LEAD FEARLESSLY

UNIVERSITY OF MARYLAND
Robert H. Smith School of Business

MBA PART-TIME
At Smith we want you to succeed. We also understand what an incredible commitment it is to enroll in a rigorous MBA program, so we bring our part-time program to where you live and work.

With campuses located in Washington, D.C., Baltimore and Rockville, your MBA is easily accessible on your commute home, or just a few stops away on the Metro. Each campus has its own culture, and is staffed by a dedicated career coach whose office hours sync with your schedule.

Your quick mind, drive to learn and ability to become a strong, confident leader will be enhanced by our resources. You can supplement classroom learning with additional online courses. Learn outside of the classroom with programs that give you experience in areas like global business, consulting, tech and portfolio management. Find your place in our diverse, collaborative community. Then, use our vast alumni and industry connections to speed your climb to the career you’ve earned.

SCHEDULE A VISIT TODAY AND SEE FOR YOURSELF. rhsmith.umd.edu/ptmba
Each campus retains its own career coach, whose availability coincides with your schedule of classes. You’ll have the opportunity to accelerate your learning to graduate in 24 months, or to pace yourself for up to five years. All of Smith’s campuses offer elective global study experiences during the second year of the program.

**WHERE YOU LEARN**

We’re where you live, where you work and where you learn.

**CHOOSE THE CAMPUS THAT BEST SUITS YOU**

**Washington, D.C.**
- **EVENING MBA**
  Two nights per week
- **WEEKEND MBA**
  Two Saturdays each month, with the added benefit of blended learning.

**Baltimore, MD**
- **EVENING MBA**
  Two nights per week

**Rockville, MD**
- **EVENING MBA**
  Two nights per week
32,000+ Alumni in the Washington, D.C.-area

62,000+ Alumni across the globe

#19 Part-time MBA in the U.S. by U.S. News and World Report, 2017

#23 in Research (world) by Financial Times, 2016
CAREER ADVANTAGES

Be a degree closer to a CAREER YOU LOVE

Smith’s Office of Career Services works tirelessly to connect you with movers and shakers who can help you jumpstart your career. Our professional career coaches will help polish your résumé and give you insider tips to position you for the job of your dreams.

Career Services

LEADERSHIP ASSESSMENTS
CAREER EDUCATION CURRICULUM
AUTOMATED JOB SEARCH SYSTEM
CAREER COACHING AT EACH CAMPUS
EXPERIENTIAL OPPORTUNITIES

WORKSHOPS
- Résumé building
- Personal branding
- Case interviewing

ALUMNI
- Mock interviews
- Career coaching
- Networking opportunities

Bringing the CORPORATE WORLD IN-HOUSE

CEO@SMITH SPEAKER SERIES
Every semester leaders from companies such as Deloitte, Siemens, Marriott, SAP and PepsiCo come to College Park to share insights and advice with students. Can’t make it to campus? Don’t worry, we live stream it to all of our campuses.

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.

Opportunities with the WORLD’S TOP EMPLOYERS

Our reputation and locations attract some of the biggest names in business. Our students are in-demand, and have had both employment and networking opportunities with companies such as:
Smith MBAs
SWITCH CAREERS INTO HIGH GEAR

Facing recertification requirements as a public school teacher, Karen Blaszkiewicz, MBA ’16 weighed her options for class selections. At the urging of her mentor, she decided to take an accounting course and—to her great surprise—instantly fell in love. Emboldened by her newfound enthusiasm, she decided to apply to the Smith Part-Time MBA Program, and everything fell into place. After running the gamut of core coursework, Karen found her true passion in marketing. She used her Smith Career Services connections to secure an internship with Patrocinium, a crisis communication platform services firm. She boosted her coursework with a global study program in Brazil, as well as a Smith-sponsored consulting project.

“My Smith experience influenced my career by giving me the opportunity to meet new people and learn their personal and career-oriented stories. I enjoy learning what interests people and finding out what we have in common. My time at the Smith School helped me gain valuable friendships.”

-Karen Blaszkiewicz, MBA ’16
Coursework that WORKS FOR YOU

Smith’s greatest strengths stand to enhance yours. The MBA curriculum optimizes our specialties and connections, transforming you into a well-rounded professional in your career field.

