Business is changing at lightning speed. In order to compete and succeed in this ever-changing, increasingly complex global economy, business leaders must not only be able to adapt to change, they must also drive change. The University of Miami MBA program will prepare you to drive that change.

At the University of Miami, you’ll find an MBA program that is truly world-class — a one-of-a-kind experience to enhance your journey to success. Like you, the School of Business Administration is on the move — growing, flourishing and becoming better than ever before. We boast an acclaimed business faculty, have developed new and innovative cross-disciplinary programs and have established close ties with the business community to offer outstanding opportunities for our students throughout their MBA experience — and throughout their careers.

From your very first day, you’ll be immersed in the world of business, with real-world learning opportunities that will prepare you to compete successfully on the world stage. You’ll enhance your learning in state-of-the-art facilities on one of the most beautiful college campuses in the world. And you’ll work in and experience the exciting City of Miami, one of the world’s major international business centers and home to many prestigious multinational corporations and businesses.

We invite you to join us for an MBA experience that will transform your life. Welcome to the University of Miami School of Business Administration. Welcome to world class.
COUNTRIES REPRESENTED IN UNIVERSITY OF MIAMI MBA STUDENT BODY

FULL-TIME MIAMI MBA STUDENT BODY

DIVERSITY
- 12% Asian
- 25% International
- 30% Caucasian
- 18% African American
- 15% Hispanic

GENDER
- 40% Female
- 60% Male

UNDERGRADUATE MAJORS
- 34% Business
- 19% Engineering
- 17% Humanities/Social Science
- 14% Economics
- 8% Math/Science
- 8% Other

INTERNATIONAL STUDENTS
- 4% Asia
- 8% Africa
- 32% Europe
- 56% Latin America
GLOBAL IS IN OUR DNA

Mastering the skills you need to thrive in the complex, ever-changing global economic environment takes more than learning management theory. Business achievement results from real-life, hands-on experience, global awareness and insightful understanding of best global business and management practices. The University of Miami School of Business Administration MBA experience empowers students to fully engage in the international marketplace by providing them with the opportunity to gain the knowledge and experience they need to succeed, whether they work for a global company or for themselves.
To augment its rigorous MBA curriculum, the University of Miami School of Business Administration creates a stimulating, diverse and intellectual real-world hands-on learning environment. The faculty and administration encourage an open exchange of information that brings theory to life. Working in small learning teams, students collaborate to analyze problems, formulate strategies, fine-tune leadership skills and test newly acquired insight. Through personal interaction, students heighten their cultural awareness, refine their global perspective and learn to communicate effectively with individuals from diverse cultural, academic and professional backgrounds. Strong, lasting relationships with classmates from around the globe are theirs for a lifetime.

University of Miami MBA students are continuously exposed to new ideas and cutting-edge theory through contact with influential thought leaders from a wide variety of companies and industries. The School’s Career Services Center, dedicated exclusively to graduate students, connects MBAs directly with mentors, internships and rewarding job opportunities around the world. Living in Miami, students reap the benefits of learning and participating in an international center of trade and commerce – one of the most dynamic and diverse business environments on the planet. Global connectivity increases with the many opportunities to study abroad.

At the University of Miami, the MBA experience is shaped by each individual student and the people they share it with – professors, the administration and most of all, classmates. That’s one of the reasons our admissions criteria are decidedly selective. We invite candidates with the greatest potential who are ready to take their talents to a higher level. By joining with peers who are on the same journey upward, students gain substantial lifetime benefits.

The University of Miami MBA experience will change you – for life and for the better. And it will last long after you first hang your diploma in the corner office.

Particularly attractive is the University of Miami’s diversity. On my team I had people representing five different countries and people I would have never met in Venezuela. They were from India, Saudi Arabia, Brazil and elsewhere.

Lisette De Oro
Caracas, Venezuela
MBA 2011
THE UNIVERSITY OF MIAMI MBA EXPERIENCE
PREPARING FOR SUCCESS IN A GLOBAL MARKETPLACE

All business is global. The University of Miami MBA program prepares students to lead and manage effectively, no matter what changes and cultural nuances they will face in the global marketplace. This world-class program is designed to:

Develop students so they become capable of – and comfortable with – positions of leadership, by providing real-world career and life experiences in a stimulating, diverse and intellectual environment.

Refine students’ global outlook through heightened cultural awareness and a global-centric curriculum.

Open the exchange of information, bring theories to life and encourage collaboration in the analysis of problems and the formulation of strategies.

Prepare students for the competitive, demanding and constantly changing global business environment through first-hand exposure to international business practices.

Enable students to communicate effectively with individuals from diverse cultural, academic and professional backgrounds.

Enhance students’ critical thinking, writing, presentation and career development skills.

Help students build strong, lasting relationships with one another to create an invaluable professional and personal network.

Connect students with the global business community through the School’s strong partnerships with distinguished alumni and other top executives from many of the world’s leading companies and multinational corporations.

Help students discover their potential and achieve their career goals.
The key to an outstanding MBA program is an outstanding faculty.

The professors who teach in the University of Miami MBA program are second-to-none – recognized worldwide for both their teaching and research. Educated at some of the world’s finest academic institutions, University of Miami School of Business faculty members are specialists in their fields, including international business, entrepreneurship, health sector management and policy, real estate, economics, marketing, management, management science, finance, business technology, accounting and business law.

At the University of Miami School of Business Administration, faculty members don’t just talk about the complex and interconnected global economy, they represent it. Members of the business faculty come from dozens of countries, conduct leading-edge global business research and consult with FORTUNE 500® companies, international corporations and governments around the world. Working as consultants, the School’s educators test and apply their research in the real business world – merging theoretical and practical perspectives. This experience, when introduced in the classroom, enriches the curriculum and brings lessons to life.

Faculty members are academically demanding, yet exceptionally approachable and accessible. For many MBA students, the student-faculty relationships developed at the University of Miami School of Business continue long into their professional lives.
The University of Miami MBA curriculum prepares students to successfully manage change and navigate the complex global marketplace. The balanced and comprehensive cross-disciplinary framework of the program helps students learn to think critically across subjects, linking their knowledge of management, economics and marketing with such areas as finance, business law and technology. The curriculum emphasizes global management and leadership development.

Faculty members guide and encourage students to take chances and rewrite the rules. In addition to learning the right answers, students learn to ask the right questions.

### WHICH FULL-TIME MBA PROGRAM IS RIGHT FOR YOU?

<table>
<thead>
<tr>
<th>TWO–YEAR MBA</th>
<th>ONE–YEAR MBA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designed for those who have an undergraduate background in business, as well as those from other industry areas interested in a career in business. The curriculum not only prepares students for leadership in business – it adds a valuable dimension to other professions.</td>
<td>Accelerated program designed for students with an undergraduate degree in business, who graduated from an accredited university.</td>
</tr>
<tr>
<td>Coral Gables</td>
<td>Coral Gables</td>
</tr>
<tr>
<td>27</td>
<td>26</td>
</tr>
<tr>
<td>3.5 years</td>
<td>2 years</td>
</tr>
<tr>
<td>up to 100 students</td>
<td>up to 35 students</td>
</tr>
<tr>
<td>21 months</td>
<td>11 months</td>
</tr>
<tr>
<td>56 credits</td>
<td>35 credits</td>
</tr>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

### CURRICULUM THAT PREPARES STUDENTS TO SUCCEED ON THE GLOBAL STAGE

The University of Miami MBA curriculum prepares students to successfully manage change and navigate the complex global marketplace. The balanced and comprehensive cross-disciplinary framework of the program helps students learn to think critically across subjects, linking their knowledge of management, economics and marketing with such areas as finance, business law and technology. The curriculum emphasizes global management and leadership development.

