Discover the power of excellence and innovation.

Thank you for considering Simon Business School at the University of Rochester. As the opportunities arise to interact with our faculty, staff, and current students, you will undoubtedly discover that Simon offers a highly personalized, analytic education that will prepare you for the next chapter of your career.

Recruiters and industry leaders tell us they need top business talent who can offer original, well-thought-out solutions for today’s competitive business environment. That is just what Simon delivers. Simon MBA graduates master the art and science of business. We leverage our reputation with our high standard of teaching excellence to make our students some of the most sought-after and marketable professionals around the world.

I invite you to explore for yourself what the impact of personal attention and a cutting-edge curriculum can mean for your career.

Sincerely,

Andrew Ainslie
Dean, Simon Business School
Earn your MBA from one of the world’s top business schools.

Simon Business School takes your drive and matches it with skills that will set you apart from the competition. A degree from Simon means you have mastered the numbers and know how to keep your eye on the bottom line.

An approach to train business leaders.
Simon’s analytic, economics-based curriculum offers you powerful and enduring frameworks to explain and predict the behavior of markets, organizations, and individual decision makers. Our graduates are prepared to take on today’s marketplace challenges. They get there through a challenging, rigorous education, and with support, coaching, and personalized attention.

“"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
Director of Marketing
NFL Network
MBA Class of 2009
Marketing and Finance
Classmates who share your goals and match your drive.

Simon students represent some of the best and brightest minds from around the world. You will learn alongside motivated peers who understand success often comes from real collaboration.

A community of colleagues.

You will benefit from Simon’s diverse student body. Simon students also connect and build highly collaborative relationships with their peers and study teams. It’s a model that provides practical experience for today’s business demands.

Our graduates form an influential alumni network that extends around the globe. Our alumni, faculty, and staff offer students real opportunities to forge personal and professional networks.

MBA Class of 2017

44% Female

31% Under-Represented US Minorities

5.5 YRS of Work Experience

18 Countries of Origin

Austria Canada China India Indonesia Niger Peru Philippines Romania Russia Spain Sweden Taiwan Tanzania Tunisia Uganda United States Vietnam

Sample of pre-MBA employers

Bank of America Corporation
Barclays
The Coca-Cola Company
Deloitte
The Dow Chemical Company (DOW)
General Electric Company
Goldman Sachs
PricewaterhouseCoopers

Louis Mistretta
Associate Brand Manager
Johnson & Johnson
MBA Class of 2015
Marketing—Brand Management Track and Competitive & Organizational Strategy

“Simon’s smaller size helped me develop connections with the faculty and other students. Together, we created a cohesive and collaborative environment that allowed everyone to grow.”
Build your foundation for career success.

Rigorous core courses and a range of degree options help you develop the analytic tools you need in today’s competitive marketplace.

Real problems need real solutions.

At Simon, you will benefit from a balance between expert instruction and practical hands-on learning. Our professors and instructors are leading thinkers in their fields, and they are the go-to experts in the analytic and economics-based approach that helps make Simon one of the world’s top business schools.

The Simon curriculum offers in-depth analysis of recent developments in the world of business, as well as time-tested standards for problem-solving that offer a professional toolkit you will use throughout your career and professional path.

It starts with the core.

The core curriculum informs on all aspects of business, including finance, economics, marketing, management, communication, and analysis.

Simon faculty consistently receive an A for teaching quality.

Bloomberg Businessweek

Full-Time MBA Curriculum

**YEAR ONE**

<table>
<thead>
<tr>
<th>PRE-FALL</th>
<th>FALL QUARTER</th>
<th>WINTER QUARTER</th>
<th>SPRING QUARTER</th>
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<tr>
<td>STR 401 Managerial Economics</td>
<td>GBA 412 Data Analytics</td>
<td>GBA 411 Business Modeling</td>
<td>CIS 401 Information Systems for Management</td>
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<tr>
<td>ACC 401 Corporate Financial Accounting</td>
<td>MKT 402 Marketing Management</td>
<td>OMG 402 Operations Management</td>
<td>1 ELECTIVE</td>
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<tr>
<td>CMC PROGRAMMING</td>
<td>FM 402 Capital Budgeting and Corporate Objectives</td>
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<td>Job Search Essentials</td>
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**YEAR TWO**

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<tr>
<td>STR 403 Organization and Strategy</td>
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<tr>
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</table>

CONSULTING PROJECT (A PROJECT-BASED COURSE LASTING FROM FALL TO SPRING QUARTER)
Broaden your skills and sharpen your professional focus.

