At Simon Business School, an MBA is about more than a credential. It’s about a new level of clarity.

Clarity at Simon means learning how to see through ambiguity and the short-term, and get to the heart of any problem.
A new level of clarity. LET’S BE UNABASHEDLY ANALYTICAL.

“To say we emphasize the analytical doesn’t mean we just focus on computation. It means we challenge you to think rigorously and deeply about the drivers of any given situation.”

We’ll show you how a deep understanding of economics, combined 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, and use data to persuade and inspire.

RONALD GOETTLER
Senior Associate Dean for Faculty and Research; James N. Doyle, Sr. Professor of Entrepreneurship
Teaching interests: Economics; marketing; entrepreneurship
PhD: Yale University
Despite prior work experience in analytical roles, my time at Simon has OPENED MY EYES TO NEW WAYS OF ANALYZING INFORMATION.

“I KNEW SIMON WOULD PROVIDE ME WITH THE QUANTITATIVE AND DATA ANALYTICS SKILL SETS to frame, analyze, and communicate insights to solve complex business problems efficiently.”
“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 interaction between quantitative marketing and industrial organization
PhD: Massachusetts Institute of Technology

“We’re sharing with you a deep understanding of how businesses should be designed, how they should work, and how you should interact in them. This is more than just a toolkit for your next job. It’s a toolkit for life.”

ANDREW AINSLIE
Dean, Simon Business School
Research interests: Economic and statistical models of consumer behavior and direct marketing
PhD: University of Chicago
Hobbies: Cave diving, flying

“We're sharing with you a deep understanding of how businesses should be designed, how they should work, and how you should interact in them. This is more than just a toolkit for your next job. It’s a toolkit for life.”

ANDREW AINSLIE
Dean, Simon Business School
Research interests: Economic and statistical models of consumer behavior and direct marketing
PhD: University of Chicago
Hobbies: Cave diving, flying

“The faculty here collaborate across different areas—it’s definitely a holistic, rather than a siloed, approach. We build on each other’s classes, and there’s an abundant exchange of ideas that helps everyone better understand the business world.”

JOANNA WU
Susanna and Evans Y. Lam Professor of Business Administration
Teaching interests: Corporate financial reporting
Research interests: Financial disclosure and regulation
Editor: Journal of Accounting and Economics

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

GREGORY BAUER
Associate Dean of Full-Time Programs; Rajesh Wadhawan Chair of Development Economics
Teaching interests: Macroeconomics; international finance
Teaching Award Winner: 2010–14, 2016, 2019
PhD: University of Pennsylvania

“No. 5
TOP MBAs FOR FINANCE IN THE WORLD

No. 9
IN THE US AND NO. 19 IN THE WORLD FOR ENTREPRENEURSHIP

NO. 13
TOP MBA FOR WOMEN IN THE US


HEAD OF THE CLASS.

Financial Times, 2018, 2019
MINORS

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

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<tr>
<th>MINORS</th>
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<tr>
<td>SPECIALIZATIONS</td>
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<td>Consulting</td>
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<td>Leadership</td>
<td>Technology</td>
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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.

FULL-TIME MBA PROGRAM: YEAR 1

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<thead>
<tr>
<th>SEMESTER</th>
<th>COURSE</th>
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<tr>
<td>PRE-FALL</td>
<td>ACC401</td>
<td>CORPORATE FINANCIAL ACCOUNTING</td>
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<tr>
<td>FALL A</td>
<td>CIS401 A</td>
<td>INFORMATIVE SYSTEMS FOR MANAGEMENT: PART A</td>
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<td>FALL B</td>
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<td>MANAGERIAL ECONOMICS</td>
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<td>FALL B</td>
<td>MKT402</td>
<td>CAPITAL BUDGETING AND CORPORATE OBJECTIVES</td>
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<td>FALL B</td>
<td>GBA412</td>
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<td>CIS401 B</td>
<td>INFORMATIVE SYSTEMS FOR MANAGEMENT: PART B</td>
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<tr>
<td>SPRING A</td>
<td>OMG402</td>
<td>OPERATIONS MANAGEMENT</td>
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<td>SPRING B</td>
<td>STR421</td>
<td>COMPETITIVE STRATEGY</td>
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<tr>
<td>SPRING B</td>
<td>GBA401</td>
<td>STRUCTURED PROBLEM SOLVING</td>
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<tr>
<td>SPRING B</td>
<td>MGC401</td>
<td>PROFESSIONAL COMMUNICATION: PERSUASION IN BUSINESS RELATIONSHIPS</td>
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<tr>
<td>SPRING B</td>
<td>FIN434</td>
<td>INVESTMENT MANAGEMENT AND TRADING STRATEGIES</td>
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<tr>
<td>SPRING B</td>
<td>CIS461</td>
<td>STRATEGY AND BUSINESS SYSTEMS CONSULTING PRACTICUM</td>
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</table>

At Simon, you will set the direction for your future career before you’ve even set foot on campus. The Benet Career Management Center offers a structured pre-arrival preparation program, which guides you through learning modules for business career discovery.