Faculty members guide and encourage students to take chances and rewrite the rules. In addition to learning the right answers, students learn to ask the right questions.
**TWO-YEAR MBA PROGRAM**

The two-year Full-Time MBA program is a 56-credit program composed of 30 courses. Eleven of the courses are electives that can be used toward a concentration(s). Course waivers allow students to substitute an elective course for some, but not all, required courses. To qualify for a waiver, a student must pass a written exam.

**YEAR ONE**

**Fall Semester**

**Building Management Skills**

**Term 1-1**
- ACC 670  Financial Reporting and Analysis
- BUS 600/602 Critical Thinking and Effective Speaking
- BUS 604 MBA Career Development and Enrichment
- ECO 685 Managerial Decisions in a Global Economy
- MGT 675 Business Policy and Strategy

**Term 1-2**
- ACC 671 Accounting for Decision Making
- BUS 603 Critical Thinking and Effective Speaking
- MAS 631 Statistics for Managerial Decision Making
- MGT 620 Managing Through People

**Spring Semester**

**Making Management Decisions**

**Term 1-3**
- BSL 690 Legal and Ethical Implications of Business Decision Making
- BUS 604 MBA Career Development and Enrichment
- FIN 641 Valuation and Financial Decision Making
- MAS 632 Management Science Models for Decision Making
- MGT 640 Foundations of Marketing Management

**Term 1-4**
- BTE 610 Foundations of Management Information Systems
- FIN 642 The Financial Environment
- MGT 643 Principles of Operations Management
- MKT 650 Strategic Marketing

**YEAR TWO**

**Fall Semester**

**Expanding Career Opportunities**

**Term 2-1**
- BUS 604 MBA Career Development and Enrichment
- Elective
- Elective
- Elective

**Term 2-2**
- Elective
- Elective
- Elective

**Spring Semester**

**The Executive Perspective**

**Term 2-3**
- BUS 604 MBA Career Development and Enrichment
- Elective
- Elective
- Elective

**Term 2-4**
- MGT 677 Corporate Strategy and Organization
- Elective
- Elective

**ONE-YEAR MBA PROGRAM**

The One-Year MBA program is a 35-credit cohort program that is completed in one year. There are no summer classes, allowing most students to participate in summer internships. Students progress together through a sequential pattern of one- or two-credit courses. The program is composed of 19 courses, seven of which are electives. There are two semesters totaling 28 weeks of class time. Each semester consists of two seven-week terms. Students are registered for four to six courses per term. Waivers and course transfers are not permitted. Concentrations are not available or granted.

Students with less than one year of work experience are encouraged to complete a summer internship. The Ziff Graduate Career Services Center assists all MBA students with preparation and internship searches.

**Spring Semester**

**Term 1-1**
- BUS 602 Critical Thinking and Effective Writing
- BUS 604 MBA Career Development and Enrichment
- FIN 641 Valuation and Financial Decision Making
- MAS 632 Management Science Models for Decision Making
- Elective
- Elective

**Term 1-2**
- BSL 690 Legal and Ethical Implications of Business Decision Making
- BUS 603 Critical Thinking and Effective Speaking
- BTE 610 Foundations of Management Information Systems
- FIN 642 The Financial Environment
- MKT 645 International Marketing

**Summer – Internship**

**Fall Semester**

**Term 1-3**
- BUS 604 MBA Career Development and Enrichment
- MGT 645 Principles of Supply Chain Management
- Elective
- Elective
- MKT 650 Strategic Marketing

**Term 1-4**
- Elective
- Elective
- Elective
- MGT 677 Corporate Strategy and Organization

*Please note: The curriculum and course sequence are subject to change. Additional electives may be available.*
ELECTIVE COURSES

MBA students in the two-year program enroll in elective courses during the second year of the program. One-Year MBA students enroll in electives throughout the program. Both programs are full-time. Elective offerings are based on class demand. Course descriptions can be found online at www.bus.miami.edu/graduate-programs/full-time-mba/course-descriptions.
ELECTIVE COURSES

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ELECTIVES

Accounting
ACC 603 Studies in Financial Reporting Issues
ACC 604 Seminar in Cost Accounting
ACC 606 Internal Auditing
ACC 610 Accounting Research and Theory
ACC 611 Auditing Seminar
ACC 620 Accounting Controls in Information Technology
ACC 622 Advanced Issues in Auditing
ACC 623 International Accounting and Taxation
ACC 624 Accounting for Governmental and Not-for-Profit Entities
ACC 630 International Financial Reporting Standards
ACC 631 Advanced Financial Accounting Topics
ACC 640 Corporate Taxation I
ACC 641 Corporate Taxation II
ACC 642 Seminar in Taxation
ACC 643 Tax Research
ACC 645 Partnership Taxation
ACC 648 Financial Reporting Implications of Income Taxes
ACC 662 Taxation of Multinational Corporations
ACC 672 Advanced Financial Analysis
ACC 677 Forensic Accounting

Business
BUS 624 Asian/Pacific Business Environment – International Trip
BUS 625 Latin America Business Environment – International Trip
BUS 628 Multidisciplinary Action Projects (4-credit class)

Business Law
BSL 675 Advanced Business Law
BSL 691 The Public Corporation: Legal Perspectives
BSL 692 Legal Implications of International Business Transactions
BSL 694 Real Estate Law

Business Technology
BTE 612 Enterprise Technologies
BTE 613 Business Intelligence Technologies
BTE 617 Information Technology Project Management
BTE 680 Introduction to Programming
(3-credit/full-semester class)
BTE 689 Entrepreneurship: Launching a High-Tech Venture

Economics
ECO 695 Global Economics

Finance
FIN 643 Quantitative Finance & Market Microstructure
FIN 644 Real Estate Investment and Appraisal
FIN 645 Real Estate Finance
FIN 647 Intro to ARGUS (1-credit class)
FIN 648 Advanced ARGUS (1-credit class)
FIN 650 Financial Investments
FIN 651 Advanced Topics in Investments
FIN 653 Alternative Investments
FIN 660 International Finance
FIN 661 Advanced Topics in International Finance
FIN 670 Corporate Finance
FIN 671 Advanced Topics in Corporate Finance
FIN 674 Financial Analysis of Mergers and Acquisitions
FIN 679 Private Equity & Venture Capital
FIN 681 Financial Institutions
FIN 683 Financial Modeling
FIN 685 Mathematics of Financial Derivatives
FIN 686 Financial Decision Making
FIN 698 Real Estate Market Analysis

Management Science
MAS 633 Introduction to Quality Management
MAS 634 Administrative Systems for Quality Management
MAS 635 Design of Experiments
MAS 637 Applied Regression Analysis and Forecasting
MAS 638 Management Science Consulting
MAS 639 Data Acquisition, Preparation and Visualization
MAS 647 Computer Simulation Systems
(3-credit/full-semester class)
MAS 648 Data Mining and Knowledge Acquisition
(3-credit/full-semester class)
MAS 663 Project Management and Modeling

Management
MGT 617 Leading Across Cultures
MGT 621 High Performance Leadership
MGT 622 High Performance Teams
MGT 623 Human Resource Systems
MGT 624 Negotiation Strategies
MGT 625 Entrepreneurship: Creating New Ventures
MGT 645 Principles of Supply Chain Management
MGT 679 Merger and Acquisition Strategies
MGT 680 Doing Business in China
MGT 691 International Management
MGT 698 Management, Economics and Ethics of Health Care (3-credit class)
MGT 698 Mergers & Acquisitions: A Cross-Border Perspective
MGT 698 Public Policy Strategy

Marketing
MKT 641 Marketing Research
MKT 644 Services Marketing
MKT 645 International Marketing
MKT 646 Consumer Behavior
MKT 647 Advertising and Communication Management
MKT 648 New Product Development
MKT 649 Strategic Brand Marketing
MKT 675 Marketing Analytics
MBA CONCENTRATIONS

Students typically enroll in elective courses during the entire second year of the program. Students may be able to complete a concentration based on completion of appropriate electives. Areas of concentration include: Business Technology, Finance, International Business, Management, Management Science, Marketing, Mergers and Acquisitions and Real Estate.