Choose from among 15 areas of study that are designed to have the greatest impact on your career.

- Brand Management
- Business Systems Consulting
- Competitive and Organizational Strategy
- Computers and Information Systems
- Corporate Accounting
- Entrepreneurship
- Finance
- Health Sciences Management
- International Management
- Marketing
- Marketing Strategy
- Operations Management
- Pricing
- Public Accounting
- Strategy and Organizations

Dre Collier
Strategy Consultant
Accenture
MBA Class of 2015
Business Systems Consulting

“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.”
Building skills today’s companies demand.

The Simon EDGE Program develops professional skills and competencies through the MBA curriculum, high-impact personal development workshops and signature student events in six key areas:

- Communication
- Global Awareness
- Integrity
- Leadership
- Problem Solving
- Team Building

**GLOBAL AWARENESS**
The SimonUnited club often celebrates the school’s diverse student body with authentic music, dance, and delicious food.

**TEAM BUILDING**
New student orientation may include fun and exciting team-building activities such as rowing on the Genesee.

**LEADERSHIP**
Industry experts regularly visit Simon to share their insights on leading in today’s business environment.

Left: Jim Stengel, former Global Marketing Officer at P+G.

Find out more about the Simon EDGE. simon.rochester.edu/edge
LEARNING GLOBAL MARKETS
ANNUAL ASIA TRIP

Each year, Simon students travel to Asia to network with alumni, experience a new culture, and engage with companies. Company visits have included:

- Toyota
- Nidek
- Reckitt Benckiser
- Zensho

CULTURAL EXPERIENCES
ISRAELI INNOVATION

Entrepreneurship is alive and well in Israel. A group of Simon students, instructors, and advisors recently learned firsthand how industry and innovation are reshaping that country’s emerging economic profile. Students earned academic credit for participation in this consulting project.

CAREER TREKS AND COMPANY TOURS
INTEL, SANTA CLARA, CA

Organized and co-sponsored by Simon’s Career Management Center, the annual trip to the nation’s high tech capital puts Simon students in direct contact with some of the industry’s top executives.

Recent career treks include:

- Accenture
- Amazon
- Boehringer-Ingelheim
- Citigroup
- Credit Suisse
- Microsoft
- Unilever

Experience business where it happens.

Whether it’s a trip to New York City to see the finance industry in action, a trek to Silicon Valley for meetings with leaders in the world’s top technology firms, or international travel that offers firsthand experience of the global marketplace, student treks are exciting opportunities for personal and professional growth.

Student travel opportunities include:

- Business Competitions
- Career Treks and Company Tours
- Cultural Experiences
Day 1

Even before orientation, new students begin their Simon experience with this specially designed program of web-based training, which explores important topics, including internship and job search strategies, professional networking, and developing your interview pitch. It’s your first step to a new level of career preparedness with expert coaching and professional development classes to help you prepare for your job search.

The Career Management Center: Full-Time MBA Class of 2015

Graduate Hires by Experience

<table>
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<tr>
<th>WORK EXPERIENCE</th>
<th>% HIRED</th>
<th>RANGE</th>
<th>MEAN</th>
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</thead>
<tbody>
<tr>
<td>Less than 3 years</td>
<td>27.8%</td>
<td>$50,000</td>
<td>$94,000</td>
</tr>
<tr>
<td>3-5 years</td>
<td>30.0%</td>
<td>$70,000</td>
<td>$97,800</td>
</tr>
<tr>
<td>More than 5 years</td>
<td>42.2%</td>
<td>$72,000</td>
<td>$101,200</td>
</tr>
</tbody>
</table>

