, Md.

**Weekend MBA**
- Designed to be completed in two years through a blended learning approach
- **Campus offered:** Washington, D.C.

**Courses offered:**
- Every other Saturday
- Online coursework component
- Two global learning requirements
A Variety of Perspectives

Our program options aren’t the only diverse part of the Smith MBA. Here you’ll study with top professionals from across the Washington, D.C., and Baltimore regions and around the globe. Our impressive class of 2016 represents more than 125 undergraduate institutions, 210 employers and 32 countries.

Part-Time MBA Class of 2014 Profile

- **3.3** Average Undergraduate GPA
- **34%** Diversity
- **39%** Women
- **550-650** Middle 80% GMAT Range
- **10%** Military
- **210** Employers Represented

Justin Zielke
MBA ‘12
Senior Communications Associate, Reingold, Inc.
## CORE AREAS
- Accounting
- Data Analysis
- Finance
- Global Economics
- Leadership and Teamwork
- Managerial Economics
- Marketing
- Operations Management
- Strategic Management
- Technology

## ELECTIVE AREAS
- Accounting
- Business Analytics
- Entrepreneurship
- Finance
- Information Systems
- Leadership
- Consulting
- Marketing
- Strategy
- Supply Chain Management

### CORE COURSES
(Courses are 2 credits each)

<table>
<thead>
<tr>
<th>FALL SEMESTER</th>
<th></th>
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<tbody>
<tr>
<td><strong>Term A</strong></td>
<td></td>
</tr>
<tr>
<td>Managerial Economics and Public Policy</td>
<td></td>
</tr>
<tr>
<td>Leadership and Teamwork</td>
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<tr>
<td><strong>Term B</strong></td>
<td></td>
</tr>
<tr>
<td>Introduction to Financial Accounting</td>
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<tr>
<td>Strategic Management</td>
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<table>
<thead>
<tr>
<th>SPRING SEMESTER</th>
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<tbody>
<tr>
<td><strong>Term C</strong></td>
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<tr>
<td>Data Models and Decisions</td>
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<tr>
<td>Marketing Management</td>
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<tr>
<td><strong>Term D</strong></td>
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<tr>
<td>Technology CORE Option</td>
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<tr>
<td>Financial Management</td>
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<table>
<thead>
<tr>
<th>SUMMER SEMESTER</th>
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<tbody>
<tr>
<td><strong>First Session</strong></td>
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<tr>
<td>Managerial Accounting</td>
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<tr>
<td>The Global Economic Environment</td>
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<tr>
<td><strong>Second Session</strong></td>
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<tr>
<td>Elective(s)</td>
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Total core credits: 22 of 54
Study Abroad

Smith’s 10-day global learning experiences give you the chance to meet with international executives and multinational 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.
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.

**Paulo Prochno**
Clinical Professor, Management & Organization
Paulo Prochno has taken hundreds of MBAs to Brazil. With his infectious energy and experience in consulting for well-known Brazilian companies, he is a student favorite and a model for enhancing the academic experience with global opportunities.

**Christine Beckman**
Associate Professor, Management & Organization
Christine Beckman seamlessly blends traditional case-based study with interactive discussion. She believes in preparing students for real-world scenarios with the theory and skills they need to succeed.

**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 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 curriculum, but your entire experience at Smith.
Learn from the world’s best at Smith signature events, where you’ll find some recognizable names speaking directly with student audiences.

**CEO@Smith**

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.
When research meets the real world, astounding things happen.

Located in College Park, Md., Smith’s Centers of Excellence are a great way for Part-Time MBAs to further pursue areas of interest.

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.

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.
FINANCE
At 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.

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.

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.

Stephanie Cramer, MBA ’14
Executive Advisor, Avalere Health
Learn at the intersection of business and power.

Although you’ll study exclusively at your home campus for your first year, your elective courses may be taken at any of the three campuses available to our Part-Time MBA students. It’s up to you to choose how you leverage Washington, D.C.’s, federal agencies, Baltimore's corporate culture and the Technology Corridor convenience of Shady Grove. And if you have questions, don’t worry—we can help you find your perfect fit.

**WASHINGTON, D.C.**
Located directly on top of the Federal Triangle Metro station, in the Ronald Reagan Building and International Trade Center, our downtown Washington, D.C., campus offers accessibility in the heart of the nation’s capital.

**BALTIMORE, MD**
Located in the UMD BioPark, our Baltimore campus offers everything you need to keep your life and academics on track: spacious breakout rooms and classrooms, a convenient cafeteria and on-site gym.

**ROCKVILLE, MD**
Earn your MBA with incredible proximity to the bustling Maryland-Virginia Technology Corridor, or—even better—closer to home at The Universities at Shady Grove.

Visit rhsmith.umd.edu/programs/part-time-mba for virtual tours of each campus.
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.

Apply Today!
rhsmith.umd.edu/ptmba
## Application Requirements

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<tr>
<th>Requirement</th>
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<tr>
<td>Online Application Form</td>
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<td>Application Fee</td>
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<tr>
<td>Essay</td>
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<tr>
<td>Résumé</td>
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<tr>
<td>Official Undergraduate and Graduate Transcripts</td>
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<tr>
<td>Letter of Recommendation</td>
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<td>GMAT or GRE</td>
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<tr>
<td>TOEFL or IELTS (if English is not your primary language)</td>
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## Tuition Fall 2014 (54-credit program)

<table>
<thead>
<tr>
<th>Tuition</th>
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<td>$1,465 per credit</td>
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Students enrolled in the Part-Time MBA program pay the equivalent of the in-state tuition rate for all classes taken at the Washington, D.C., Baltimore or Shady Grove campuses, regardless of their state of residency.

## Application Rounds

<table>
<thead>
<tr>
<th>Round</th>
<th>Date</th>
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<tbody>
<tr>
<td>December 1, 2014</td>
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<tr>
<td>February 2, 2015</td>
<td>*Priority deadline for scholarship consideration</td>
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<tr>
<td>April 13, 2015</td>
<td></td>
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<tr>
<td>June 1, 2015</td>
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</table>

Complete applications will receive an admissions decision within 30 days of the application deadline.

**Apply Today!**

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