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 getting to the heart of any problem.
LET’S BE UNABASHEDLY ANALYTICAL.

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.

“We’re constantly changing our course materials to reflect the changing business environment. I bring my social media research into my class to give students experience with real-world situations.”

HUAXIA RUI
Associate Professor of Computer Information Systems

Research interests:
Social media; health information technology; optimal contract design
PhD:
University of Texas at Austin
BROADEN YOUR SKILLS. SHARPEN YOUR FOCUS.

Success requires more than in-depth business knowledge. Leadership, strategy development, and real-world challenges are seamlessly embedded into the Simon MBA curriculum.

simon.rochester.edu/pmba-curriculum

STEM-DESIGNATED OPTION

Gain a competitive edge by selecting Simon’s STEM MBA option. We are the first MBA program in the US to offer a STEM-designated option to students regardless of specialization. The STEM designation signals analytical and quantitative rigor to employees.

The Simon Professional MBA program allows a flexible path to an MBA degree, with a program designed to work around your personal and professional demands.

simon.rochester.edu/pmba-curriculum

STRUCTURE DESIGNED FOR BUSY PROFESSIONALS

CORE CLASSES: 9
ELECTIVES: 11
SPECIALIZATIONS: 10

KEY OFFERINGS
- International Immersions for global experience, scheduling flexibility, and possible faster degree completion
- Concierge-style support
- Career resources
- Advising and advanced planning for:
  - Specializations and minors
  - Scheduling and degree completion
  - Financial aid eligibility
- Team development and support

SPECIALIZATIONS
Choosing one of these available specializations allows for additional marketability when entering the job market

FINANCE
- Asset Management
- Banking
- Corporate Finance
- Venture Capital & Private Equity

MARKETING
- Brand Management
- Product Management

CONSULTING
- Operations
- Pricing
- Strategy
- Technology

MINORS
Students can also choose to add one of these minors to round out the educational experience and provide increased marketability

ACCOUNTING
ANALYTICS
ENTREPRENEURSHIP
HEALTH SCIENCES
MANAGEMENT
GLOBAL BUSINESS
LEADERSHIP

No. 9 IN THE US AND NO. 19 IN THE WORLD FOR ENTREPRENEURSHIP
No. 5 IN THE WORLD FOR FINANCE
No. 4 IN THE WORLD FOR ECONOMICS

Financial Times, 2019/2020

CORE CLASSES
- Capital Budgeting and Corporate Objectives (FIN 402)
- Corporate Financial Accounting (ACC 401)
- Business Modeling (GBA 411)
- Data Analytics (GBA 412)
- Information Systems for Management (CIS 401)
- Managerial Economics (STR 401)
- Marketing Management (MKT 402)
- Operations Management (OMG 402)

Choose one:
- Competitive Strategy (STR 425)
- Organization & Strategy (STR 403)

ELECTIVES
For a complete list of electives available, visit our website: simon.rochester.edu/pmba-curriculum

SINGLE CREDIT
Special topics presented in a short course format that may count toward your elective requirements

PROJECT COURSE
As one of your electives, you will participate in an experiential project, working closely with a company, and applying what you are learning in the classroom to a real-world problem.
LEARN BY DOING.

MAKE LOCAL AND GLOBAL CONNECTIONS DURING YOUR MBA

$1.8M

STUDENT-RUN SIMON SCHOOL VENTURE FUND

INTERNATIONAL IMMERSIONS & TREKS FOR GLOBAL EXPERIENCE

COURSES & TREKS

Boston (Consulting) Silicon Valley (Tech)
China South Africa
India Switzerland
Israel

DIVERSE ACADEMIC & CULTURAL CLUBS

Part-Time Advisory Council
Simon Consulting Club
Simon Finance and Investment Club
Simon Marketing Association
Simon Pricing Club
Simon Entrepreneurs Association
Simon Data Analytics Club
Simon School Venture Fund
Simon Women in Business
Simon National Black
Simon Spectrum (LGBTQ)
Simon UNCorked
Simon Volunteers
Outdoor Adventure Club

“The trek to Switzerland was one of the most challenging and fulfilling classes I’ve ever taken. It was the perfect combination of classroom time, real world tours, and downtime to sightsee. Anyone interested in finance needs to take this class, end of story.”

JUSTIN JOHNSON ’18S
Undergrad: The College at Brockport State University of New York
Current Title: Head of Operations
Current Company: Bosch Packaging Technology

At Simon, you have a variety of opportunities to gain hands-on experience inside and outside of the classroom. These include working with local start-ups and nonprofits through Simon Vision Consulting, managing a portion of the school’s endowment through the Meliora Fund, and working with local and international start-ups.
“The skills I acquired through Simon’s Professional MBA program help me to more effectively frame opportunities and challenges. IT’S ALL ABOUT THINKING BIG AND THEN DIGGING DEEP TO IDENTIFY THE BEST PATH FORWARD.”

