## The Simon MBA

Simon Business School | University of Rochester

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## MC At Simon Business School, an MB

is about more than a credential. VX

HOW DO I USE **ANALYTICS AND** DATA TO MAKE

pg. 2

EFFECTIVE **DECISIONS?**  HOW DO I BECOME AND INCLUSIVE LEADER?

pg. 11

A MORE EFFECTIVE

pg. 16

TALENTS?

MY GOALS AND

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HOW CAN I MAKE MAND

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Clarity at Simon means learning how to see through ambiguity and the short-term, and get to the heart of any problem.

To learn more, visit our website.

**Click here to request** information.

## It's about a new level of clarity.



MITCH LOVETT Senior Associate Dean of Education and Innovation; Associate Professor of Marketing; Center of Excellence in Data Science Distinguished Researcher, Goergen Institute for Data Science

Teaching interests: Marketing research; advertising strategy; consumer behavior

PhD: Duke University

with an intensive quantitative focus, gives you a cohesive, evidence-based approach to decision-making. You'll graduate with the confidence to frame problems more effectively, uncover patterns that motivate and drive markets,

## K. PATRICK NGONGO '21

Undergraduate degree: Bachelor of Science in Finance from Florida State University

**Thermo Fisher Scientific** General Management Leadership Development Program

San Diego, California

"I chose Simon because I wanted rigorous coursework focused on finance, strategy, and analytics that would challenge me and make me

## SOUGHT AFTER NTHE MARKETPLAC Additionally, the amazing tight-knit community that both my spouse and

I felt when visiting campus was unbelievabl

"One lesson I reflected on during my internship was

# USING DATA TO TELL THE STORY.

At one point I felt stuck, and it suddenly occurred to me that I had a deck of data points but had not tied them together with a story that would resonate with my audience."

## CHANTAL DELISLE '21 (STEM-Designated MBA)

Undergraduate degree: Bachelor of Arts in Sociology; Communication from St. Lawrence University

Kimberly-Clark Corporation Associate Brand Manager, Huggies

Saratoga Springs, New York

## SEVIN YELTEKIN Dean, Simon Business School

### Research interests:

Macroeconomics; sustainable fiscal and monetary policy design; public debt management; computational economics

PhD: Stanford University



**MBA IN THE US** Financial Times, 2022 OVERALL AMONG **US BUSINESS SCHOOLS** nberg Businessweek, 2022

No.

27



## No.

MOST DIVERSE MBA PROGRAM **AMONG TOP-50 BUSINESS** SCHOOLS

U.S. News & World Report, 2022

# THREE PREEMINENT STARTED OR EDITED Journal of Accounting Journal of Monetary E OF THEE CLASSS.

"Working together collaboratively, we will continue to build on our strengths. Through our innovative research and teaching, interdisciplinary approach, and our commitment to an equitable and inclusive environment, we will make a greater impact on the world around us."

## THREE PREEMINENT JOURNALS STARTED OR EDITED AT SIMON:

Journal of Accounting and Economics Journal of Financial Economics Journal of Monetary Economics

We have a strong quantitative focus because good business requires making quantitative decisions: what product to launch, what pricing to use, where to invest your firm's money. It's also what defines the businesses at the forefront of the economy."

### PAUL ELLICKSON Michael and Diane Jones Professor of Marketing and Economics

**Research interests:** The intersection between quantitative marketing and industrial organization

PhD: Massachusetts Institute of Technology

**BEST MBA PROGRAM** IN THE US Fortune, 2022

No.

USINESS SCHOOL & World Rep 2022

t Simon, you study with professors who originated the research. We want you to understand these ideas and use them in the real world."

No.

33

JOANNA WU Susanna and Evans Y. Lam Professor of Business Administration

Research interests: Financial disclosure and regulation

PhD: Tulane University

Editor: Journal of Accounting and Economics

## INNOVATIVE CURRICULUM. **STEM-DESIGNATED OPTION.**

We are the first MBA program in the US to offer a STEM-designated option to students in any specialization, which signals analytical and quantitative rigor to employers.



## **SPECIALIZATIONS**

Our specializations take a deep dive in one area of focus. Your coursework will be linked to co-curricular and career-search activities that align with your short-term career goals. Or, you can follow our General Management track to choose from a broad selection of courses.