_Elective offerings are based on sufficient student demand._

**International Business (IBU)**
As business becomes highly competitive, domestic and international firms need to understand the opportunities available for selling overseas, obtaining supplies from other countries and using international financial markets.

_Four courses are required for an IBU concentration:_
- BSL 692 Legal Implications of International Business Transactions
- BUS 624 Asian/Pacific Business Environment – International Trip
- BUS 625 Latin America Business Environment – International Trip
- ECO 695 Global Economics
- FIN 660 International Finance
- FIN 661 Advanced Topics in International Finance
- MGT 617 Leading Across Cultures
- MGT 620 Doing Business in China
- MGT 691 International Management
- MKT 645 International Marketing

**Management (MGT)**
The concentration in Management will prepare the MBA graduate for job opportunities that involve managerial responsibilities. The concentration is designed not merely to prepare students for careers in management, but to produce creative thinkers with strong communication and negotiation skills.

_Four courses are required for a MGT concentration:_
- MGT 621 High Performance Leadership (required)
- MGT 623 Human Resource Systems (required)
- MGT 624 Negotiation Strategies
- MGT 625 Entrepreneurship: Creating New Ventures
- MGT 645 Principles of Supply Chain Management
- MGT 679 Merger and Acquisition Strategies
- MGT 680 Doing Business in China
- MGT 691 International Management
- MGT 698 Management, Economics and Ethics of Health Care (3-credit class)

**And two of the following:**
- MGT 679 Mergers & Acquisitions: A Cross-Border Perspective
- MGT 698 Public Policy Strategy

**Finance (FIN)**
The area of finance is focused on valuation and decision making: what’s it worth, and what do we do next? This makes the finance function a pivotal part of every organization. The concentration in Finance is designed to prepare students for jobs in this exciting career. The concentration is built on corporate finance and investments. Students then choose from a variety of other electives to complete the program.

_Five courses are required for a FIN concentration:_
- FIN 650 Financial Investments (required)
- FIN 670 Corporate Finance (required)
- And three of the following:
  - FIN 643 Quantitative Finance & Market Microstructure
  - FIN 644 Real Estate Investment and Appraisal
  - FIN 645 Real Estate Finance
  - FIN 647 Intro to ARGUS (1-credit class)
  - FIN 648 Advanced ARGUS (1-credit class)
  - FIN 651 Advanced Topics in Investments
  - FIN 653 Alternative Investments
  - FIN 660 International Finance
  - FIN 661 Advanced Topics in International Finance
  - FIN 671 Advanced Topics in Corporate Finance
  - FIN 674 Financial Analysis of Mergers and Acquisitions
  - FIN 679 Private Equity & Venture Capital

_Four courses are required for a BTE concentration:_
- BTE 612 Enterprise Technologies
- BTE 613 Business Intelligence Technologies
- BTE 617 Information Technology Project Management
- BTE 680 Introduction to Programming
- BTE 689 Entrepreneurship: High-Tech Venture

**Business Technology (BTE)**
The dependence of organizations on technology has created a demand for individuals who understand such systems and who can apply them in the corporate environment. Accordingly, the concentration in Business Technology is intended to prepare the “Techno” MBA for a career that balances managerial skills with an understanding of technology, its implementation and its use as an analysis tool in an enterprise context.
Management Science (MASG)
The field of management science involves the application of quantitative methods and data analytics in the managerial decision making process.

Four courses are required for a MASG concentration:
MAS 647 Computer Simulation Systems
(3-credit/full-semester class)
MAS 648 Data Mining and Knowledge Acquisition
(3-credit/full-semester class)
MAS 633 Introduction to Quality Management
MAS 634 Administrative Systems for Quality Management
MAS 635 Design of Experiments
MAS 637 Applied Regression Analysis and Forecasting
MAS 638 Management Science Consulting
MAS 639 Data Acquisition, Preparation and Visualization
MAS 663 Project Management and Modeling

A popular option within the Management Science concentration is the Deming-based Lean Six Sigma certification. A Six Sigma Champion certification is available after completing MAS 633, and a Six Sigma Green Belt Certification is available after completing MAS 634, MAS 635 and MAS 637. The student must pass the Champion (Green Belt) exam with a minimum grade of 80% in order to receive the Champion (Green Belt) certification.

Marketing (MKT)
Marketing is the process through which organizations develop and distribute products and services that satisfy the needs of customers. Rapidly increasing global competition, emergence of new markets and technological advancements make today’s marketplace a highly dynamic and challenging environment for companies. Effective marketing is crucial for organizations to survive and prosper.

Four courses are required for a MKT concentration:
MKT 641 Marketing Research (required)

And three courses from the following:
MKT 644 Services Marketing
MKT 645 International Marketing
MKT 646 Consumer Behavior
MKT 647 Advertising and Communication Management
MKT 648 New Product Development
MKT 649 Strategic Brand Marketing
MKT 675 Marketing Analytics

Mergers & Acquisitions (MAQ)
The Mergers & Acquisitions concentration is a sophisticated cross-disciplinary concentration designed to prepare students who anticipate careers in investment banking, in strategic consulting or in high-level corporate finance. Drawing from law, management and finance, the concentration provides students with a rigorous introduction to the theory and practical implementation of mergers and acquisitions.
Five courses are required for the MAQ concentration:
BSL 691  The Public Corporation: Legal Perspectives
FIN 670  Corporate Finance
FIN 674  Financial Analysis of Mergers and Acquisitions
MGT 679  Merger & Acquisition Strategies
MGT 698  Mergers & Acquisitions: A Cross Border Perspective

Also highly recommended:
ACC 672  Advanced Financial Analysis

Real Estate (RLE)
The Real Estate concentration is for students interested in leadership roles within the real estate industry. Understanding the complexities of the industry, the School’s program takes a multidisciplinary approach and utilizes the academic talent and expertise of faculty throughout the University of Miami. The School’s location in a high-growth international city provides an ideal environment for students to learn firsthand about the complexities of commercial real estate development. As part of the coursework, students hone their practical skills by working on projects that focus on local and national development opportunities, including exposure to economic market analysis, feasibility studies, loan application proposals and commercial underwriting.

The Real Estate Concentration consists of FIN 644, FIN 645, BSL 694 and two ARGUS (commercial real estate software) classes. In addition, one other course must be selected from the list below, which includes three courses from the School of Architecture. Students who enroll in the Architecture courses must meet any prerequisites established by the School of Architecture.

Six courses are required for a RLE concentration:
FIN 644  Real Estate Investment and Appraisal
FIN 645  Real Estate Finance
FIN 647  Intro to ARGUS (1-credit class)
FIN 648  Advanced ARGUS (1-credit class)
BSL 694  Real Estate Law

And one from the following:
FIN 698  Real Estate Market Analysis
MAS 663  Project Management and Modeling
RED 601  Introduction to Real Estate Development and Urbanism (3-credit/full semester class)
RED 660  Urban Infill, Preservation and Mixed Use Development (3-credit/full semester class)
RED 680  Entrepreneurship in Real Estate (3-credit/full semester class)
GAIN GLOBAL EXPERIENCE AT HOME AND ABROAD
The University of Miami is committed to providing MBA students with unique opportunities to gain real-world, hands-on experience on-campus and off-campus in the South Florida business community and around the world.

Student Exchanges/ International Partnerships
The University of Miami MBA Exchange program allows students to study at a number of leading business schools in countries including China and Spain. In one-semester exchanges, students change places with students selected by University of Miami’s AACSB-accredited exchange universities abroad. Classes and credits are coordinated with the track of each individual student. Regardless of which partner university is in the exchange, University of Miami MBA students pay the same tuition that they would at the University of Miami.