“IT’S ALL ABOUT THINKING BIG AND THEN DIGGING DEEP TO IDENTIFY THE BEST PATH FORWARD.”

“I chose Simon because it’s one of THE MOST DISTINGUISHED BUSINESS SCHOOLS IN THE REGION. I’ve gained invaluable analytical frameworks to understand the business world. I have gained skills & knowledge, along with professional connections that have opened career opportunities.”
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

“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:
Microeconomics; International finance
Teaching Award Winner:
2010-14, 2016, 2018 & 2019
PhD:
University of Pennsylvania

Head of the Class.
A new level of clarity

ON LEADING

DYNAMIC TEAMS.

The optimum team has a wide range of talent. Teams are organized specifically to ensure varied expertise. For example, if you are a marketing specialist, your new teammates will become your resources in accounting, management, and operations. Professionals from varied industries and backgrounds work as one so you succeed both personally and as a group.

“Teams are an integral part of the Simon experience. You quickly learn to leverage each member’s individual strengths and experience, building off one another to make the unit stronger. The team approach provides the opportunity to learn from your peers, expanding your perspective and mindset.”

NATE JAKWAY ‘19S
Undergrad: State University of New York College at Geneseo
Current Title: Vice President
Current Company: First American Equipment Finance
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.

“At Simon I am a part-time student living a full-time life. Having the shared experiences with my classmates where we understand our challenges outside the classroom has enriched our learning experience inside the classroom. I consider my fellow classmates to be colleagues and the Simon network a community. I am making relationships for a lifetime.”

GREGORY TEDONE ‘18S
Undergrad: State University of New York College at Geneseo
Current Title: Retirement Plan Consultant
Current Company: QCI Asset Management
MAKE AN IMPACT.

The Simon MBA student community is small by design. Grow your professional acumen and network. Share your enthusiasm for sports, gaming, or wine. Bond over shared cultural backgrounds. Make a difference in the world around you. You have plenty of options to belong and lead.

“After graduating from Simon’s PMBA program, I was equipped with both the skill sets and supportive alumni network to effectively launch Untapped Shores International. Our impact has been amplified by contributions and innovations from my former professors and fellow alumni.

That’s the magic of a Simon degree that can’t be found elsewhere - you don’t just get the credential, you get the community.”
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.
GET TO KNOW US.

We are here to help you balance it all. We know this will be one of the hardest things you’ll ever do. We also know what it takes to help you succeed. A program tailored for you.

ON THE COVER:

Have questions about our Professional MBA program? We’re ready to help you every step of the way.

Visit campus.
We are available to meet Monday through Saturday. To schedule your visit, call us: (585) 275-3439.

Apply now.
Finalize your application and receive our full consideration for admission and merit-based scholarship support.

Connect with us.
• Get in touch with an admissions representative or speak with a current student
• Attend an event

What You’ll Need.
• Online application form
• Current résumé
• Two essays
• Official transcripts for each college attended
• One letter of recommendation

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• Current résumé
• Two essays
• Official transcripts for each college attended
• One letter of recommendation

REFLECTION. REFINEMENT.

We are here to help you balance it all. We know this will be one of the hardest things you’ll ever do. We also know what it takes to help you succeed. A program tailored for you.

QUANTITATIVE PREPARATION
Feeling like you’ve been out of school for too long? Our quantitative refresher course will ensure you hit the ground running. Reviews are available online or in-person.

A RESULTS-DRIVEN ORIENTATION
Our orientation program includes an in-depth look at how to be successful at Simon, as well as team building exercises, and professional development. We cap off the experience with a celebratory dinner with spouses and partners.

CAREER SUPPORT AND DEVELOPMENT
Dedicated career coaches have been retained to help you reach your career objectives. The Benet Career Management Center offers a full range of professional development and job search tools to enhance your opportunities.

MATRIX INSIGHTS®
The Simon Professional MBA program utilizes Matrix Insights for their leadership development programming. Matrix Insights is an interactive and dynamic platform that utilizes assessments to understand personal interaction styles and help improve communication, enhance collaboration, and customize each student’s professional development.

APPLY.
simon.rochester.edu/apply

“My experience at Simon was challenging, but worth it. I was encouraged to step out of my comfort zone and think outside the box. I always shied away from being a leader, but working on the e-board for the Business Christian Fellowship, as well as working with my peers prepared me to be the leader that I am today. The 2.5 year journey wasn’t easy, but I’m glad I completed the program because it opened up opportunities for me that I didn’t expect.”

ANGELICA STEVENS ‘17S
Undergrad: State University of New York College at Binghamton
Current Title: Accountant
Current Company: Lexington Machining, LLC

“The knowledge gained, experiences had and relationships forged made attending Simon one of the most rewarding and pivotal times of my life.”

COLIN GIBSON ‘18S
Undergrad: Empire State College
Current Title: Physician Practice Manager
Current Company: Rochester Regional Health