## FINANCE Asset Management Banking

**Corporate Finance Venture Capital & Private Equity** 



MARKETING

## CONSULTING

Operations Pricing Strategy Technology



## MINORS

Complement the coursework in your specialization with a minor, which will round out your skills and functional training.

## **CROSS-FUNCTIONAL**

Analytics Entrepreneurship **Global Business** Health Sciences Management Leadership

## FUNCTIONAL

Accounting Consulting-Operations and Technology Consulting-Strategy and Pricing Finance Marketing

## A PROGRAM FOCUSED ON ONE GOAL: **ADVANCING YOUR CAREER**

Many students pursue an MBA to advance their careers. At Simon, every aspect of our program is designed around that goal. We call it our Integrated Student Experience. It means that everything you do here-including your coursework, co-curricular activities, and career search—is intentionally connected and focused on positioning you for career success.

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## **FULL-TIME MBA PROGRAM: YEAR 1**

RE-FALL	FALL A	FALL B
<b>FR 401</b> anagerial conomics	ACC 401 Corporate Financial Accounting	CIS 401 Informati for Mana
INI troductory obability r Finance	MKT 402 Marketing Management FIN 402 Capital Budgeting and Corporate Objectives	GBA 412 Data Ana ELECTIV
		_

**MGC 401 Professional Communication:** Persuasion in Business Relationships

\*Note: During your Simon MBA, you'll need to take three required electives: STR 421 and two managerial breadth electives, which are designed to bolster professional skills employers desire. There is no set term when these need to be completed, so you have the flexibility to satisfy these requirements when they best fit your schedule.

## PUT YOUR SKILLS TO WORK AFTER YEAR ONE

After the first year of your MBA, you will complete a required summer internship to gain on-the-job experience. With support from the Benet Career Management Center, you will interview and secure an internship—something 100% of students seeking internships or project work in the MBA Class of 2022 achieved. Entrepreneurs and company-sponsored students may choose not to complete an internship and instead write an in-depth research paper to complete the course requirement for GBA 490.

## BENET CENTER ONBOARDING

The Benet Career Management Center's structured pre-arrival preparation program guides you through learning modules for business career discovery.

SPRING A	SPRING B	SUMMER
CIS 401 B Information Systems for Management GBA 411	<b>MGC 402</b> Influence in Interpersonal Interactions	<b>GBA 490</b> Summer Internship Experience
Business Modeling	ELECTIVE*	
<b>OMG 402</b> Operations Management	ELECTIVE*	
<b>GBA 401</b> Structured Problem Solving		
<b>Choose one</b> project c based on your specia		
based on your specia MKT 441	lization:	
based on your specia MKT 441 Brand Management MKT 450 Product Management FIN 450	lization: Workshop	
based on your specia MKT 441 Brand Management MKT 450	lization: Workshop	

## YOUR CAREER ACTION TEAM (CAT)

Your CAT—a small group of Benet Career Peers, Benet Center staff, Ainslie Office of Student Engagement staff, alumni, and goals—will support your career search and enhance outcomes

## **CO-CURRICULAR INVOLVEMENT**

Round out your MBA experience with:

- Case competitions
- Pro bono consulting projects
- Student clubs
- Career treks
- International immersions

COUNTRIES OF ORIGIN MBA Cohort Entering in 2022

## = 20,000

= 20,000

27

## A new level of clarity.

# 

202

The Simon MBA student community is small by design and one of the most diverse at any business school in the country. With an extraordinary array of perspectives always close by, you'll get firsthand experience turning differences into a competitive edge.

### HUMBERTO RESENDIZ MAGAÑA '23 Marketing-Product Management; Consulting-Strategy (STEM-Designated MBA)

Internship: Warner Bros. Discovery MBA Strategy Summer Intern

From: Mexico

## "Professional Communication: Persuasion In Business Relationships WAS ONE OF MY FAVORITE CLASSES.

## Being able to improve my communication skills while practicing in a business environment was a great learning experience."

