# Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Overview</td>
<td>1</td>
</tr>
<tr>
<td>C-suite Speakers</td>
<td>4</td>
</tr>
<tr>
<td>Integrated Project</td>
<td>8</td>
</tr>
<tr>
<td>Sample Weekend Module</td>
<td>10</td>
</tr>
<tr>
<td>Program Faculty</td>
<td>12</td>
</tr>
<tr>
<td>Alumni Network</td>
<td>16</td>
</tr>
<tr>
<td>To Apply</td>
<td>25</td>
</tr>
</tbody>
</table>
Globalization is rapidly redefining today’s business environment. In order to succeed in this ever-evolving global economy, business leaders must not only be able to adapt to change, they must also lead change.

The Miami Global Executive MBA for the Americas program will prepare you to better adapt, compete and thrive in the diverse, dynamic, and interconnected global economy of the 21st century.

This innovative program is structured around themes relevant to high-potential executives who want to excel in today’s fast-changing business world. This approach to business education, coupled with a focus on peer learning, brings exceptional value to you as a participant and to your organization.

Join us and you will become part of a network of more than 40,000 accomplished alumni around the world. We invite you to learn more about the Miami Global Executive MBA for the Americas program and look forward to welcoming you to our campus soon.
The Executive MBA
Tailored for Your Success

On-Campus and Distance Learning for Flexibility

Emphasis on Real Business and Management Issues

Engagement with C-suite Business Leaders

Internationally Recognized Faculty

Global Alumni Network
Miami Global Executive MBA for the Americas

Become a better leader, team builder, problem solver, and driver of change with the Miami Global Executive MBA for the Americas program. The program, which blends on-campus sessions with distance learning, is designed for seasoned business executives. As such, the curriculum is built around four business themes that are relevant to those operating in and connecting with global markets:

• Global Strategy and Execution
• Managing Global Operations and Decision Making
• Global Multicultural Leadership
• Entrepreneurship, Innovation and Technology

For Executives Eager to Excel in Global Business

The Global Executive MBA program is designed for ambitious individuals with significant experience, a record of progressively increasing management, and the ability to lead at the highest level. Delivered in Miami by a world-class faculty that knows what it takes to operate in the cultures and markets of the Americas better than any other, the program prepares participants for success in one of the most diverse, dynamic and interconnected marketplaces in the world.

Hybrid Learning for Flexibility and Work-Life Balance

The 17-month program blends face-to-face on-campus modules, which include executive presentations, case studies and group projects, with distance learning. There are nine on-campus sessions held every eight weeks – mostly on weekends – with remote work in between. This blended schedule enables busy executives to earn the University of Miami MBA degree no matter where they live and work.

Interaction with C-suite Leaders

During on-campus residencies, Latin American executives lead discussions, share their perspectives and help program participants tackle the business issues they face.
Interaction with C-suite Leaders

During on-campus residencies, C-suite executives participate in discussions, share their perspectives and help program participants tackle the business issues they face.

Art Torno
Senior Vice President, International and Global Cargo, American Airlines

Mauricio Ortiz
Vice President and General Manager, Americas, Boston Scientific

Marta Alves
Former Senior Advisor, BM&FBOVESPA

Francisco Ballester
President, Latin America, Sandoz, a Novartis Company

John Price
Managing Director, Americas Market Intelligence

Eugenio Nigro
Vice President, Xoom Global Money Transfer
Fabrice Chouraqui
President, Novartis Pharmaceuticals, U.S., Novartis

João Barbosa
Chief Executive Officer, Giraffas USA

Jose Acosta
President, Latin American Operations and Public Affairs, UPS

Frances Sevilla-Sacasa
Chief Executive Officer, Itaú Private Bank International

Adam Goldstein
President and Chief Operating Officer, Royal Caribbean Cruises Ltd.

Laura Berga
Director of Strategy and Programming Analysis, HBO Latin America
Learning from Case Studies, Simulations, Group Projects and Relevant Exercises

Participants learn from case studies and take part in simulations, group projects and other exercises customized to address the unique business challenges and opportunities faced by organizations across the globe.

