NEW YORK CITY
MASTER’S IN MANAGEMENT
FOR WORKING PROFESSIONALS

2016 / 2017

UNIVERSITY OF ROCHESTER
SIMON BUSINESS SCHOOL
Welcome to the business program that offers a degree of distinction.

With a highly regarded reputation for our analytic, economics-based approach to management education and scholarship, our Master of Science program in Management is a great fit for working professionals who are eager to broaden their business skills and management expertise.

Our unique approach has trained business leaders for decades. Simon faculty members are considered to be among the finest in the world and are regarded as the architects of finance, accounting, and management concepts that shape today’s business. Our cross-functional and economics-based curriculum provides a framework for thinking about management problems with a better understanding of the interactive nature of business decisions.

Our Frame, Analyze, and Communicate (FACT®) model of problem solving will guide you in everything from strategic planning to how to respond in a crisis. Hands-on learning using the FACT model helps students apply these important principles to real-world situations.

Quality students make for a quality experience. The Simon classroom is a collaborative, personalized environment where students can create more meaningful relationships with faculty, staff, and each other. You will benefit from exceptional teaching while learning and interacting with other high-caliber peers from diverse professional backgrounds and perspectives.

We look forward to hearing from you.
MS in Management Program: Designed for working professionals.

Simon Business School’s Master of Science in Management in New York City is a part-time, 13-month graduate program designed for working professionals who seek to strengthen their cross-functional business expertise on an accelerated basis from a top-tier business school.

Support for a rewarding experience.

Recognized globally as experts in economics, finance, accounting, operations, and marketing, Simon instructors provide an in-depth look at the world of business. While the MS in Management program is rigorous, it is designed with study teams and a manageable workload to support busy working professionals. Helpful and supportive New York City staff manage everything you need for this intensive 36 credit-hour degree program. Everything from registration to textbooks and meals are included in the program fees.

The MS in Management program begins and ends each July with residency weeks on the University of Rochester main campus. Residency weeks provide on-campus immersion from orientation to capstone business plan presentations. From September through June, class sessions are conducted on alternate weekends in Tribeca. All travel and accommodations for residency weeks are included.

“Rob Boulanger
Process Specialist
CRB

“14S (MS) Management

Before attending Simon, Robert earned a PhD in Biochemistry but never had taken a single business course. As a scientist, he found the program invaluable. “We learned how to break down challenges in a systematic way,” he says. “That helps me analyze the economics of bioprocess design.”

Robert says he’ll continue to benefit from his experience at Simon. “The program exceeded my expectations,” he says. “It’s given me a solid business foundation to connect with my clients. My management skills have improved and the knowledge I’ve gained is an asset for my company and our clients.”

“Simon MS in Management program gave me the business knowledge to complement my science background. I have enhanced my management capabilities with the ability to think more broadly and understand the financial implications of my process improvement activities.”

Rob Boulanger
Process Specialist
CRB

Simon Business School rankings

Financial Times of London, January 2015

3
In the world for Economics

5
In the world for Finance

Bloomberg Businessweek consistently grades Simon faculty with an A for teaching quality.

Simon Business School rankings

Applying business skills in the public and private sectors can seem miles apart. But Donna Matheson has found a way to span both worlds and contribute to each. After more than two decades on Wall Street working for icons such as JPMorgan Chase and Citigroup, Matheson became interested in education from a financial management standpoint. That’s when she accepted the CFO position at Greenwich Academy. Now she is using her Wall St. experience and Simon education to find new ways to measure success.

“It was easy to quantify success in the financial world using the analytical tools I learned at Simon, but the measurements of success are defined differently in education. Here, I’m affecting lives, not just the bottom line.”

Donna Matheson
Chief Financial Officer
Greenwich Academy
‘78, ’79 (MBA)
Finance and Accounting

Applying business skills in the public and private sectors can seem miles apart. But Donna Matheson has found a way to span both worlds and contribute to each.