Core Areas
ACCOUNTING
DATA ANALYSIS
FINANCE
GLOBAL ECONOMICS
LEADERSHIP AND TEAMWORK
MANAGERIAL ECONOMICS
MARKETING
OPERATIONS MANAGEMENT
STRATEGIC MANAGEMENT
TECHNOLOGY

If you select the Weekend MBA in Washington, D.C., 30 percent of your coursework will be completed in a blended-learning format.

Electives
ACCOUNTING
BUSINESS ANALYTICS
CONSULTING
ENTREPRENEURSHIP
FINANCE
INFORMATION SYSTEMS
LEADERSHIP
MARKETING
STRATEGY
SUPPLY CHAIN MANAGEMENT

Take up to four online electives with other part-time MBA students.

Dual Degrees
LAW
NURSING
PHARMACY
PUBLIC POLICY
REAL ESTATE
SOCIAL WORK

Combine your MBA with other graduate coursework to create the specialty that gets you where you’re going. It’s one more way the Smith MBA can help you distinguish yourself in a competitive marketplace.

SAMPLE PART-TIME MBA PROGRAM SCHEDULE (54 credits)

<table>
<thead>
<tr>
<th></th>
<th>24-MONTH PROGRAM</th>
<th>28-MONTH PROGRAM</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1ST YEAR</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall</td>
<td>4 core classes</td>
<td>4 core classes</td>
</tr>
<tr>
<td>Winter</td>
<td>1 elective class</td>
<td>1 elective class</td>
</tr>
<tr>
<td>Spring</td>
<td>4 core classes</td>
<td>4 core classes</td>
</tr>
<tr>
<td>Summer 1 (June/July)</td>
<td>2 core classes</td>
<td>2 core classes</td>
</tr>
<tr>
<td>Summer 2 (August)</td>
<td>1 online elective</td>
<td>2 core classes</td>
</tr>
<tr>
<td><strong>2ND YEAR</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall</td>
<td>1 core + 3 electives + 1 online elective</td>
<td>1 core + 3 electives + Global experience</td>
</tr>
<tr>
<td>Winter</td>
<td>Global experience</td>
<td>Global experience</td>
</tr>
<tr>
<td>Spring</td>
<td>4 electives + 1 online elective</td>
<td>4 electives</td>
</tr>
<tr>
<td>Summer 1</td>
<td>2 electives</td>
<td>2 electives</td>
</tr>
<tr>
<td>Summer 2</td>
<td>1 online elective</td>
<td></td>
</tr>
<tr>
<td><strong>3RD YEAR</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall</td>
<td></td>
<td>4 electives</td>
</tr>
</tbody>
</table>
Global Equity Fund
With a goal to achieve long-term capital appreciation by capturing the superior returns that equity investments have historically provided, the fund is fully managed by a mix of MBA and Masters of Finance students.

"ChangeTheWorld" NONPROFIT CONSULTING
This résumé-building program has you and your team working with a local nonprofit organization on a semester-long consulting project.
Joining you in the classroom are an exemplary group of people with the same drive and intellect, bringing different interests, strengths and goals to the table. And when you come together as a team, absolutely nothing can get in your way.

**Management Leadership for Tomorrow (MLT)**
As an MLT Partner School, Smith makes a definitive commitment to grow leaders from the African American, Latinx and Native American communities. Our partnership provides students with opportunities for career coaching, ongoing professional development and valuable networking events with industry peers.

**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 and how to make your financing package work for you.

**Well-Connected Network**
With more than 62,000 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. Smith alumni return frequently to lead alumni panels, provide mock interviews and network at school events.

**Fierce Women**
As the landscape continually changes for women in business, Smith makes sure you have the right tools to navigate forward in your career. From case competitions to skill specific workshops, you’ll be better prepared to be a fearless business leader.
The first year of your part-time MBA experience is never an easy one, and Robert Hallback, MBA ’15, decided to further complicate his by opening a restaurant in Florida. While for some, this might normally be a recipe for academic disaster, Hallback relied heavily on his classmates and professors—both with his restaurant and in class—and flourished as a result.