Miami – at the Crossroads of the Americas and an International Business Hub

Greater Miami is a thriving hub connecting the United States, Latin America, Europe and the Caribbean. It is a bustling world center for multinational trade, commerce and culture. The location of the School of Business campus enables the program to draw upon leading Miami- and Latin America-based business leaders to enhance the classroom experience during each on-campus module. Highly accomplished senior executives share their intimate knowledge about global business and provide program participants insight they can immediately apply to their own organizations.
“I selected the Miami Global Executive MBA for the Americas program because of the international context, innovative format and opportunity to develop a network of globally-accomplished executives. I considered other executive MBA programs but selected the Miami program because of the unparalleled immersion I would gain in the Latin American business landscape from classmates and professors.”

“The most attractive feature of the program is that it is a ‘hybrid’ program of not only online classes, but also residencies that include c-suite panels with great speakers. We not only learn from academics, but also from life experiences of other professionals. When we are away, we have online courses, which can be challenging. But at the end we tie it all together during the residencies. It really is the best of both worlds. I was so excited to hear that this program is offered at UM.”
A Tailored Approach that Brings Value to You and Your Organization

The Miami Global Executive MBA for the Americas program is designed to address issues of relevance to each participant and his or her organization. Faculty members partner with program participants to customize group projects, case studies and simulations in a setting that encourages peer interaction and collegiality.

**Integrated Project**

The Integrated Project requires each participant to formulate, develop and implement three business projects that address pressing organizational challenges over the 17-month duration of the Miami Global Executive MBA program. Participants work in teams to develop actionable and valuable recommendations for their chosen organization and present project outcomes to faculty advisors during the February, August and December residencies.

The Integrated Project provides an opportunity to augment and integrate knowledge of fundamental business concepts and tools learned in classroom settings. It also offers opportunities to develop and test both critical thinking and leadership skills through practical experience with real business challenges.

**Project Details**

Participants are part of a three-person or four-person team that completes three projects. Each team member has the opportunity to have his or her team work on a project directly related to the participant’s firm or interests.

**Project 1:** Addresses issues of strategy, global institutions and strategic marketing – individually or in a combination of these topics.

**Project 2:** Addresses issues related to financing, performance measurement, human capital and business analytics – individually or in a combination of these topics.

**Project 3:** Addresses issues related to leadership, global operations and entrepreneurship – individually or in a combination of these topics.

The faculty guide participants’ work on this Integrated Project throughout the program. Participants report on the progress of their projects during each residency and demonstrate how they have applied learning from prior modules to the development of their projects.
Sample Project Descriptions

Energy America – Development of a manufacturing plant in Brazil through US-based equity funding

A Brazilian entrepreneur plans to build a US $50+ million manufacturing plant for the production of biomass (renewable energy supply) in Brazil, and intends to raise equity funds in the U.S. from a known network of private investors. The project’s main target markets include biomass power plants, as well as commercial and residential consumers, primarily in Europe. Once complete, the endeavor will entail U.S. ownership, operations based in Brazil and multiple export markets. The numerous uncertainties that come with investing in a foreign country such as Brazil have made it difficult to attract investors for the project. The Integrated Project team came up with a detailed plan that included the establishment of a U.S.-based holding company, channeling all export sales through a U.S.-based trading company, as well as conducting transfer pricing between the international entities. Long-term offtake agreements, long-term pricing indexation and currency hedging, were also among the recommendations. The team’s recommendations have been extremely well received, and the development is on its way to becoming fully funded.

Wondergrain™ – Creation of a U.S.-based comprehensive family business plan

Nature2Kitchen, a family business that produces Wondergrain™ sorghum, an ancient and healthy grain, needed a comprehensive 5-year business plan. The objective of the plan would be to expand Wondergrain’s market share, and the plan would need to include a financial module to attract potential investors that could fund the marketing and sales efforts necessary for expansion. The Integrated Project team developed a complete financial modeling tool and marketing plan that linked market data with research and assumptions. The financial tool estimated the value of the company and predicted the investment required to reach a market penetration of 5% in select markets within 5 years.
Peer Learning

Participants learn from one another and from the School’s world-class faculty by sharing, analyzing and addressing the business challenges, threats and opportunities, and strategic leadership and management issues they face every day. This approach enables participants to identify new opportunities, make better decisions and develop new strategies, thereby bringing significant return on investment for both the participants and their organizations.