Once you arrive, you’ll be placed into your Career Action Team (CAT), which will include a small group of like-minded students with similar goals, Benet Career Peers, Benet Center staff, Office of Student Engagement staff, and alumni, whose energy and commitment will support your career search and enhance outcomes.

You’ll also have the opportunity to participate in case competitions, pro bono consulting projects, student clubs, and other activities to enrich your MBA studies. In addition, completing international treks and immersions will allow you to experience the world of international business firsthand.
HOW TEAMS SHOULD WORK.

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 first-hand experience turning differences into a competitive edge.

“MY FAVORITE THING ABOUT SIMON IS THE PEOPLE.

TEAMWORK HERE GOES WAY BEYOND THE CLASSROOM. MY CLASSMATES ARE ALWAYS THERE FOR ONE ANOTHER, FROM HELPING PREP FOR AN INTERVIEW TO CELEBRATING EACH OTHER’S ACHIEVEMENTS.”

FERNANDA VEIGA ’19
Competitive and Organizational Strategy (STEM-Designated MBA)
From: Brazil
Co-curriculars: Graduate Business Council Vice President of Events; Student Career Advisor
Headed to: Tesla, HR Business Partner

A new level of clarity.
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.

“BEING THE GRADUATE BUSINESS COUNCIL (GBC) PRESIDENT HAS ALLOWED ME TO DEVELOP MY LEADERSHIP SKILLS MORE THAN ANY SINGLE CLASS OR GROUP PROJECT I HAVE WORKED ON. THE GBC BOARD CREATES AND IMPLEMENTS KEY INITIATIVES that I hope will foster a more enriching experience for my classmates.”

YONNAS TEFERE ’19
Finance
From: United States
Co-curricular: 2018–2019 Graduate Business Council President; Simon School Venture Fund
Headed to: Morgan Stanley, Investment Banking Associate

40% OF OUR US MBA STUDENTS ARE AFRICAN AMERICANS, HISPANIC AMERICANS, OR NATIVE AMERICANS

DIVERSE PROFESSIONAL, SOCIAL, AND EDUCATIONAL CLUBS, INCLUDING:

Graduate Business Council
Net Impact
Simon Accounting Association
Simon Consulting Club
Simon Finance & Investment Club
Simon Marketing Association
Simon National Black
Simon Pricing Club
Simon Says
Simon Spectrum
Simon UNCorked
Simon Volunteers
Simon Women in Business

42% WOMEN Class of 2021

WOMEN Class of 2021

40% OF OUR US MBA STUDENTS ARE AFRICAN AMERICANS, HISPANIC AMERICANS, OR NATIVE AMERICANS

WOMEN Class of 2021

WOMEN Class of 2021
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.

"THE NIAGARA TREK WAS A BRILLIANT OPPORTUNITY TO GET TO SEE A NEW PLACE, TAKE PART IN FUN ACTIVITIES, AND GET TO KNOW YOUR CLASSMATES BETTER."

NIKHIL PINTO ’19
General Management (STEM-Designated MBA)
From: India
Co-curriculars: Graduate Business Council Vice President of Club Communications/Activities, Simon Health Sciences Vice President of Alumni Relations
Headed to: Simon-Kutcher & Partners, Consultant

As an international student, I’m always on the lookout for chances to see the sights and explore new places in the US.”
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.

I’ve been utterly astounded at how well I’ve gotten to know the people here—classmates, faculty, and Administrators alike—in just one year.”
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.

“I would describe my Simon classmates as my very large, extended family. I valued the diversity of my fellow MBAs —having the chance to interact with people I might not have in any other environment added a valuable dimension to my education.”