Graduate Hires by Function

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<tr>
<th>FUNCTION</th>
<th>% HIRED</th>
<th>RANGE</th>
<th>MEAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>14.4%</td>
<td>$72,000</td>
<td>$110,364</td>
</tr>
<tr>
<td>Finance / Accounting</td>
<td>41.1%</td>
<td>$50,000</td>
<td>$94,743</td>
</tr>
<tr>
<td>General Management</td>
<td>10.0%</td>
<td>$100,000</td>
<td>$101,200</td>
</tr>
<tr>
<td>Marketing / Sales</td>
<td>24.4%</td>
<td>$79,200</td>
<td>$97,974</td>
</tr>
<tr>
<td>Information Technology / HR</td>
<td>5.5%</td>
<td>$75,000</td>
<td>$94,000</td>
</tr>
<tr>
<td>Operations / Logistics / Other</td>
<td>4.4%</td>
<td>$73,000</td>
<td>$98,200</td>
</tr>
<tr>
<td>All</td>
<td>100%</td>
<td>$50,000</td>
<td>$98,200</td>
</tr>
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Career Programming

Day 1

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- BrandCamp
- Power Hour Connections
- Job Search Essentials
- Executives in Residence
- Global Career Fair Frenzy
- The American Mindset
- Got Mock

Jennifer Lee
Operation Program Analyst
Facebook
MBA Class of 2016
Operations Management and Competitive & Organizational Strategy

“During Simon’s Silicon Valley tech trek, the CMC brought in a consultant to offer tips on making your résumé presentable to high tech companies. I took a lot from that conversation and share this advice with others who want to get into the industry.”

All figures are accurate as of October 7, 2015. Calculations for salary-related figures were prepared in adherence to the MBA Career Services and Employer Alliance’s Standards for Reporting MBA Employment Statistics.

2015 mean starting annual base salary for MBA graduates
$98,200

2015 mean signing bonus for MBA graduates
$18,400

Growth of MBA total package (salary plus bonus) versus prior class
+11%
Tim Hayward
Consultant
Bain & Company
MBA Class of 2016
Finance and Competitive & Organizational Strategy

“Simon is giving me the tools I’ll need to be effective in the modern global environment. To sit in a classroom and learn statistics, analytics, pricing, and business principles is incredibly valuable.”

Challenging students to solve real-life problems.
The Real World Approach at Simon:
simon.rochester.edu/tim
Gain experience and build real-world business skills.

From managing a $2 million venture capital fund to projects designed to bring you from the classroom to the business world, Simon offers valuable opportunities for hands-on learning.

Recent projects that brought real-world training:

**Silicon Valley Startup**
Amberoon works with companies to deploy advanced analytics techniques. Simon teams have helped develop viable value propositions to Amberoon clients.

**Innovation Lab**
A Simon team is helping LG’s Silicon Valley Lab explore the potential for LG to build on its core competencies in the automotive industry.

**Property Management**
Conifer employs 650 people across five states. A team of Simon students is working with Conifer to identify reasons for employee turnover and how to reduce it.

Mohammad Shaikh
Associate
Boston Consulting Group
MBA Class of 2016
Finance and Competitive & Organizational Strategy

“Simon provides a great platform for reflection, refinement, and risk taking. This has truly been a stretch experience for me, and I’ve been able to develop strong relationships through my club involvement and career development.”
Leverage the power of Simon's national partnerships.

**The Consortium for Graduate Study in Management**
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 which offers networking with potential employers.

**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.

**The Forté Foundation**
A partnership of MBA programs and corporate sponsors who seek to increase women business leadership. Benefits include pre-MBA application support, professional development programming, an annual conference, and consideration for selective fellowships.

**Management Leadership for Tomorrow**
A partnership offering pre-MBA application preparation support and career and professional development programming during and after the full-time MBA program for African-American, Native-American, and Hispanic students.

**Robert Toigo Foundation**
An organization providing minority MBA candidates committed to careers in finance an unmatched network of contacts, career management support, mentorship, leadership training, and a merit award.

**Reaching Out MBA**
Simon partners with ROMBA to offer two selective LGBT MBA fellowships of at least $10,000 per academic year in addition to exclusive mentorship and leadership development programming.

**Peace Corps Fellows**
Simon offers guaranteed scholarship support of $10,000 per year to candidates immediately transitioning from their Peace Corps commitment into the full-time MBA program.