Sample Weekend Module

Theme: Managing Global Operations and Decision-Making
Topic: Global Institutions, Infrastructure and Economy

<table>
<thead>
<tr>
<th>FRIDAY</th>
<th>SATURDAY</th>
<th>SUNDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Executive Presentations Module Introduction</td>
<td><strong>Topic</strong>: Macroeconomic Risk Case Study/Exercise</td>
<td><strong>Topic</strong>: Project Finance Case Study/Exercise</td>
</tr>
<tr>
<td>Lunch</td>
<td>Lunch/Leadership Speaker</td>
<td>Lunch</td>
</tr>
<tr>
<td><strong>Topic</strong>: Law and Compliance International Contract Case Study/Exercise</td>
<td><strong>Topic</strong>: Addressing Political Economy Issues Case Study/Exercise</td>
<td>Module Summary</td>
</tr>
<tr>
<td>Case Studies, Group Work (evening)</td>
<td>Case Studies, Group Work (evening)</td>
<td>Integrated Project Discussion/Presentation</td>
</tr>
</tbody>
</table>
Ruth R. Rodriguez, MBA ’15

Medical Network Development Manager
AXA Assistance US, Americas Region
From: USA
Global Experience: 10 Years – Venezuela, Colombia, Ecuador, Peru, Panama, Argentina, Uruguay, Brazil, Bolivia, Paraguay, Chile and the Caribbean
Languages: Spanish, English and Portuguese

“I utilize many of the skills I acquired in the Miami Global Executive MBA for the Americas program on a daily basis. The program has given me invaluable experience working through regular business problems because professors provide us with real-world examples of how the concepts we learned in class are applied in the business world.”

Hal Bolter, MBA ’16

President
RFS Inc.
From: USA
Global Experience: Puerto Rico, Venezuela, Trinidad, Curacao, Costa Rica, Panama, Guatemala, Honduras and Dominican Republic
Languages: English and Conversational Spanish

“The classroom environment, including the quality of instruction, cases we discuss, and the broad range of relevant and timely topics, is outstanding and creates a wonderful learning experience. But the single biggest differentiator of this program is the collaboration with an incredibly diverse and accomplished group of peers. The combined experiences of my classmates, both personal and professional, specifically related to doing business in a multinational and multicultural environment, is immeasurable.”
World-Class Faculty

University of Miami faculty members are recognized worldwide for their teaching and research. Educated at some of the world’s finest academic institutions, they generate the knowledge and innovation that helps drive business change and transform public policy. Beyond the classroom,

Dhananjay Nanda
Academic Director
Professor, Accounting
Specialties include the use of accounting information in resolving incentive problems in organizations, corporate governance and board structure, and earnings management.
PhD, University of Rochester

Brian Barrett
Associate Professor, Finance
Specialties include term structure modeling and bond portfolio management.
PhD, Georgia Institute of Technology

Jeffrey Kerr
Department Chair and Associate Professor, Management
Specialties include knowledge-based competition, knowledge management and learning in organizations, and new organizational forms.
PhD, The Pennsylvania State University

John Mezias
Associate Professor, Management
Specialties include legal liability of firms, international HRM and corporate governance.
PhD, New York University

Subject to change
faculty also consult for leading companies and governments around the world and bring that practical real-time knowledge into the MBA classroom.