Study Abroad/ International Visits
Brief (one- or two-week) international visits provide MBA students with the unique opportunity to sample different international business perspectives, first-hand. As part of this program, students may receive lectures on pressing international business matters, meet prominent local business leaders, tour companies and manufacturing operations and immerse themselves in a country’s cultural, social and business environment. In 2014, programs were offered to China and Brazil.

Annual Business Plan Competition
The annual University of Miami Business Plan Competition, sponsored by the School of Business Administration, enables MBA students to experience the real-world challenges of taking a business from concept to actualization. The competition is open to all students who have an interest in starting their own business and reaping the rewards of success. In 2015, the Business Plan Competition awarded more than $50,000 to help winning student entrepreneurs launch and grow their ventures.

Annual New York City Experience
MBA students interested in pursuing careers in finance and/or consulting travel to New York City each year during Wall Street Week. The trip has included visits to firms such as Deloitte and Credit Suisse, the World Business Forum, the New York Mercantile Exchange and the set of CNBC during live broadcasts.

The MBA Consultants to Nonprofits Intern Program
Part of the mission of the University of Miami School of Business Administration is to develop leaders who make a difference in the world. The School’s MBA Consultants to Nonprofits Program is a summer internship program linking MBA students with area nonprofits. The 10-week program promotes a spirit of engagement and community service, and reinforces the idea of businesses and the community working together for mutual benefit. MBA students gain outstanding experience serving as consultants, solving real-life business problems and building their networks.

Impact Conferences
The University of Miami is a thought leader, influencing business practice through leading-edge faculty research and engagement with the business community. University of Miami MBAs have the opportunity to participate in a variety of business forums and impact conferences on issues ranging from the business of health care to real estate investment.

In 2015 for example, the School brought together more than 700 business professionals for forward-thinking discussion on The Business of Health Care: Disruptive Technology, Access and Efficiency, during a conference. Other such forums hosted by the School in 2015 included the University of Miami Real Estate Impact conference, which featured Ian Schrager, founder and chairman of the Ian Schrager Company, and Richard LeFrak, CEO of the LeFrak Organization. Previous forum speakers have included such industry leaders as Muhtar Kent, president and CEO of The Coca-Cola Company, and Jack Welch, the legendary former CEO of General Electric Company.

Student-Managed Investment Fund
The School’s Student-Managed Investment Fund (The Category 5 SMIF) provides University of Miami MBAs with hands-on experience making real investment decisions with real consequences. Students start with a series of special classes, researching industries and companies, and then decide which stocks to hold, buy and sell. Students begin as analysts and, over the two-year course, transition into portfolio managers, handling the fund’s risk/reward profile and covering additional sectors. Then, they help choose and train the next group of analysts. The hands-on investing experience can make a big difference when students interview for jobs and internships.

Executive-in-Residence Program
The School’s Executive-in-Residence program brings CEOs and other top leaders of multinational corporations into the classroom, where they add depth and immediacy to discussions with their expertise and insights. Students have the unique opportunity to engage with these renowned business leaders and learn how they successfully manage the operations of their global organizations.
Stephen Ross (left), chairman and founder of The Related Companies, and Jorge M. Pérez, chairman, CEO and founder of The Related Group, held a candid conversation during a 2013 Real Estate Impact Conference keynote session.

Raul Alvarez, BBA ’76, then-president and COO of McDonald’s Corp., speaks to a student during the School’s Executive-in-Residence program.

MBA students in Lima, Peru, on an international visit.

UNIVERSITY OF MIAMI CIBER

The University of Miami School of Business Administration is home to a Center for International Business Education and Research (CIBER), one of just 17 such centers in the U.S. The CIBER provides MBA students with a host of global and other experiential learning opportunities, including:

- International faculty-student mentorships
- Annual “Western Hemisphere’s Opportunities and Challenges” Conference
- Annual “Impact on Business of Latin America’s Security Challenges” Workshop
- Portuguese business courses and unique language tutorials
- Travel-support grants to countries crucial to the U.S.
- Student business-language case competitions
- International internships, particularly in Latin America
- Several international business courses in such areas as international services
- International visits to India, China and Brazil
- MBA Global Practicum, in which student consulting teams solve real-world problems faced by U.S.-based clients abroad
- International business leadership module during Global Business Week
University of Miami School of Business Administration graduates are highly sought by companies around the world. Leading firms from across business sectors recruit on campus and maintain strong ties with the School’s Sanford L. Ziff Graduate Career Services Center. The Ziff Center is exclusively dedicated to MBA students, providing them with the support and tools they need to find the best career opportunities, obtain internships and compete for top leadership positions. The staff actively promotes University of Miami MBA students to the business community – from FORTUNE 1000® companies to entrepreneurial firms.

2013 – 2014 Recruiting Highlights:

- MBA-focused campus recruiting events
- On-campus recruitment by Fortune 500 corporations
- 100% summer internship placement
- Employment placement increased by 18% year-over-year from 2013 to 2014
- Salaries up 10% year-over-year from 2013 to 2014
- Dramatic increase in six-figure compensation packages
The following is a partial list of companies that have recruited University of Miami MBA students in recent years:

Accenture
ADP
AIG
Allstate Insurance Company
American Express
Assurant Solutions
AT&T Services
AT Kearney
Audi Latin America
AXA Advisors LLC
Bacardi U.S.A. Inc.
Banco Santander
Bank of America/ML
Bank United, FSB
Bayview Asset Management
Bessemer Trust
Boyne Capital
Brightstar Corp.
Brilla Group
Brooks International
Burger King Corp.
Burson-Marsteller
Campbell’s Soup Company
Carnival Cruise Lines Inc.
Carnival Corporation & plc
Cassel Salpeter & Co.
CBS Interactive
Central Intelligence Agency
Cisco Systems Inc.
Citigroup
Citrix Systems Inc.
Cole Haan
Cordis, A Johnson & Johnson Company
Credit Suisse Securities (USA) LLC
Crocs
Crispin, Porter + Bogusky
Darden Restaurants Inc.
Del Monte Fresh Produce Company
Deloitte Consulting
DHL US
Diageo
 Electrolux Professional North America
Elizabeth Arden
Ernst & Young
FedEx LAC Division
Florida Power & Light Company
Gallup Organization Inc.
General Electric Capital
Greenberg Traurig LLP
Goldman Sachs & Co.
H.I.G. Capital
HEAT Group
Hewlett Packard Company
IBM
Inktel Contact Center Solutions
Intcomex
Independent Purchasing Cooperative, IPC. A
Subway Franchise Owned Organization
Jackson Health Systems
JM Family Enterprises Inc.
Johnson & Johnson
JP Morgan Chase
KPMG
L’Oreal USA
Lennar Corp.
LNK Property LLC
Louis Vuitton
Luxury Brand Partners/ORIBE
Marcus & Millichap Investment Real Estate
MasterCard Worldwide
Medtronic Inc.
MFM Lamey Inc.
Microsoft Corp.
Moet-Hennessy USA and Millennium Maison

Morgan Stanley
Mount Sinai Medical Center
MTV Networks
NextEra Energy
Nike
Northwestern Mutual Financial Network
Norwegian Cruise Line
Noven Pharmaceuticals Inc.
Office Depot Inc.
Pepsi Bottling Group
Pernod Ricard Americas Travel Retail
Perry Ellis International
Proctor & Gamble
Royal Caribbean Cruise Ltd.
Ryder System Inc.
SABMiller LATAM
Sandoz LATAM
Sony
Starboard Cruise Services Inc.
Sunera LLC
SunTrust Bank, South Florida N.A.
Systemax North American Technology Group
The Coca-Cola Company
The Home Depot
TracFone Wireless Inc.
Trivest Partners L.P.
Tupperware Corp.
Tyco International
U.S. Securities and Exchange Commission
UBS Private Wealth Management
Visa Latin America
Vitas Innovative Hospice Care
Walmart Mexico
World Fuel Services
Yum! Restaurants International
As part of the Ziff Center’s partnership with MBAs, students receive individualized career guidance to help them identify the best career opportunities, obtain internships, compete at the highest level for coveted leadership positions and ultimately achieve their long-term professional goals.
University of Miami students have an edge when it comes to job opportunities. The University maintains strong partner relationships with leading executives, global corporations, University of Miami alumni and many other leaders in South Florida and throughout the world. This diverse professional network with strong ties to the University of Miami translates into exceptional opportunities for students.