After more than two decades on Wall Street working for icons such as JPMorgan Chase and Citigroup, Matheson became interested in education from a financial management standpoint. That’s when she accepted the CFO position at Greenwich Academy. Now she is using her Wall St. experience and Simon education to find new ways to measure success.

We value your commitment and make the most of your time.

The Simon Business School is known for its academic excellence and ability to prepare students with analytical tools to solve complex business problems. The accelerated New York City weekend format enables participants to continue their careers while receiving a world-class graduate education.

A curriculum designed for maximum impact.
The NYC MS in Management curriculum was designed to provide students with a solid business foundation. The curriculum includes 12 courses arranged in weekend modules and residency weeks, combining eight core courses from the Simon MBA curriculum with four advanced courses focusing on strategy, marketing, finance, and business planning.

Following orientation, workshops, and class sessions during the initial Rochester residency week, New York City modules build on concepts integral to the learning objectives of the program. Students examine issues across all areas of an organization and apply analytical frameworks to construct meaningful solutions. The FACt Business Plan Project at the end of the program gives study teams the opportunity to apply their knowledge to a real-world situation selected by team members.

An accelerated format tailored to your needs.
Busy New York City professionals work long hours. Our alternate weekend classes and concentrated residency weeks provide an ideal format to balance the many demands on your time. The accelerated, but manageable pace boosts your career potential in just 13 months of dedicated study.

Management career disciplines
Students apply their Simon analytical business knowledge to advance in careers such as:
Business Development
Consulting
Corporate Finance
Corporate Strategy
General Management
Human Resource Management
Information Technology Management
Marketing Management
New Business Ventures
Operations Management
Product Development
Project Management
Our expert faculty. Your invaluable resource.

Our smaller class size means you will work closely with some of the world’s most recognized thought leaders in finance, accounting, economics, management, corporate strategy, and marketing. Our faculty members are independent thinkers who each bring exceptional knowledge, experience, and passion to approaching and solving real-world business problems.

An elite group of worldwide experts.

Simon Business School has one of the most respected faculties in the world, excelling in both teaching and research. Their cutting-edge research is frequently published and often cited, and several members serve as editors of leading journals, some of which are published at Simon Business School. Our professors routinely bring their knowledge and research to the classroom.

Experience that reaches beyond the classroom.

Simon faculty members advise and interact with both the business community and regulatory bodies. They serve on boards of major corporations, financial institutions, law firms, and key organizations such as the Securities and Exchange Commission. Our Rochester-based professors travel to New York City and are present throughout the weekend sessions. You will have unparalleled access beyond class lectures with opportunities to gather helpful advice to bring back to the office.

List of full-time faculty

Guy Arie, PhD, Economics and Strategy
Northwestern University

Gregory H. Bauer, PhD, Finance
University of Pennsylvania

James A. Brickley, PhD, Finance
University of Oregon

Paul Ellickson, PhD, Economics
Massachusetts Institute of Technology

Ron Goettler, PhD, Economics
Yale University

Mitch Lovett, PhD, Business Administration
Duke University

Ravi Mantena, PhD, Information Systems
New York University

Jeanine Miklos-Thal, PhD, Economics
University of Toulouse 1

Paul Nelson, PhD, Business Administration
University of Rochester

Robert Novy-Marx, PhD, Finance
University of California–Berkeley

Abraham Seidmann, PhD, Industrial Engineering
Texas Tech University

Clifford W. Smith Jr., PhD, Economics
University of North Carolina at Chapel Hill

Gerard Wedig, PhD, Economics
Harvard University

Joanna Wu, PhD, Business Administration
Tulane University

Paul Ellickson, PhD
Associate Professor of Economics and Marketing

GROUNDBREAKING RESEARCH
Regularly published in top academic journals, Simon’s faculty research relates directly to current, real-world issues facing financial markets and organizations.
Our curriculum works to strengthen your potential.