Linda L. Neider  
Professor, Management  
Specialties include organizational behavior, human resource management, leadership and influence, team processes and performance appraisal systems.  
PhD, State University of New York

Robert Plant  
Vice Chair and Associate Professor, Business Technology  
Specialties include tech-strategy, CIO leadership issues and technology as it impacts board of director-level decision making.  
PhD, University of Liverpool

Arun Sharma  
Professor, Marketing  
Specialties include understanding markets, market strategies and marketing productivity.  
PhD, University of Illinois at Urbana-Champaign

Tallys Yunes  
Associate Professor, Management Science  
Specialties include prescriptive analytics and combinatorial optimization.  
PhD, Carnegie Mellon University
Joseph Johnson
Associate Professor, Marketing
Specialties include modeling consumer hype, price promotions and international market entry strategies.
PhD, University of Southern California

Sandro C. Andrade
Associate Professor, Finance
Specialties include international finance, investments and emerging markets.
PhD, University of California, Berkeley

Patricia Sánchez Abril
Professor, Business Law
Specialties include international business law, intellectual property, privacy law, securities fraud, and legal and regulatory environment of business.
JD, Harvard Law School

Steven G. Ullmann
Professor and Chair, Health Sector Management and Policy
Specialties include integration of health care management, economics, law, government policy and regulation, medical ethics, health care systems and policy - domestic and international, health care economics, long-term health care, quality and costs, cost-effectiveness of different methodologies of care, determinants of early retirement and patient safety.
PhD, University of Michigan/Ann Arbor
Jeffrey Weinstock  
Lecturer, Marketing  
Specialties include international marketing, marketing strategy, new product development and launch; special expertise in software, banking, pharmaceutical and travel/hospitality industries.  
MBA, Hebrew University of Jerusalem

Manuel Sicre  
Lecturer, Accounting  
Specialties include financial accounting, auditing, health care accounting, Spanish and online delivery of accounting courses.  
MBA, St. Thomas University

Michael Tsiros  
Department Chair and Professor, Marketing  
Specialties include role of customer satisfaction and regret in decision-making, post-purchase valuation and subsequent behavior and behavioral decision theory, social and cognitive psychology aspects of marketing, and stages of the consumer decision-making process.  
PhD, Temple University

Jeffrey Weinstock  
Lecturer, Marketing  
Specialties include international marketing, marketing strategy, new product development and launch; special expertise in software, banking, pharmaceutical and travel/hospitality industries.  
MBA, Hebrew University of Jerusalem
Global Network of Alumni

Participants in the Miami Global Executive MBA for the Americas program connect with other seasoned executives from across the Americas and around the world to build professional and personal relationships for life. As graduates, they become part of a global network of more than 40,000 School of Business alumni in more than 100 countries who lead corporations and make an impact around the globe.
Prominent Alumni of the School of Business Administration

Raul Alvarez, Former President and COO, McDonald’s Corporation

Gerald Cahill Jr., Former President and CEO, Carnival Cruise Lines

Lyor Cohen, Former Vice Chairman and CEO, Recorded Music - Americas and the U.K., Warner Music Group

Jack Creighton, Former CEO, United Airlines

Joseph J. Echevarria Jr., Former CEO, Deloitte LLP

Pedro Fábregas, President, Envoy Air (Formerly American Eagle Airlines)

Marcelo Fumasoni, Vice President & Head of Human Resources, Latin America & Canada, Novartis

T. Kendall Hunt, Chairman and CEO, Vasco Data Security International

David H. Komansky, Chairman Emeritas, Merrill Lynch & Co.

Jorge Mas, Chairman, MasTec Inc.

Michael Misiorski, Senior Vice President and CFO, The Edrington Group Americas

Fred Reynolds, Retired Executive Vice President and CFO, CBS Corporation

Brian Rice, Former Executive Vice President and CFO, Royal Caribbean Cruises

Ray Rodriguez, Former President and COO, Univision Network

Matthew Rubel, Former Chairman, CEO and President, Collective Brands Inc.