Even before MBA students arrive on campus, the Ziff Career Services Center begins collecting information about their strengths and career aspirations so the Center can help each student craft a career development plan and build an effective career strategy. The unique capabilities and interests of each student are then assessed and reevaluated throughout the year so that students receive career advice that reflects the most updated understanding of their individual goals. The Center also presents many events that provide insights into a wide range of industries, companies and career options. These events include presentations, roundtable discussions and career fairs. Students have access to top-level career development resources and receive individualized reviews of their resumes, cover letters and interview techniques. Support continues through the final stages of job offers, negotiations and acceptance.

Networking and Career Planning Events
Throughout the year, the Ziff Center hosts events designed to provide MBA students with exposure, access and opportunity to meet the right people.

• MBA Table Top – This bi-annual event takes place in the fall and spring semesters and gives students exposure to companies seeking MBA students.

• Company information sessions, site visits and interviews – These presentations and events are hosted throughout the year by such leading companies as Citigroup, Goldman Sachs, Ryder, Credit Suisse, Pernod Ricard, Bacardi, Royal Caribbean Cruises Ltd. and many others.

• Mock Interviews – Throughout the year, the Ziff Center schedules mock interviews with business executives and hiring managers so that students can get real-world interviewing experience. The volunteer interviewer provides a feedback sheet that career advisors can then use to help students improve their interview skills.

• Career Management Plan Workshop Series – These workshop sessions allow MBA students to hear speakers who are experts in their industries. They provide students with information on topics including: Creating a Strategic Career Plan, Résumé Writing, Interviewing Skills, Job Search Strategy, Communication Skills and Business Etiquette.

National Conferences/Expos
National career conferences offer students the opportunity to meet representatives from FORTUNE 500® companies looking to hire MBAs. These national conferences, often hosting more than 250 companies with multiple interview schedules, enable students to collect the information they need to make important decisions about their futures and their careers, while giving them the opportunity to interview for summer or full-time opportunities on-site. The Ziff Center provides scholarships to students attending these conferences.

Additional Career Search Tools
Full-time MBA students have access to the best company and industry research tools, international databases and lead generation technology. These include the latest “job trigger” technology, company intelligence, 20 million industry contacts and access to thousands of U.S. and international job listings. With online tools, students can easily create personal records to track leads, store contacts, save résumés and schedule follow-up calls and interviews.
One of the great aspects of the program is the dedicated career services center for MBA students. The Ziff Center hosts numerous networking events targeted for MBA students and brings in professionals from across the nation to actively recruit. I had three interviews for internships and I was offered all three positions.

Darryl Doonie
Toronto, Canada
MBA 2011

Mentor Program
The Mentor Program enhances the overall educational experience and prepares students to succeed in the workplace by bridging the gap between the classroom and the real world.

Enrolled graduate students with a 3.0 grade point average or higher are eligible to apply for the program. Once accepted, students are matched with a corporate representative or an entrepreneur working in an area of interest. Meeting with a mentor throughout the year, each participating student gains a better understanding of corporate culture and career direction, as well as an extraordinary opportunity to network. Students are also invited to attend special roundtable discussions where a group of mentors will share their perspectives on a particular industry.

INTERNSHIPS
The University of Miami School of Business Administration helps students augment their classroom study through a comprehensive internship program. A valuable career experience, internships can be leveraged to enhance education, gain work experience, explore career options and build a professional network. The Ziff Center works with each student on developing and executing an internship strategy. Internship positions are available in organizations of all types – inside and outside the U.S. – in corporations, government and non-profit.
UNIQUE PREPARATION FOR GLOBAL LEADERSHIP AND IMPACT

The inherent diversity of the student body has long been a source of pride at the University of Miami. The University of Miami experience takes on a global perspective from day one with students, faculty and alumni representing some 150 countries. The multiple viewpoints from other cultures, other industries and other countries promote understanding, inclusiveness and awareness, leading students to think outside themselves and their immediate environment.

FULL-TIME MIAMI MBA STUDENT BODY

**DIVERSITY**
- 30% CAUCASIAN
- 18% AFRICAN AMERICAN
- 15% HISPANIC
- 12% ASIAN
- 25% INTERNATIONAL

**GENDER**
- 40% FEMALE
- 60% MALE

**UNDERGRADUATE MAJORS**
- 34% BUSINESS
- 19% ENGINEERING
- 17% HUMANITIES/SOCIAL SCIENCE
- 14% ECONOMICS
- 8% MATH/SCIENCE
- 8% OTHER

**INTERNATIONAL STUDENTS**
- 32% EUROPE
- 34% LATIN AMERICA
- 8% AFRICA
- 8% ASIA
- 6% OTHER
I left a job in asset management on Wall Street to come back to Florida to pursue an MBA at the University of Miami. And while I applaud my professors and classes – particularly those in finance and accounting – I was also excited by work outside the classroom. When the Clinton Global Initiative came to campus in April 2010, I jumped at the opportunity.

A LOCAL COMMUNITY WITH GLOBAL PERSPECTIVE

If you ask current students and faculty to describe the University of Miami community, you’ll hear words like “friendly,” “diverse,” “focused” and “driven.” When you step on campus, you’ll understand what they mean. At the University of Miami, you are part of a community and have unlimited opportunities to build lifelong friendships with fellow students, professors and alumni.

Graduate Business Student Association
As an MBA student, you’ll automatically be a member of the Graduate Business Student Association (GBSA). This student-run organization hosts professional speakers, organizes social events and participates in community service projects. The association enables students to build their networks, improve their communication skills, strengthen their sense of community and nurture critical leadership skills.

Professional Organizations and MBA Clubs
University of Miami MBAs have different backgrounds, interests and talents. However, there is one thing they all have in common: a passion for business. Whether your niche is marketing, finance, economics, entrepreneurship or international affairs, you’ll find a club or professional organization composed of like-minded individuals for exchanging knowledge, networking, having fun and making a difference.

+ Alpha Kappa Psi
+ American Marketing Association
+ Beta Gamma Sigma
+ Business in Medicine Club
+ Business Law Society
+ Delta Sigma Pi
+ Finance/Investment Club
+ Global Business Club
+ Human Resource Advocates
+ Management Consulting Club
+ Marketing Club
+ Phi Beta Lambda
+ Propeller Club
+ Real Estate and Entrepreneurship Club
+ Women’s MBA Club

Social and Philanthropic Organizations
MBA students can put their developing skills to use by getting involved in the more than 200 campus-wide social and philanthropic organizations at the University of Miami. Join an intramural sports team, launch a new club, contribute meaningfully with a philanthropic project or serve on a campus committee. The leadership and problem-solving abilities of MBA students can make a difference for participants and for the greater community.
Before, I was very focused on the finance perspective and how financial analysts approach things. Now, I can see that my actions will affect the marketing department, and know how to tie everything together.