The MS in Management curriculum provides students with a solid foundation in business management. The program also includes customized courses to underscore critical education in key areas, including strategy, finance, marketing, innovation, entrepreneurship, and business plan development.

Benefit from a collaborative classroom experience.

MS in Management students come from a variety of backgrounds and represent a range of professional experience. As part of a committed and highly engaged Simon study team, you will draw on the unique insights of your classmates as you master the skills and knowledge provided by our expert instructors. Success in today’s business means being a strong member of any team. You will build those skills at Simon and develop a network of professionals and lifelong friends that will serve as a resource throughout your career. You will also interact with peers in other Simon MS in NYC weekend programs, in guest lectures, and during residency weeks.

Our lockstep program leads to effective learning.

The program includes eight foundational courses to strengthen core knowledge. The focus then intensifies, integrating key concepts with faculty insights. Throughout the academic year, students apply newly acquired skills to solve business issues at their workplace.

Professors challenge you beyond what you thought possible.

James A. Brickley
Gleason Professor of Business Administration
Professor Brickley’s research and teaching interests are in the economics of organizations, corporate governance and compensation policy, corporate finance, franchising, and banking. In addition to his academic interests, he has been a consultant to major corporations and law firms on organizational, franchising, valuation, and antitrust issues.

Abraham Seidmann
Xerox Professor of Computers and Information Systems and Operations Management
Professor Seidmann has consulted with many of the world’s leading industrial and service corporations. His current research and consulting activities include e-commerce, business process design, optimal resource allocation, and performance modeling for capacity planning and pricing.

Joanna Wu
Susanne and Evans Y. Lam Professor of Business Administration
Professor Wu’s teaching focus is in the area of financial reporting. Her research interests include international financial reporting, the behavior of financial analysts, management compensation, and mutual fund performance.
Our 13-month program is tailored to you.

Alternate weekend modules in New York City provide concentrated classroom and subsequent study time. Students work in highly functional study teams for additional support and accelerated learning. The residency weeks occur once each calendar year of the program, which helps balance time away from the office over a manageable time period.

We understand today’s working professionals.

At Simon Business School, we’re here to help you maintain the balance of your personal and professional life while you expand your business expertise. Our tools and resources ensure that the time you invest in your education will bring returns for the work you are doing today and the rest of your career.

We’ll take care of it.

Simon’s NYC staff handle even the smallest details for you, including books, software, and meals on each class day so you can stay focused on your studies. Together with career advice and connection to mentors in the Simon alumni community, we are committed to supporting your success.

Residency weeks

The residency weeks offer students the opportunity to immerse themselves into the Simon experience by bringing them to our picturesque University campus in Upstate New York. The first residency week serves as the official start to the first two courses in the program. Students work closely with Simon professors, meet guest lecturers, tour key organizations, and network with each other and Simon alumni to round out their graduate management education.

The program concludes with a second residency week in Rochester where students will present business plans, attend guest lectures, and study Topics in Finance from instructors who are known worldwide as leaders in the field. Round-trip travel from New York City and accommodations for residency weeks are included in program fees.

We hope you find this information useful as you consider Simon Business School for your graduate business education.
An option that offers even greater rewards.

Simon continues to expand our New York City offerings with signature academic programs and special events that attract everyone from early career professionals to seasoned executives.

A unique perspective tailored to NYC professionals.

With our rich history and reputation, Simon’s presence in New York City has grown to include academic programs that were once only available hundreds of miles away. Now with our MS in Finance, MS in Management, and MS in Health Care Management programs in New York City, a growing number of graduates understand the power and value of a Simon education while continuing to gain work experience. They also benefit from membership in Simon’s active alumni network, which hosts an array of social events and guest lectures that attract professionals from across the region and around the world.

Expanding our reach to achieve your goals.