Cynthia Sanborn, Vice President and Chief Transportation Officer, CSX Transportation
Maria Constanza Mandil, MBA ’15

Marketing Director  
Visa Merchant Sales & Solutions Latin America  
From: Argentina  
Global Experience: 10 years – Argentina, Colombia, Chile, Brazil, Mexico, Peru, Uruguay and the Caribbean  
Languages: Spanish, English and Portuguese

“I looked at other schools, but the University of Miami program is on a completely different level. Having experienced executives as classmates and professors who have multinational work experiences is what makes the difference.”
Mario Pazos, MBA ’16

Chief Operating Officer
Pazos Family Law
From: Peru and USA
Global Experience: USA, Peru
Languages: English and Spanish

“As an executive having worked in Lima and Miami, and having traveled all over Latin America in my roles at Sony, Citibank and MasterCard, my career focuses on the Americas business landscape. There is no other MBA program that provides a gateway between North America and Latin America the way this program does. The particular business culture of the program provides the specific combination of opportunities that I sought in furthering my business experience. The location of the business school itself, at the crossroads of the Americas, provides a recognized business education in the heart of the bridge between the Americas and provides the distinct opportunity to meet and learn from top executives in Miami and Latin American companies.”
Program at-a-glance

Format

• 17 months
• Seven three-day (Friday, Saturday and Sunday) residencies every eight weeks
• Two week-long residencies, at the program start and finish
• Distance learning in between residencies

On-Campus Learning

• Interaction with C-suite Executives
• Faculty-led cases and exercises
• Case studies and group work
• Participant-led discussion (based on business problems faced by participants’ firms)
• Integrated Project presentations (three times during 17-month period)

Off-Campus Learning

• Video conferencing, simulations, group projects
• Business fundamentals
• Integrated Project and other group discussions
• Synchronous and asynchronous learning activities related to upcoming on-campus topics
Executive Accommodations

During all campus residencies, participants in the program stay at The Biltmore Hotel, a AAA Four Diamond Awarded resort just minutes from campus.

The required hotel stays are an integral part of the program and provide an opportunity to network and collaborate on team projects and assignments due during the residencies. Overnight accommodations* are provided at no additional cost to participants. Shuttle transportation between The Biltmore Hotel and the School of Business Administration is also provided.

*Hotel accommodations during campus residencies include housekeeping service and gratuities, bellhop gratuities for arrivals and departures, daily admission to the fitness center, daily newspaper, unlimited local calls, long distance access on credit card and outbound collect calls, in-room high-speed internet and automobile self-parking.
Benefit from the Unique UM Experience

Set foot on the University of Miami campus and you’ll feel it—a vibe that celebrates learning, culture, and a way of life that is anything but routine. Capitalizing on its global reputation, close ties with the business community, unparalleled academic support, and exciting team sports and club events, the University of Miami School of Business offers MBA students endless opportunities to learn, explore, engage, and better the community and the world.

Much of the ‘Cane experience happens beyond the classroom, whether it is study groups at the Shalala Student Center, attending one of our annual impact conferences, engaging with C-suite executives during CEO visits, viewing an exhibit at the Lowe Art Museum, or participating in yearly competitions like the Business Plan Competition or Ethics Bowl. We support students throughout the UM MBA experience to create a campus culture that promotes leadership, service, learning, and community.
Natalya Kashirina, MBA ’17

Vice President, Mergers and Acquisitions
Phoenix Tower International

From: USA

Global Experience: Brazil, Costa Rica, Colombia,
Dominican Republic, Panama and Peru

Languages: English and Russian

“The Miami Global Executive MBA for the Americas represents an extension of my international experience and is a way to further grow my business and professional career with a focus on collaboration across cultures, learning across various borders and expansion of horizons.”
Ruben Valverde, MBA ’17
Director, Engineering Project Management, AT&T
From: USA
Global Experience: Colombia, Venezuela, Argentina, Middle East and Asia
Languages: English and Spanish

“Time here at the University of Miami has introduced me to classmates who have challenged me to think bigger, exposed me to professors who demand that I think deeper and driven me to do things differently, with positive outcomes.”
Application and Admissions

Admission to The Miami Global MBA for the Americas program at the University of Miami School of Business Administration is highly selective. We look for experienced professionals – in any industry and from all backgrounds. Candidates are evaluated on their leadership abilities, business experience and accomplishments, and life experiences.

Online Application Form
The application process begins with the submission of an online application. Application will be reviewed by the admissions committee upon receipt of the completed file.