**Military at Simon**
Yellow Ribbon 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.

**NSHMBA (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 Leadership**
A partnership offering pre-MBA application preparation support and career and professional development programming during and after the full-time MBA program for African-American, Native-American, and Hispanic students.

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Explore Rochester, NY.

3rd Largest City in New York State.

Letchworth Park, Castile, New York

Alive at Night
Rochester boasts a number of concert venues, grand theaters, and a thriving club scene.

VisitRochester.com

#1 Most Livable Bargain Market by MSN.

7th Brainiest large metro in the nation.

Active and Affordable
The cost of living is 20% lower than the US average.

Explore Rochester, NY.

Eastman Quad, River Campus

Chemistry Lab, University of Rochester

Rochester Red Wings Frontier Field

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Connections that last from the classroom to your career.

Our smaller size enables you to connect in deeper, more meaningful ways with your fellow students, the faculty, and successful members of the Simon alumni network. Simon graduates stay connected with the School and with each other long after they get their degrees. Put the power of our alumni network to work for you.

An investment that continues to deliver returns.

Bolstered by strong ties and an enduring sense of community, our alumni remain engaged with the School. Graduates often return as guest lecturers and regularly attend social events to help build important professional networks with our students. The Simon alumni network is an accessible resource of business professionals who are willing to mentor, explore professional opportunities, and share real-world experiences to help foster your career success.

The Simon Alumni Network

The Simon alumni network is an important resource that can help with everything from career opportunities to doing business in the global marketplace.

15,000+ graduates in over 80 countries

Jorge Rosales
Summer Associate
UBS
MBA Candidate, Class of 2017
Finance

“Many of the Simon alumni who go into investment banking work high up in the ranks. If you show the commitment, the passion, and the drive, they will be there to help you.”
Take the next step and connect with Simon.

Visit our beautiful campus and business school facilities to see what Simon is all about. Our events give you the opportunity to meet with students, alumni, faculty, and the Admissions staff.

Get to know Simon.
Whether you have questions about the program or a concentration, are in the process of submitting your application, or simply want to learn more about the School, the Simon community is ready to assist you every step of the way.

Schedule individual on-campus visits.
Visits are scheduled Monday through Thursday.

Contact us:
585.275.3533
admissions@simon.rochester.edu

Connect with Admissions and current students.
• Create an InsideSimon profile
• Speak with an Admissions representative
• Speak with a current student
• View a webinar
• Get in touch
  simon.rochester.edu/mba-connect

Apply by January 5 to be considered for an invitation to Scholarship Weekend.
Take advantage of an opportunity to compete for scholarships beyond what is initially awarded at the time of admission.
“Coming to Scholarship Weekend helped me choose Simon over my other business school offers. The personalized approach really makes it a place where theory, practice, experience, and talent can all come together.”

Kanika Chopra
Financial Management Associate
Citigroup
MBA Class of 2015
Finance and Competitive & Organizational Strategy

“The Admissions Committee seeks a diverse, well-rounded class based on an assessment of your academic and professional accomplishments, interpersonal and communication skills, future career goals, and other relevant credentials. We look forward to receiving your application and getting to know you.”

— Rebekah Lewin
MBA Class of 2002
Assistant Dean of Admissions and Financial Aid

SIMON BUSINESS SCHOOL'S FULL-TIME MBA PROGRAM APPLICATION STEPS

Apply

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

Application Deadlines

<table>
<thead>
<tr>
<th>Date</th>
<th>Decision Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 15</td>
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<tr>
<td>November 15</td>
<td>January 15</td>
</tr>
<tr>
<td>January 5</td>
<td>March 20</td>
</tr>
<tr>
<td>March 15</td>
<td>April 30</td>
</tr>
<tr>
<td>May 15</td>
<td>July 1</td>
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</table>

What You’ll Need

- Online application form
- Current résumé
- Essays
- Unofficial transcripts for each college attended
- Test results for GMAT or GRE
- Test results for TOEFL or IELTS
- One online letter of recommendation, a second letter of recommendation is optional
- $150 application fee

Speak with an Admissions Officer

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University of Rochester
305 Schlegel Hall
Rochester, NY 14627-0107
1.585.275.3533
admissions@simon.rochester.edu

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