## DIVERSE PROFESSIONAL, SOCIAL, AND EDUCATIONAL CLUBS/ORGANIZATIONS, INCLUDING:

Asians in America Graduate Business Council Net Impact Simon Accounting Association Simon Black Student Alliance Simon Consulting Club Simon Finance & Investment Club Simon Marketing Association

## Simon Pricing Club Simon Says Simon Spectrum Simon UNCorked Simon Volunteers Simon Women in Business

simon.rochester.edu/mba-clubs

Grow your professional acumen and network. Share your enthusiasm for sports, gaming, or wine. Bond over shared cultural backgrounds. Connect with new friends and experiences. Make a difference in the world around you. Our clubs and organizations provide plenty of options to belong and lead.

WOMEN MBA Cohort Entering in 2022

**43**%

35%

SLOHOOT

RUBHUI

## OF US STUDENTS ARE AFRICAN AMERICAN, BLACK, HISPANIC AMERICAN, OR NATIVE AMERICAN MBA Cohort Entering in 2022

WALLACE GUNDY '20 Marketing–Brand Management; Entrepreneurship (STEM-Designated MBA)

Amazon Manager, Product Management

New York, New York

## THAN A NETWORK

## **"MY TIME AT SIMON WAS TRANSFORMATIONA**

and my classmates played a big part in shaping my experience! By the conclusion of my program, I had a great understanding of the Simon family and left my MBA journey with lifelong friends."

#SIMONSTR

SOMAYINA BOARDMAN '20

Johnson & Johnson Vision Associate Brand Manager

Jacksonville, Florida

MBA FACULTY/FULL-TIME MBA STUDENT RATIO 1:5

Our students consistently rate the Simon experience as collegial and supportive. And our smaller class sizes mean you'll get to know-truly know-your classmates.



A new level of clarity.

# REFLECTION, REFINEMENT, AND ROCHESTER.

"The Benet Career Management Center gave me a clear understanding of my MBA recruiting journey from the start

We believe a rigorous MBA program can and should be eye-opening on many levels. You'll be encouraged to explore and focus as never before-to gain a more profound understanding of what business means in the world, the leader you can be, and the impact you can create.

**AKHIL KOKKALEMADA '22** Specialization: Consulting-Strategy Minors: Entrepreneurship; Finance (STEM-Designated MBA)

FY Senior Consultant

Atlanta, Georgia

## and the appropriate attention I needed TO LAND MY DREAM CONSULTING ROLE."

## OLIVER CHEN '22

**State Street Corporation** Assistant Vice President, Capital Management

Boston, Massachusetts

"I was the COO for the Simon School Venture Fund (SSVF), Simon's student-led, early-stage, industry agnostic

# **SEED FUND WITH OVER \$2M UNDER** MANAGEMENT.

SSVF is made possible by the generous support of Simon's alumni network, which speaks volumes about their commitment to 'paying it forward'."

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Our hometown of Rochester is remarkably affordable on a graduate student budget. There's a booming farm-to-table and craft cocktail/beer scene, world-class music, and all the natural beauty that Western New York and the Finger Lakes region have to offer.

## **AT THE PLAYHOUSE ROCHESTER, NEW YORK**

## \$61,992



## LESSONS

From projects with local businesses, nonprofits, and agencies to global treks, Simon gives you opportunities to work alongside key business innovators and go behind the scenes at the world's best companies.



## COUNTRIES

where MBAs travel for career treks and academic Immersions: India, Israel, Singapore, South Africa, and Switzerland

## **KEY BENEFITS OF INTERNATIONAL STUDY:**

## **GLOBAL AWARENESS**

You will see firsthand how cultures, corporations, and people align to do business and expand your understanding of new business and cultural practices by hearing from alumni about their experiences in-country.

## **EXPANDING YOUR NETWORK**

You will meet people worldwide and engage with alumni and professionals who can help you throughout your career search.



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111



## **DOLLARS RAISED FOR AND INVESTED IN COMMUNITY INITIATIVES DURING THE** 2021-2022 SIMON IMPACT INITIATIVE,

which was started by Simon Net Impact—a gold status chapter for four consecutive years—and the Graduate Business Council. The initiative also resulted in 275 impact events, 4,243 hours volunteered, and 7,670 people engaged thanks to the work of the Simon clubs and organizations that participated.