As a New York State Education Department-approved Extension Center, Simon is able to bring our unique and powerful analytic and economics-based approach to the world’s financial capital. With the concentrated curriculum of the MS in Management program, students have the opportunity to continue their studies with additional course offerings in New York City and Rochester. If your career goals warrant further education, supplemental courses provide a bridge to the Simon MBA.

MS to MBA

While the majority of MS students are solely interested in the benefits of a specialized graduate degree, we offer the ability to apply all MS credits earned toward the completion of a Simon MBA. With ten additional required courses, which are chosen in an individualized plan with your advisor, the opportunity to earn two graduate business degrees is a valuable option to consider.

“The Simon MS in Management program exposed me to every aspect of a real business. Combined with the experience I already have, that breadth of knowledge will contribute to my personal goal of leading a business.”

Christy Lang

Accounting Operations Analyst
Gresham Investment Management LLC

“MS (MS) Management

Christy chose Simon to build on her existing background in marketing, accounting, and operations. “The degree is really for my personal enhancement,” she says. “And having more knowledge, especially in management and finance, will get me where I want to go.” The program also paid off for Christy in less tangible ways. “Working in a small team helped me develop my personal skills,” she says. “We had the same group from beginning to end and each person had their own strength. I can see how we learned not just from our professors, but from each other.”
A powerful network in NYC and beyond.

It’s about connections. From your cohort study team where you will learn together what makes Simon a worldwide leader in management education, to the direct access you are given to senior faculty and successful New York City and global alumni, the power of the Simon network is behind you.

Our home is at the center of it all.
The MS in Management in New York City program’s home is 185 W. Broadway in Tribeca, at the state-of-the-art campus of New York Law School. This lower Manhattan location is an ideal site for our New York State Education Department-approved Extension Center, well-suited for the working professional. Simon New York City-based staff and administration actively support student needs throughout the program, providing class materials, academic advice, career counseling, and referrals.

An alumni network that makes a difference.
With more than 3,000 Simon alumni in the New York City area, students have access to a dedicated and supportive professional network. Guest lectures, panel discussions, and social events with the Simon and University of Rochester alumni communities occur regularly throughout the academic year.

Notable event speakers
Simon Business School hosts conferences and events in Manhattan, drawing several hundred participants. Individual themes cover a variety of current topics of significant interest to the business community.

Christopher J. Christie
Governor of New Jersey

Jamie Dimon
Chairman and CEO of JPMorgan Chase & Co.

Steve Forbes
Chairman and Editor-in-Chief of Forbes Media

Jeffrey Immelt
Chairman and CEO of General Electric

Robert Khuzami ’79
Former SEC Chief Enforcement Officer (RET)

Larry Kudlow ’69, ’13S (LLD)
CNBC, Senior Contributor

Sallie Krawcheck
Chairwoman, Ellevate Network, formerly 85Broads

Simon Business School’s NYC home.
Located at 185 W. Broadway in the Tribeca area of lower Manhattan, Simon’s facility at New York Law School provides direct access to Wall Street, the City’s civic center, and tech corridor. This is the only co-located law school and business school under one roof in New York City, creating a unique opportunity to harness the synergies that exist between the two institutions.

An environment rich with opportunity.
Students will be able to take advantage of the state-of-the-art classrooms, library, meeting and event spaces, and other amenities of New York Law School’s high-tech urban campus. The new location will provide students with a comprehensive, unmatched learning environment.
You will see returns from day one. So will your employer.

Working professionals in the Simon program immediately bring current industry knowledge and actionable ideas back to their companies. The classroom study, collaboration with other students in study groups, and project management skills developed through hands-on learning can be utilized in the workplace to streamline work processes, improve efficiencies, and create new ideas.

**Benefits that generate returns from the start.**

The unique weekend and residency week format of the Simon MS in Management program allows your education to fit more conveniently into your busy schedule. Working professionals develop new solutions and methods for solving business problems that can be applied to many functions. Employers see the benefit of a highly trained workforce that doesn’t need time out of the office to earn their advanced degrees. In addition, employers who send at least three students to our program can opt to have the students work as a team together on a FACT business project to directly benefit their organizations.