BRYAN CARLO ’18
Finance
New York, New York
Citigroup
Financial Management Associate–Finance
Leadership Program

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.
LIFE 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.
“I pursued my MBA because I knew I wanted to change my career. Simon sharpened my skills in several different areas, and the variety of classes helped make me more flexible and adaptable for a new professional path.”

ALIA TABET ’09
Finance, Marketing
NFL Network
Senior Director of Affiliate Marketing

“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.”

KANIKHA CHOPRA ’15
Competitive and Organizational Strategy, Finance
Citi
Vice President, Corporate Mergers & Acquisition Group

“Simon prepares you for the real business world with professors who wrote the books on what they teach. It’s a tight-knit community that is truly committed to your success in the workforce.”

DRE COLLIER ’15
Business Systems Consulting
Boston, Massachusetts
Accenture
Manager, Accenture Strategy

“Simon gave me the tools to be effective in the modern global environment. To sit in a classroom and learn statistics, analytics, pricing, and business principles was incredibly valuable.”

TIM HAYWARD ’16
Competitive and Organizational Strategy, Finance
London, United Kingdom
Bain & Company
Case Team Leader

18,000+ ALUMNI IN MORE THAN 80 COUNTRIES

CONNECTED.
“Rochester’s beautiful parks, nature preserves, and low cost of living are all things that I LOVE ABOUT THE CITY.

My favorite place to visit is High Falls. It is a beautiful waterfall in the middle of downtown Rochester that always instills me with a sense of awe and calmness.”
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.
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.
In 2018, Simon celebrated 50 years of membership with The Consortium, a partnership of leading business schools and Fortune 500 companies committed to increasing African American, Hispanic American, and Native American students in full-time MBA programs and corporate management. Benefits include a common application, scholarships, and an orientation program that offers networking with potential employers.

THE ROBERT TOIGO FOUNDATION
This organization provides minority 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 LGBTQ MBA fellowships of at least $10,000 per academic year in addition to exclusive mentorship and leadership training.

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 beyond the benefits of the Post-9/11 GI Bill. Additionally, Simon will waive the application fee for US active and veteran military members.

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

“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 world, with different backgrounds, diversity is the fabric of who we are.”

JAZMINE CARTER ’20
Competitive and Organizational Strategy, Marketing
From: United States
Co-curriculars: Graduate Business Council Vice President of Diversity and Inclusion, Simon Marketing Association
Internship: CVS Health, Enterprise Strategy Intern

“POWERFUL PARTNERS.”
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.

**Get to know us.**

We hold tours Monday through Thursday. To schedule your visit, call us: +1 (585) 275-3533.

**Connect with us.**

- Speak with an Admissions representative or current student
- Check your eligibility
- Attend a webinar
- Visit campus

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

Apply by January 5 to be considered for an invitation to Scholarship Weekend, where attendees compete for additional scholarship.

**Round deadline decision**

<table>
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<th>ROUND</th>
<th>DEADLINE</th>
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<tr>
<td>1</td>
<td>September 5–October 15</td>
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<td>October 16–January 5</td>
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<tr>
<td>3</td>
<td>January 6–February 15</td>
<td>February 15</td>
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<tr>
<td>4</td>
<td>February 16–March 31</td>
<td>March 31</td>
</tr>
<tr>
<td>5</td>
<td>April 1–May 1</td>
<td>May 1</td>
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</tbody>
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“I chose Simon because I wanted an MBA program that offered top-tier education in finance and a small class size so I could make meaningful connections with my classmates.”

DAVID SCHRYVER (left) ’20
Finance
(STEM-Designated MBA)
From: United States
Co-curriculars: Graduate Business Council Vice President of Finance; Simon School Venture Fund Vice President of Deal Sourcing
Internship: Guggenheim Partners, Investment Banking Summer Associate

“I have developed the ability to look into the data and derive real, actionable insights from it. This was invaluable during my internship at Nissan and should continue to be throughout my career.”

MICHAEL RETHY ’18
Competitive and Organizational Strategy, Marketing
Toronto, Canada
Nissan Motor Corporation
Brand Manager–Passenger Cars, Chief Marketing Management

“Simon has such a great support system not only for women but for all students. I feel really empowered and encouraged by my fellow classmates and faculty to be my true, authentic self every day.”

ANKITA BENDRE (right) ’20
Competitive and Organizational Strategy, Product Management
(STEM-Designated MBA)
From: United States
Co-curriculars: Diversity & Inclusion Ambassadors Vice President of Finance; Benet Career Peer and Coach
Internship: Microsoft, Program Manager Intern