## NUMBER OF PRO BONO CLIENT PROJECTS **COMPLETED BY SIMON VISION CONSULTING** IN THE 2021–2022 ACADEMIC YEAR

LOCAL CHILDREN SUPPORTED IN 2021 BY SIMON **VOLUNTEERS' ANNUAL SECRET SANTA PROGRAM** 

## PERCENTAGE OF SIMON MBAS WHO **COMPLETED COMMUNITY SERVICE PROJECTS**

## **6TH GRADERS IN THE ROCHESTER CITY SCHOOL DISTRICT**

who worked last year with Simon students through P.I.E.C.E.S., an educational equity program created by Simon MBAs that provides students with contexts for meaningful learning and focuses on three main lessons: Growth Mindset, Finance, and Entrepreneurship.

**STUDENT-RUN SIMON** SCHOOL VENTURE FUND selamat datang

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benvenuti

### KATHRYN FLASCHNER '17

Walmart Strategy Lead, Home Private & Exclusive Brands

San Francisco, California

"The Simon community allows you to pursue your passions, both professionally and personally. It definitely showed me the opportunities that await and what can happen if you're ready to contribute and get involved."

18,000+ ALUMNI IN MORE THAN 80 COUNTRIES

> "I chose Simon because the school has an analytical approach to finance and a small class size. I was deeply involved in the Simon Finance & Investment Club as a board member, which helped me improve my presentation, leadership, and coaching skills."



LUCAS ZENÓBIO CRUZ '18 Finance (STEM-Designated MBA)

**JPMorgan Chase & Co.** Investment Banking Associate

New York, New York

"I chose Simon because of the quantitative rigor and analytical approach, which was attractive because the future of business is big data analytics. The ability to mine data and solve issues to increase profitability with analytics is an imperative skill set."

"Simon helped broaden my perspective in the field of finance and offered me practical exposure to the industry so I can better understand real business situations. The diverse perspectives of the class were what really added value to the concepts that I already knew."

## JARMARIUS MOTEN '19 (STEM-Designated MBA)

Accenture Manager, Strategy & Consulting

Chicago, Illinois



KANIKA CHOPRA '15 Competitive and Organizational Strategy; Finance

**Citigroup, Inc.** Senior Vice President

New York, New York

RYAN BELL '20 Marketing – Product Management; Consulting – Pricing (STEM-Designated MBA)

A Ballins

**Google** Strategy & Operations Lead

Boston, Massachusetts

" There is no better spot to unwind after exams than the Genesee Brew House. Rochester is filled with

## **ICCAL GENS** no matter what your food and drink preferences are."



## No.10 **BEST BUSINESS CLIMATE**

**BEST CITY IN THE US FOR** 

**REMOTE WORKERS** 

**AMONG MID-SIZED METROS** based on growth potential, talent pipeline, quality of life, and affordability Business Facilities, 2021

## WINERIES IN THE **FINGER LAKES REGION** Finger Lakes Wine Alliance









## Your Simon MBA is also a degree from the University of Rochester, one of the world's leading private research universities. UR is known for outstanding programs in the arts and sciences, engineering, medicine, and music, and has a long-standing focus on data science. Our motto,

*Meliora*—"ever better"—expresses the University's commitment to invention and innovation, fueled by hard work and imagination.



**ONE OF ONLY 146 UNIVERSITIES IN THE US CLASSIFIED AS R1 FOR VERY HIGH RESEARCH ACTIVITY** 

HOME TO THE INTERNATIONALLY **RENOWNED EASTMAN** SCHOOL OF MUSIC



THE INSTITUTE OF OPTICS HAS GRANTED OVER HALF OF ALL US DEGREES IN OPTICS

## No.3<sub>FOR</sub>

Based on percentage increase on pre-MBA salary. *The Economist*, 2021

## **GRADUATE HIRES BY FUNCTION**

Figures rounded to the nearest whole numbe



**CLASS OF 2021** 

General Management

## 75.3% SCHOOL-FACILITATED EMPLOYMENT

Figures rounded to the nearest decimal for legibility.