THE UNIVERSITY OF MIAMI: A COMPLETE WORLD OF ITS OWN

University of Miami School of Business Administration MBA students pursue their studies on the University’s beautiful Coral Gables campus, located just outside downtown Miami. MBA students enjoy well-equipped classrooms with stadium-style seating, comfortable meeting rooms, shaded outdoor meeting areas, as well as excellent dining and recreational facilities. The University of Miami’s wireless campus and extended-hour computer lab facilitate group study and independent research. The University of Miami Libraries hold more than 3 million volumes and provide access to more than 74,000 electronic and print serials.

Technology
Computer labs and lounges, exclusive to MBA students, offer fast access to the Internet and all of the University’s online resources. Wireless access is available campus-wide, allowing students and instructors to incorporate real-life scenarios — and real-time information — into daily discussions.

The Judi Prokop Newman Business Information Center functions as a “virtual library” and features the latest and most sophisticated tools in research technology. The result of a $3 million endowment, this impressive facility provides students with a high-tech gateway to the world’s most essential articles, databases and resources. Full-time information specialists staff the center and provide assistance with the use of this advanced research technology.

Fitness, Wellness and Recreation
The focus at the University of Miami is on the total individual, and intellectual and personal development is encouraged, as well as the wholeness and wellness of each student.

A comprehensive variety of programs and facilities at the University promote wellness in all of its dimensions. The Herbert Wellness Center is a premier fitness, recreation and wellness facility that rivals the finest health clubs. The campus also offers a double Olympic-size outdoor swimming pool and an indoor swimming pool. And Miami’s sub-tropical weather makes it an ideal place to take advantage of club sports.

Sports Teams
The University of Miami is home to the Hurricanes, and for college sports fans, there is no better school. The University boasts a football team perenially on the national scene, a baseball team that regularly appears in the College World Series, an outstanding basketball team and a host of other Division 1 sports.
EXPERIENCE ONE OF THE WORLD’S MOST DYNAMIC CITIES

Miami is one of the best cities in the world in which to study business. The city is a thriving gateway between the United States, Latin America, Europe, Africa and the Caribbean. With its modern office towers, gleaming rapid-transit rails, luxury hotels and busy air and sea ports, Miami is a bustling hub for multinational trade, commerce and culture. It is the city of choice for banking, legal and accounting professionals and attracts many FORTUNE 500® companies. More than 1,100 multinational corporations are headquartered in Miami or have divisions here. Additionally, more than 70 foreign consulates and trade offices are located in the area. The city’s reputation for business has grown in recent decades. Coral Gables, home to the University of Miami, is the “crown jewel” of Miami-Dade County. The city infuses Old-World ambiance with New-World technology, all blended into a community offering a unique combination of Mediterranean lifestyle and modern conveniences.
ARTS, CULTURE AND RECREATION

From the vibrant village of Coconut Grove and the art deco district of South Beach, to the natural beauty of Key Biscayne and the lush landscape of the Florida Keys, Miami is a sub-tropical paradise with endless recreational opportunities. Music, theater and art enthusiasts have infinite cultural events to choose from every week. The University of Miami MBA program requires a lot of hard work, but you will have a chance to experience life off-campus.

**World-Famous Attractions**
+ South Beach
+ John Pennekamp Coral Reef State Park
+ Everglades National Park
+ Miami Seaquarium
+ Museum of Science
+ Jungle Island
+ Miami-Dade Zoological Park and Gardens
+ Fairchild Tropical Botanic Gardens
+ Vizcaya Museum and Gardens

**Arts and Culture**
+ Miami City Ballet
+ Florida Philharmonic Orchestra
+ New World Symphony Orchestra
+ Jackie Gleason Theater
+ Adrienne Arsht Center for the Performing Arts
+ Actor’s Playhouse
+ Lowe Art Museum
+ Miami Art Museum
+ More than 100 art galleries near campus

**Outdoor and Spectator Sports**
+ Over 40 golf courses
+ 500 public parks
+ Miles of beach
+ Miami Hurricanes sports
+ Homestead/Miami Speedway
+ Professional sports teams including Miami Dolphins, Miami Heat, Florida Marlins and Florida Panthers
+ Miami Open Tennis Tournament

**Annual Events**
+ Carnaval Miami – Calle Ocho Festival
+ Miami International Film Festival
+ Miami Wine & Food Festival
+ Food Network South Beach Wine & Food Festival
+ Art Basel Miami Beach
+ Beaux Arts Festival of Art
+ Miami Book Fair International
+ Miami International Wine Fair
+ Miami/Bahamas Goombay Festival
+ Miami Spice Restaurant Month
+ International Hispanic Theatre Festival
+ American Black Film Festival
+ Miami International Boat Show
+ Coconut Grove Arts Festival
GLOBAL NETWORK ALUMNI

The University of Miami degree gives you connections that maximize the value of your MBA. All around the world, you can find University of Miami alumni – leading corporations, launching start-ups, running governments and making an impact. With more than 30 clubs in the United States and around the world, you can tap into the alumni network wherever you are and find help, advice or support from a University of Miami graduate.
PROMINENT ALUMNI OF THE SCHOOL OF BUSINESS ADMINISTRATION

Raul Alvarez, Former President and COO, McDonald’s Corporation
Patrick K. Barron, Former First Vice President and COO, Federal Reserve Bank of Atlanta
Gerald Cahill, Jr., Former President and CEO, Carnival Cruise Lines
Lyor Cohen, CEO and Co-Founder, 300 Entertainment
Jack Creighton, Former CEO, United Airlines
Joseph J. Echevarria, Jr., Former CEO, Deloitte LLP
Pedro Fabregas, President and CEO, Envoy Air
T. Kendall Hunt, Chairman and CEO, Vasco Data Security International
David H. Komansky, Chairman Emeritas, Merrill Lynch & Co.
Jason Liberty, Senior Vice President and CFO, Royal Caribbean Cruises Ltd.
Jorge Mas, Chairman, MasTec Inc.
Michael Misiorski, Senior Vice President and CFO, Edrington Americas
Holger Paulmann, CEO, Sky Airline
Javier Polit, Chief Information Officer, Bottling Investments Group, The Coca-Cola Company
Fred Reynolds, Retired Executive Vice President and CFO, CBS Corp.
Brian Rice, Former Executive Vice President and CFO, Royal Caribbean Cruises Ltd.
Ray Rodriguez, Former President and COO, Univision Network
Matthew Rubel, Former Chairman, CEO and President, Collective Brands Inc.
Cynthia Sanborn, Executive Vice President of Operations, CSX Transportation
Kim Stone, Executive Vice President and General Manager, American Airlines Arena, The HEAT Group
ADDITIONAL GRADUATE PROGRAMS

In addition to MBA Programs, the University of Miami School of Business Administration offers several joint degree, master’s degree and PhD programs.

MD/MBA Program
Leaders are driving change and growth in every industry – and in few industries is this truer than in medicine. In the University of Miami School of Business joint MD/MBA program, students have the opportunity to prepare for the unique challenges of an increasingly complex and constantly evolving health care system while studying at the University’s Miller School of Medicine, one of America’s leading medical schools. The degree requires five years to complete.

To enter the program, applicants must be admitted to both the MD and the MBA programs separately. All requirements of the MD and MBA programs must be fulfilled. However, the joint program allows for six MD credits to count toward the MBA degree, and six MBA credits to count toward the MD degree, saving students as many as 12 credits between the two programs.

Program Contacts
MD Program
Alex J. Mechaber, MD, FACP
Senior Associate Dean for Undergraduate Medical Education
Associate Professor of Medicine
305-243-0496
Miller School of Medicine
amechabe@med.miami.edu

MBA Program
Admission Advisors
School of Business Administration
305-284-2510
mba@miami.edu

JD/MBA Program
The University of Miami JD/MBA gives students a comprehensive and solid foundation in both business and law. In part, the program is designed to address the many legal and business issues students may face in their occupational roles, whether they choose to work within a legal practice or an investment bank. Students also acquire skills, understanding and methodology required for both business and law. The University of Miami JD/MBA program allows students to earn a JD and an MBA in three and a half to four years.