Transcripts
Candidates for admission are required to hold a baccalaureate degree. Official transcripts for all undergraduate coursework, as well as any post-graduate coursework, from each university attended (including summer school, part-time study or post-graduate even if only for one course) must be sent directly to the Graduate Business Admissions office. Applicants who received a degree from an international institution must request two official transcripts in sealed envelopes from the university attended. One set must be sent directly to Graduate Business Admissions. The second set must be submitted to an official translation company. 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 Graduate Business Programs.

Resume
The resume should list all professional experience.

Letter of Recommendation
Each applicant is required to submit at least one letter of recommendation from a current employer. If the applicant is self-employed, a letter from a current client or vendor is acceptable.

Admission Interview
Candidates will be invited to interview with an admissions representative prior to the Admission Committee’s final decision. Interviews are by invitation only.

Orientation
Students are required to attend a week-long orientation, which is the official beginning of the program.

For questions regarding admission requirements or the status of your application, please contact us at:

University of Miami School of Business Administration
5250 University Drive, 215 Jenkins Building
Coral Gables, FL 33124-6524
Phone: 305-284-3981, 305-284-2510
Fax: 305-284-1878
Email: mbaamericas@miami.edu
Learn More: www.bus.miami.edu/americas_emba

Transcripts should be sent to:

University of Miami
Graduate Business Admissions
5250 University Drive
215 Jenkins Building
Coral Gables, FL 33146
Graduate Business Programs

Professional and Executive MBA Programs

Miami Executive MBA en Español - For experienced Spanish-speaking executives, entrepreneurs and other professionals in Latin America and in the U.S. The program enables professionals to enhance their business knowledge, improve their management skills and strategic decision-making abilities and expand their professional networks across Latin America. The Miami Executive MBA en Español is divided into seven two-week sessions with two abroad classes.

Program Starts: November
Length: 18 months; part-time

Miami Executive MBA for Health Care Professionals - For physicians, hospital administrators and other health care industry professionals who are looking to gain the knowledge and leadership skills needed to respond to the challenges and opportunities of the evolving industry. The program prepares professionals with the tools they need to understand the languages of both business and health care. Classes are held on the Coral Gables campus one three-day weekend per month.

Program Starts: January
Length: 23 months; part-time

Miami Professional MBA - For professionals with 3+ years of experience who want to advance in their current job, change careers or start their own businesses. Courses are designed to strengthen critical thinking, improve decision-making and enhance functional and strategic skills for conducting business. The program offers a flexible format that allows participants to earn their MBA without interrupting their careers. Classes meet twice per week, Monday nights and Saturdays.

Program Starts: January and July
Length: 23 months; part-time
Full-time MBA Programs

**Two Year MBA** - For professionals with work experience who seek career mobility and advancement. Features of the program include global learning in the international business center of Miami, personalized career services and international study trips. At least 12 of the MBA courses are electives that can be used toward one or more concentrations. Concentrations are available in Business Technology, Finance, International Business, Management, Management Science, Marketing, Mergers and Acquisitions and Real Estate.

**Program Starts:** August  
**Length:** 21 months; *full-time*

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**One-Year MBA** - For professionals with an undergraduate degree in business who seek career mobility and enhancement. The accelerated program is completed in one year. There are no summer classes, allowing most students to participate in summer internships. 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.

**Program Starts:** January  
**Length:** 12 months; *full-time*
University of Miami School of Business Administration

The University of Miami 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 considerably. Located at the crossroads of the Americas, the School is acclaimed for its rigorous and relevant business curriculum and the truly global nature of its executive 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 is located just minutes from downtown Miami in Coral Gables, 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.

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 enjoys a well-earned reputation for academic excellence, both for the quality of its students and its world-renowned faculty. Through numerous innovative programs, the University meets the academic challenges of a diverse student population representing all 50 states and nearly 150 nations around the globe. There are more than 16,700 degree-seeking students in approximately 115 undergraduate, 105 masters, 63 doctoral (59 research/scholarship and four 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% hold doctorates or terminal degrees in their fields.