PART-TIME MBA PROGRAM

THE UNIVERSITY OF MARYLAND
ROBERT H. SMITH SCHOOL OF BUSINESS

MBA
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 our 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
- Strategic Locations

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/ptmba
MBA students are an intelligent, unfailingly supportive, driven and diverse cornerstone to the community you’ll find at Smith. 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 28 countries.

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

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

Part-time MBAs manage the limited-enrollment Global Equity Fund in a hands-on experience of asset management.
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.

**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.

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, 10 percent of our population is made up of active-duty and former military students, with all five branches represented.

<table>
<thead>
<tr>
<th>INDUSTRIES REPRESENTED</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>Nonprofit/Education</td>
<td>9%</td>
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<tr>
<td>Aerospace</td>
<td>7%</td>
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<tr>
<td>Construction/Real Estate</td>
<td>5%</td>
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<tr>
<td>Military/Active Duty</td>
<td>5%</td>
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<tr>
<td>Energy</td>
<td>4%</td>
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<tr>
<td>Information Systems</td>
<td>4%</td>
</tr>
<tr>
<td>Entertainment</td>
<td>3%</td>
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<tr>
<td>Health Care</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>
</tr>
</tbody>
</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**

- Career coaching available at each campus
- 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 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
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 fewer than 33 months. Students can explore electives at all three of our convenient campuses.

**Traditional Evening MBA**
- **Courses offered:** Monday through Thursday (2 nights per week)
- **Campuses offered:** Baltimore, Md. and Washington, D.C.

**Weekend MBA**
- **Campus offered:** Washington, D.C.

**Evening Blended MBA**
- **Campus offered:** Rockville, Md.
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 incoming class of 2015 represents more than 117 undergraduate institutions, 189 employers and 28 countries.

**Part-Time MBA Class of 2015 Profile**

- **3.3** Average Undergraduate GPA
- **27%** Diversity
- **45%** Women
- **550-650** Middle 80% GMAT Range
- **10%** Military
- **189** Employers Represented

Justin Zielke
MBA ’12
Consultant, Reingold, Inc.
## Year One Sample Schedule

(Courses are 2 credits each)

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

**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

Total core credits: 22 of 54
Schedule may vary slightly by campus.
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*, 2015 and No. 6 Intellectual Capital, *BusinessWeek*, 2014), the education you’ll receive at Smith is 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, 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 curriculum, but your entire experience at 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.

**CEO@Smith Speaker Series**

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

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.

**Women Leading Women**

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.

**Smith School Business Summit**
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 and Dingman Jumpstart.

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.

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 wellbeing of individuals and societies. The center engages the community through the Ed Snider Debates, Justice and Markets Lectures and a new Fellows program.

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 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 an on-site gym.

**ROCKVILLE, MD**
Earn your MBA with incredible proximity to the renowned Maryland-Virginia Technology Corridor at the Universities at Shady Grove. Facilities feature a cafeteria and an on-site gym.

Visit rhsmith.umd.edu/PT-Tours for virtual tours of each campus.
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. Lucky for you, Smith’s largest alumni base is in the Baltimore and Washington, D.C., region – right in your new backyard.
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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<td>Official Undergraduate and Graduate Transcripts</td>
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<tr>
<td>Letter of Recommendation</td>
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<tr>
<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 2015-2016 Academic Year

$1,610 per credit

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>November 30, 2015</td>
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<tr>
<td>February 1, 2016*</td>
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<td>April 4, 2016</td>
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<tr>
<td>May 30, 2016</td>
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</table>

*Priority deadline for scholarship consideration

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

Apply Today!
rhsmith.umd.edu/ptmba

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Call: 301.405.2559    Email: mba_info@rhsmith.umd.edu    Visit: rhsmith.umd.edu