To enter the program, applicants must be admitted to both the JD and the MBA programs separately. All requirements of the JD and MBA programs must be fulfilled. However, the joint program allows for 10 JD credits to count toward the MBA degree, and six MBA credits to count toward the JD degree, saving students as many as 16 credits between the two programs.

JD/LLM/MBA Triple Degree Program
The University of Miami School of Law and the School of Business offer a triple degree program – a JD, an LLM in Tax or Real Property Development and an MBA – which can be completed in just four years and two summers.

This program offers a combination of legal and business degrees to students who were undergraduate business majors. These credentials are ideal for anyone with a long-term goal of servicing top corporate clients or becoming a senior executive at a bank, real estate company or financial institution. They also serve as significant assets in today’s competitive marketplace to any attorney starting out in tax or real estate law.

Program Contacts
JD Program
Sandy Abraham
Executive Liaison
305-284-4030
sabraham@law.miami.edu

MBA Program
Admission Advisors
School of Business Administration
305-284-2510
mba@miami.edu

Please visit www.law.miami.edu for additional information.

Accelerated MBA with Real Estate Concentration
This accelerated MBA program offers a concentration in real estate highlighted by two internship opportunities. Bringing together the School’s strengths in management education with the strengths of the University of Miami School of Architecture in new urbanism, the program is designed to prepare students to succeed in commercial real estate careers.

Program Contacts
Real Estate Program
Andrea J. Heuson
Professor of Finance
305-284-1866
aheuson@miami.edu

MBA Program
MBA Program Advisors
305-284-2510
mba@miami.edu

BArch/MBA Program
The Bachelor of Architecture/Master of Business Administration is an exciting joint venture with the University’s School of Architecture. This program allows students to gain a thorough understanding of business practices to complement their design education. The joint degree offers students the unique opportunity to complete a Bachelor of Architecture as well as a Master of Business Administration in six years, saving a year by combining the programs.
PhD Programs
The PhD program at the University of Miami School of Business Administration equips participants with the skills and experience necessary for academic placement in the world’s top research universities. The School offers the following degrees: PhD in Business (with concentrations in Accounting, Management Science, Marketing, Operations Management, Organizational Behavior and Strategy/International Business) and PhD in Economics.

The program is built on the philosophy that the most innovative research ideas come from integrating theories, problems and methods across disciplines. Doctoral candidates follow specialized programs of study under the guidance of a faculty expert. They have the opportunity to participate in cross-disciplinary training outside of business and economics. The program requires year-round, full-time study.

In addition to stipends and tuition scholarships, doctoral candidates receive funding to present their work at professional conferences where they can network with students and faculty from other, related, PhD programs. Students are typically prepared to enter the academic job market during the fourth year in the program.

Credit Requirements
A minimum of 60 credits of academic work is required to receive the PhD degree in Business or Economics: 15 credits of core courses, 33 credits of concentration courses and 12 credits of dissertation research. Up to 15 credits can be transferred from previous relevant graduate coursework, with the approval of the appropriate department.

PhD Program Contact
Marbella Santamaria
Program Coordinator
305-284-2711
SBA-phd@miami.edu

Other Master’s Degree Programs
The University of Miami School of Business Administration offers a Master of Accounting (MAcc) Master of Arts in Economics Master of Science in Taxation (MST)

Program Contacts
Master of Accounting
Michael Werner, Director
305-284-6507

Master of Arts in Economics
Manuel Santos, Director
305-284-3984

Master of Science in Taxation
Michael Werner, Director
305-284-6507

Program Contacts
Ana Santana
Assistant Dean
305-284-3730
asantana@miami.edu

MBA Program
Admission Advisors
School of Business Administration
305-284-2510
mba@miami.edu

Program Contacts
Ana Santana
Assistant Dean
305-284-3730
asantana@miami.edu

PhD Programs
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PhD Program Contact
Marbella Santamaria
Program Coordinator
305-284-2711
SBA-phd@miami.edu
Admission to the University of Miami School of Business Administration is selective. Because a diversity of perspectives is increasingly necessary for those who aspire to make a real and lasting impact on their organizations and the world around them, we look at more than our applicants’ GPAs and GMAT scores. We look for students with an international outlook, as well as varied experience and backgrounds. Candidates are evaluated on their leadership abilities, accomplishments, life experiences, full-time work experience and, of course, academic excellence. If you endeavor to push the limits of knowledge and share a commitment to excellence, we encourage you to apply.
APPLICATION AND ADMISSIONS CRITERIA

The Complete Application
We encourage you to apply online at www.bus.miami.edu/grad. Please read the instructions carefully before completing the forms. Keep copies of all materials submitted during the application process. The application and all supporting documentation become the confidential property of the School of Business Administration and cannot be returned. By submitting the application, you certify the information given is complete and accurate.

The staff of the University of Miami Graduate Business Programs office is available to you throughout the application process. For questions regarding admission requirements or the status of your application, please contact us at:

University of Miami
Graduate Business Programs
221 Jenkins Building
P.O. Box 248505
Coral Gables, FL 33124-6524
Phone: 305-284-2510
Toll Free: 800-531-7137 (U.S. only)
Fax: 305-284-1878
Email: mba@miami.edu

Application Deadlines
Please visit www.bus.miami.edu/grad for the most up-to-date application deadlines. Early application submission is recommended for those requesting a scholarship or fellowship. Awards are limited and are decided well in advance of the start of classes.

Requirements for All Applicants
Application
Applications can only be completed online. A non-refundable application fee of $100 is required. Applications will be evaluated by the Admissions Committee only upon receipt of the application fee and all supporting documentation.

Transcripts
Candidates for admission are required to hold a baccalaureate degree from an accredited college or university. Official transcripts for all undergraduate coursework and any post-graduate coursework (including summer school or part-time study, even if only for one course) must be sent directly from each college or university to the Graduate Business Programs office. An additional final transcript showing degree conferred and date of graduation should be sent after completion of any coursework still in progress at the time of admission.

Applicants who received a degree from an international institution must request two official sets of transcripts in sealed envelopes from the college or university attended. One set must be sent directly to the Graduate Business Programs office. The second set must be submitted to an official translation service. A certified English translation of both the transcript and the diploma, along with the original transcript and a photocopy of the diploma, must then be submitted to the Graduate Business Programs office.
Transcripts should be sent directly to:
Graduate Business Recruiting and Admissions
University of Miami, P.O. Box 248505
Coral Gables, Florida 33124-6524

Official GMAT Score Reports
The applicant is required to submit a recent score (less than 5 years old) on the Graduate Management Admissions Test (GMAT). The GMAT is now administered as a computer-adaptive test (CAT) throughout North America and in many other parts of the world. Graduate Business Programs reserves the right to submit an applicant’s GMAT score to Graduate Management Admission Council (GMAC) for verification.

GMAT Code for University of Miami: 7NV-S1-96

For information and registration materials, please contact GMAC at: www.mba.com

English Language Proficiency Exam
If you are an international applicant whose native language is not English and/or who did not earn an undergraduate degree from an English-speaking institution, you must submit a TOEFL score or IELTS score with your application. Graduate Business Programs accepts the following exams and respective scores:

- **TOEFL** (Test of English as a Foreign Language): The TOEFL should have been taken within two years prior to application for admission; a minimum score of 600 (paper-based), 90 (Internet-based) or 235 (computer-based) is required. For information, visit www.toefl.org
- **IELTS** (International English Language Testing System): The IELTS should have been taken within two years prior to application for admission; a minimum score of 7.0 on IELTS is required. Visit the IELTS website, www.ielts.org, for more information.
Proficiency in the English language is crucial for participation in class discussions and presentations, and for the successful completion of written assignments. However, the above requirement may be waived for non-native English speakers provided the applicant fulfills one of the following criteria:

- An applicant has earned an undergraduate degree in a country where the official language is English (this does not include degrees from just English-speaking institutions or just a country where English is spoken).
- An applicant has studied in the United States at an undergraduate level for at least one year or the equivalent of 30 consecutive credits.
- An applicant has lived and worked in an English-speaking country for the past two or more years.