Smith’s community rallied around Hallback, and his classmates communicated details on deliverables and assignments when he had to be out of class. His professors connected him with other established restaurateurs, and everyone provided feedback and support for his venture in real time.

“It worked out so well for me—the regressions we ran in our data analytics class were based on my restaurant. And when we developed a strategic marketing plan, my classmates again chose to use my restaurant as the basis for the project. The benefits I’ve received from this program and from this community are enormous. I am so glad that I chose Smith for my MBA.”

—Robert Hallback, MBA ’15
Collaborate with some of the BEST MINDS IN BUSINESS

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.

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

HERE’S HOW THEY DO IT.

*The Economist, 2015

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
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 MBA Program.

Oliver Schlake is a world-class innovator whose colorful teaching methods get you out of your chair, finding new ways to approach problems. Having consulted for international companies like Audi, his experience and style make him a student favorite.

Conducting Business IN THE CLASSROOM

Hank Boyd knows that teaching part-time MBA students is different—that they bring a wealth of real-world knowledge and experience with them, and aren’t looking to be bowled over with theory that has no use in practice. And he loves that. So Hank teaches with a style that draws out students’ strengths, not by looking for the “right” answer in class, but for the moment that fans the spark of a question into a full-blown discussion. Encouraging critical thinking and community while pushing students to step outside their comfort zones has certainly resonated well in the classroom. This shows as Boyd has been the recipient of numerous teaching awards during his decade with Smith.

“I see myself as a conductor in an orchestra. These students already know how to play their instruments, and it’s up to me to help them find their passion and deliver their best performances.”

-Hank Boyd, Professor
We are Smith,
WE ARE FEARLESS

Today’s markets are fast-paced, data-driven, global and complex. The Smith School prepares students to lead fearlessly in those markets.

Our distinctives:

**World-Class Faculty**
A challenging, analytical curriculum created and delivered by our renowned faculty helps students develop critical thinking skills and learn to use big data to make better decisions.

**Strong Community**
Smith’s culture is competitive but not cutthroat. Students spur each other on to excellence in an environment that is collaborative, diverse, respectful and results-driven.

**Experiential Learning**
Case competitions, consulting projects, global courses, simulations and student-run funds help students practice navigating real-world complexity in ways that let them hit the ground running from the first day on the job.

**Entrepreneurial Spirit**
Smith Terps are resourceful problem-solvers who are inspired to achieve excellence. Whether innovating within a company or starting their own venture, our students roll up their sleeves and get the job done.

Learn Fearlessly. LEAD FEARLESSLY.
### 2016 Part-Time MBA Incoming Class Profile

<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>180</td>
<td>3.25</td>
<td>600</td>
<td>530-700</td>
<td>+80%</td>
<td>29</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average Years Post-University Work Experience</th>
<th>Women</th>
<th>Countries Represented</th>
<th>Underrepresented Minorities</th>
<th>Employers Represented</th>
<th>U.S. Military Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>34%</td>
<td>29</td>
<td>23%</td>
<td>160</td>
<td>9%</td>
</tr>
</tbody>
</table>

### Smith Super Saturdays and Applications

Conducted during the first half of the day by current students and alumni, Smith Super Saturdays provide every applicant the opportunity to present as a candidate to our Part-Time MBA Program. This is in addition to networking sessions, workshops and panels.

### Application Rounds

<table>
<thead>
<tr>
<th>Application Deadline</th>
<th>Super Saturday Interviews</th>
<th>Decision Notification</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 23, 2017</td>
<td>February 11, 2017</td>
<td>February 27, 2017</td>
</tr>
<tr>
<td>March 20, 2017*</td>
<td>April 8, 2017</td>
<td>April 24, 2017</td>
</tr>
<tr>
<td>May 22, 2017</td>
<td>June 10, 2017</td>
<td>June 26, 2017</td>
</tr>
</tbody>
</table>

*Priority deadline for scholarship consideration

### 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 2016/2017 (54-credit program)

- $1,610 per credit

### Scholarship Information

Merit-based scholarships are available. Over 80% of part-time students received scholarship money in 2016.