School-facilitated internships	30.9%	ASS OF 2021
Activities supported by the Benet Center (job fairs, The Consortium, events, etc.)	23.7%	CLV
Job postings (SimonWorks, résumé books, résumé referrals)	11.3%	
School network/resources	7.2%	
Other	2.1%	

Your Career Action Team will be an essential resource throughout your Simon experience. These small groups—made up of students with similar career interests, advisors, and alumni meet regularly to share experiences and insights. The goal: positioning you to stand out and succeed in your desired field. No.5

HIGHEST EMPLOYMENT PERCENTAGE 3 MONTHS POST-GRADUATION \_\_\_\_\_

Among ranked US business schools with 50 or more job-seeking graduates

EMPLOYMENT OUTCOMES



Accepted employment 3 months post-graduation Class of 2021

## \$154,529

Average base salary plus sign-on bonus

(Based on U.S. News & World Repor calculations.)



Of seeking students accepted internships or project work Class of 2022

Activision Blizzard AlixPartners, LLC **Applied Materials, In** Autodesk Inc. **BNP** Paribas **Boston Scientific Co Century Link** Citigroup, Inc **Constellation Brand** Credit Suisse **Danaher** Corporatio Discover Bank Dow Chemical **Drake Street Partner** Eli Lilly and Compar

(2020 - 2022)

## Simon connects you with today's top companies.

## SAMPLE OF MBA INTERNSHIP AND FULL-TIME HIRING COMPANIES

	EY
	F5 Networks, Inc.
	Fast Growing Trees
	Federal Reserve
	FedEx
	Fiat Chrysler Automobiles
	(FCA US LLC)
	Fiserv, Inc.
	Fisher-Price
	Garlock Sealing Technology
	Gartner
npany	GenPact Consulting
	Gilead
	Google
	Grupo México
	Guggenheim Partners
	Gurtam Inc.
	Harris Williams
	Henkel Corporation
	Highland Planning
	Holden Advisors
oration	Howe and Rusling, Inc.
	HP
	IBM
	InCap Group
	Inspiring Capital
	lpsos
	Jefferies Financial Group, Inc.
	Johnson & Johnson
	JPMorgan Chase & Co.
mpany	Juniper Networks, Inc.
	Kalypso Consulting
	Kimberly-Clark Corporation
	KPMG LLP
	Liberty Mutual Insurance
	Lockheed Martin
	Macquarie Group Limited
	M&T Bank
	MarqetU
	McKinsey & Company
Services)	Medtronic
	Meltek, Inc.
	Merck & Co., Inc.
	Metropolitan Life Insurance
on	Company
on	Microsoft

Nature's Way Nike, Inc. NPD Group **Otis Elevators** Paychex PayPal, Inc. Peloton Interactive, Inc. PepsiCo Inc. Pfizer Inc. Pine Brook Partners Pride Products Distributors ProcDNA Procter & Gamble RapidSOS RBC Capital Markets Reckitt Benckiser Group plc ServiceNow Simon-Kucher & Partners State Street Corporation Target Corporation The Travelers Companies, Inc. Thermo Fisher Scientific US Bank Varian Medical Systems Wayfair LLC Western Digital Corporation

lated figures were prepared in adherence to the MBA Career Services and Employer Alliance's Standards

## **JAZMINE CARTER '20**

Johnson & Johnson Senior HR Business Partner, DePuy Synthes

Tampa, Florida

## "SIMON IS A VERY DIVERSE COMMUNITY. IT'S BEYOND GENDER, RACE, ETHNICITY—IT'S REALLY DIVERSITY OF THOUGHT. Because the Admissions team does a great job of sourcing students from

## ALL OVER THE VORED WITH DIFFERENT BACKGROUNDS,

DIVERSITY IS THE FABRIC OF WHO WE ARE."

## PONERFU PARTERS

Simon works with national organizations to provide aspiring MBA students with financial aid, mentoring, and career support.



THE CONSORTIUM FOR GRADUATE STUDY IN MANAGEMENT

For more than 50 years—in support of its longstanding commitment to equity, diversity, and inclusion— Simon has been a member of The Consortium, a partnership of leading business schools and Fortune 500 companies committed to increasing African American, Hispanic American, and Native American students in fulltime MBA programs and corporate management. Benefits include a common application, scholarships, and an orientation program that offers networking with potential employers.

## TOIGO.

## THE ROBERT TOIGO FOUNDATION

This organization provides diverse MBA candidates committed to careers in finance with a merit award, a network of contacts, career management support, mentorship, and leadership training.