Résumé
A current résumé must be submitted with your application. Résumés should not be more than two pages in length.

Letter of Recommendation
You are required to submit one letter of recommendation. Most applicants provide a recommendation from a college instructor or from an employer or immediate supervisor. The Graduate Business Program will accept up to three letters of recommendation.

Interview
An Interview with an Admissions representative is required prior to the Admission Committee’s final decision. Interviews are by invitation only.

Health Insurance Requirements
All U.S. students are required to obtain adequate health insurance.
All international students are required to enroll in the University-sponsored health insurance program.
For information, contact us at 305-284-1652; email studenthealth@miami.edu; or visit www.miami.edu/student-health.

Immunization Requirements
All new students are required to provide proof of immunization against measles, mumps and rubella, and tetanus, diphtheria and pertussis. All new students must also provide proof of immunization against hepatitis B and meningococcal meningitis or sign a waiver declining these immunizations. An immunization form must be completed and returned to the Student Health Service prior to arrival on campus.

Additional Requirements for International Students

International Student Financial Statement
If you are an international student who requires a student visa, you must submit a bank verification statement or an official letter of sponsorship from your government or agency (in English) upon admission to a graduate business program. The bank verification must include your name and your relationship to the sponsor (if other than the student) and confirm that there are sufficient funds to cover the amount listed on the expense sheet provided upon admission. The expense sheet covers all estimated educational expenses including: tuition, books, housing, meals, personal expenses, fees and medical insurance for a minimum of one year’s study. Students should make provisions for the second year.

If you wish to include your family, the following is also required:
1) In the bank verification or letter of sponsorship, list each family member’s name, date of birth, country of citizenship and relationship.
2) Financial support of approximately $8,000 for a spouse and $2,500 for each child per year. Please contact our office for current information. A Certificate of Eligibility (I-20) will only be issued if the above documentation is on file.

The bank verification or sponsorship letter must be dated no earlier than six months prior to enrollment. International students are encouraged to apply early to allow sufficient time to process the I-20 form. The I-20 form will be sent upon receipt of a deposit confirming your intent to enroll in the program.
International Student and Scholar Services

The Department of International Student and Scholar Services (ISSS) serves as the central resource for international students and scholars at the University of Miami. ISSS assists international students and scholars in complying with the regulations of the Department of Homeland Security and the Department of State, including regulations that govern on-campus and off-campus employment. ISSS also advises students and scholars on personal, academic and professional concerns, and provides opportunities for cross-cultural experiences. If you are an international student or scholar who needs assistance, we encourage you to contact ISSS at:

5600 Merrick Drive, 21-F
Coral Gables, FL 33124-5550
Telephone: 305-284-2928, Fax: 305-284-3409

www.miami.edu/iss

iss@miami.edu
Campus Visits
As a prospective student, we invite you to visit the School of Business Administration, located on our beautiful Coral Gables campus. Organized campus visits are typically scheduled for the third Friday of the month. You’ll have an opportunity to tour the facilities and meet current students, other prospective students, admissions staff and the Ziff Graduate Career Services Center director.

Please visit our website at www.bus.miami.edu/grad for scheduled dates. To confirm your attendance, please email mba@miami.edu with your name, address and telephone number as well as the date you plan to attend. We look forward to meeting you.

Office of Disability Services
The Office of Disability Services (ODS) is located in the Camner Academic Resource Center (ARC). This is the primary University office responsible for the coordination of auxiliary aids and services for students with disabilities. Students should submit documentation at least one month prior to the start of classes to ensure time for the coordination of services. Individuals may call or email the office staff at disabilityservices@miami.edu for quick responses to questions.

Camner Academic Resource Center
Whitten University Center, N-201
Coral Gables, FL 33146
Voice: 305-284-2374, TDD: 305-284-3401
www.umarc.miami.edu

Public Safety
For issues of public safety and crime statistics, please contact the following:
Department of Public Safety
Ponce de Leon Garage, Coral Gables, FL 33146-0710
305-284-6666
www.miami.edu/police

Housing
The University does not provide housing for graduate business students in the University’s residential colleges or on-campus apartment complexes. However, the Department of Residence Halls does provide off-campus housing resources to graduate business students to facilitate their off-campus housing search. Many private apartments are available close to the University and vary in rent according to size and location. For more information, go to www.miami.edu/housing and select Off Campus in the top navigational bar to view a wide-variety of off-campus housing options. You can also call 305-284-4505 or email housing@miami.edu.

FINANCING YOUR MBA
Tuition and fees vary by program. Please visit www.miami.edu/grad for more information on graduate fellowships and scholarships, need-based funds, non-need-based funds, loan programs and additional payment information. For more information, please contact the Office of Financial Aid by phone at 305-284-5212 or email ofas@miami.edu.
ABOUT THE UNIVERSITY OF MIAMI

University of Miami School of Business Administration
The School of Business Administration was established in 1929 and the first Master of Business Administration degree was offered in 1948. Since then, the school has grown exponentially.

Today, the School is acclaimed for its rigorous business curriculum and the truly global nature of its students and faculty. This diversity not only adds an invaluable dimension to your learning experience, it also provides an instant worldwide network of friends, colleagues and contacts.

The School of Business Administration is housed in a modern complex surrounding a tropical courtyard with picturesque outdoor seating. Here, students attend class in tiered, stadium-style classrooms with high-back leather seats and all the amenities one would expect from a top business school. Students have access to a virtual library, a graduate student lounge, soundproof study rooms and an ultramodern computer lab – all dedicated to the graduate business program. In the 300-seat Storer auditorium, students experience insightful lectures from visiting executives, presentations from students and faculty and expert discussions led by top business leaders.

University of Miami
The University of Miami is a major research University set in a diverse, international community. The University is an independent, private, nonsectarian, nonprofit institution of higher learning.

The University traces its beginnings to 1925 and the origins of the City of Coral Gables. When the city’s founder, George E. Merrick, helped establish the University, he envisioned an institution of higher learning that would embrace the best of the Americas. A history of strong institutional leadership has enabled that vision to triumph. The University of Miami has established an international presence in business, medicine, engineering, law, the marine sciences, international studies, communications and other disciplines.

There are more than 16,700 degree-seeking students in approximately 115 undergraduate, 104 masters, 63 doctoral (59 research/scholarship and 4 professional practice) programs. There are currently 2,573 full-time faculty members whose ranks include Guggenheim Fellows, Fulbright Scholars and National Science Foundation grant recipients. Of this distinguished faculty, 97 percent hold doctorates or terminal degrees in their fields.
ACCREDITATION

The Association to Advance Collegiate Schools of Business (AACSB)

AACSB International accreditation promotes excellence and continuous improvement in undergraduate and graduate education for business administration and accounting. The review process is linked to each school’s stated mission and objectives. Self-evaluation and peer review assure an acceptable level of performance consistent with the school’s mission.

The Commission on Colleges of the Southern Association of Colleges and Schools (SACS)

SACS is the recognized regional accrediting body in the 11 U.S. Southern states (Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Texas and Virginia) and in Latin America for those institutions of higher education that award associate, baccalaureate, master’s or doctoral degrees. The Commission on Colleges is the representative body of the College Delegate Assembly and is charged with carrying out the accreditation process. The University of Miami is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools to award Level VI.