### **REACHING OUT MBA**

Simon partners with ROMBA to offer two LGBT+ MBA fellowships of at least \$10,000 per academic year in addition to exclusive mentorship and leadership training.



### FORTÉ

Forté is a partnership of MBA programs and corporate sponsors who seek to increase the number of women in business leadership. Benefits include application support, professional development, and consideration for selective fellowships. All MBA candidates, regardless of sex, are considered for the Forté Fellowship.

### TEACHFOR AMERICA

### **TEACH FOR AMERICA**

Simon offers an application fee waiver and at least \$10,000 per year in merit-based scholarship support to candidates transitioning directly from their teaching commitment.



### MANAGEMENT LEADERSHIP FOR TOMORROW (MLT)

MLT is a partnership offering pre-MBA application preparation support and career development programming for African American, Native American, and Latinx students.



### PROSPANICA

Simon offers scholarship support to an outstanding candidate each year in an effort to increase the number of Hispanic students receiving an MBA.



## MILITARY AT SIMON YELLOW RIBBON PROGRAM

This program provides unlimited matching funds to cover MBA tuition costs for Yellow Ribbon eligible students beyond the benefits of the Post-9/11 GI Bill.



### ADMIT.ME ACCESS

Admit.me Access is the only free comprehensive admission resource for underrepresented minorities and women interested in applying to MBA or business-related MS/PhD programs. Admit.me Access provides both resources and community opportunities and ensures that its members never apply alone.

MRIGENDRA KUMAR MRITYUNJAYA '19 Consulting-Pricing; Entrepreneurship (STEM-Designated MBA)

McKinsey & Company Associate

Chicago, Illinois



## **GET TO KNOW US.**

Simon's small class size means we can take the time to get to know each applicant personally. We encourage you to connect with our Admissions staff early in your search so you can get a sense of what it's like to be part of the Simon community.

Questions about our MBA program or what makes the most effective application? We're ready to help you every step of the way.

## Connect with ι

- Speak with an Adm representative or current student
- Check your eligibi
- Participate in a we
- Attend an event
- Visit campus

simon.rochester.edu +1 (585) 275-3533 admissions@simon.

ROUND 1 August 15–October 2 October 16–January 3 January 6–February 4 February 16–March 5 April 1–May 1

ON THE COVER:



**TIERA WRIGHT '22** Specializations: Marketing-Brand Management; Consulting-Pricing; Consulting-Strategy Minor: Entrepreneurship

Medtronic

Senior LDRP CEO Communications & Operations Atlanta, Georgia

"When first visiting Simon, I fell in love with the supportive community. Support was a critical component for me when considering business school, and after two years here, I can honestly say Simon did not disappoint."



"KEEP AN OPEN MIND. CONSIDER **DIFFERENT INDUSTRIES, FUNCTIONS** AND ROLES DURING YOUR MBA, AND YOU MAY FIND A ROLE IN AN **INDUSTRY THAT COULD BE** 

## ING THAN YOUR INITIAL CAREER GOAL."

<mark>us.</mark>	Apply now.	WHAT YOU'LL NEED
missions t ility ebinar	Finalize your application and receive our full consideration for admission and merit-based scholarship support.	<ul> <li>Online application form</li> <li>Two professional references</li> <li>\$90 non-refundable application fee*</li> <li>Current résumé</li> </ul>
u/mba-connect	Apply by January 5 for maximum scholarship consideration.	• Essays • College transcripts • GMAT or GRE* • TOEFL, IELTS, or Duolingo
.rochester.edu	Simon welcomes applications on a rolling basis—we're reviewing new submissions daily. Apply early in any round for a chance to receive your admission decision ahead of schedule.	English Test* *Waiver available.

DEADLINE	DECISION
October 15	December 15
January 5	March 31
February 15	April 20
March 31	May 15
May 1	June 15
	October 15 January 5 February 15 March 31



**KEVIN QUIROS '22** Consulting-Strategy (STEM-Designated MBA)

US Army Major

Student, United States Army Command and General Staff College Fort Leavenworth, Kansas

"One thing that immediately stood out to me about Simon when I was assessing fit was the diverse class profile. With a broad range of talent from here in the United States and across the world, you are bound to learn from different perspectives."





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