**Momentum to propel your career.**

Our MS in Management in New York City students have a strong track record of post-graduation advancement and a proven return on investment. Hiring managers looking for professionals with advanced business skills regularly turn to Simon graduates to meet their staffing needs.

Join a network of Simon alumni from these great companies:

AC Nielsen  
American Express  
American International Group  
Bank of America  
Barclays  
Bloomberg  
Colgate-Palmolive  
Cogizant  
Deloitte  
Ernst & Young  
Gartner  
GE Capital  
Johnson & Johnson  
JPMorgan Chase  
KPMG  
L’Oreal  
Merck  
MetLife  
NPD Group  
Morgan Stanley  
The New York Times  
Novartis  
PepsiCo  
Pfizer  
PricewaterhouseCoopers  
Reckitt Benckiser  
Rothschild  
Travelers  
UBS  
Unilever  
Verizon  

“In 13 months, you get an advanced degree from a top business school. Now when my team comes to me with a proposal, I’m able to take them through a framework that I learned at Simon. It’s made me a better business partner, and our brand is reaping the benefit.”

**John Cocozza**  
Director, Commercial Finance  
L’Oreal  
‘14S (MS) Management

Simon’s unique model of problem solving stood out with John as he considered graduate programs after a career on Wall Street and a stint as a restaurant entrepreneur. “I was intrigued by the FACT approach,” John says. “When you’re confronted with a problem, whether it’s marketing, IT, operations, or accounting, you identify the problem, and potential solutions manifest themselves immediately.” The accessibility of Simon’s world-class faculty also enriched his experience. “The professors are some of the most renowned leaders in their fields, and always willing to share their expertise.”
Be part of a community of learners.

Simon students are the best of the best. We seek candidates who are motivated, show evidence of leadership and teamwork, and are focused on career aspirations and academic excellence. Pursuing a Simon master’s degree is a rigorous and challenging enterprise, but the connections you make and the rewards you receive can bring returns that will last a lifetime.

Join an elite cohort with similar goals and equal drive.

Simon Business School evaluates a number of criteria for admissions. Selection is based on the nature and scope of prior work experience, academic achievement, future career aspirations, and the motivation to succeed in a rigorous program. Evidence of leadership and teamwork, in addition to strong communication skills, are also key factors for consideration. Our candidates include early career professionals through mid-level managers with a wide range of experiences who are seeking to broaden their cross-functional business knowledge and skills.

Let us support your next step to success.

A limited number of need-based and merit scholarships are also available through the MS in Management Program Office. Candidates are strongly urged to apply early for consideration.

Financial aid information
Students who are US residents or citizens are eligible for federal or private loans to finance their education. The University administers a full range of federal and private financial aid programs through the University of Rochester Financial Aid Office.

For further information on student loans, contact:
University of Rochester
Financial Aid Office
PO Box 270261
Rochester, NY 14627-0261
Phone: (585) 275-3226
Toll free if calling in the US: 1-800-881-8234
Online: https://enrollment.rochester.edu/financial

“Simon has a very strong quantitative approach to business education and to management—and that appeals to me as a person who loves data and who loves making data come alive for others.”

Jeanette Moy
Chief Operating Officer
New York Office of the Attorney General

“14S (MS) Management
Jeanette was drawn to Simon’s data-driven approach because of its relevance to contemporary management challenges. “It’s a time of tremendous change and this is where the world is headed—making management decisions not just according to financial data, but using data that speaks to a customer need or program need,” she says. “It’s great to have learned in an environment that recognizes the importance of data-based decision making and gives it such a strong emphasis.”
Applications for the Simon Master of Science in Management in New York City are accepted on a rolling basis. Application packets received after the submission deadline will be considered for admission only if space is available. As a part-time program, international candidates with full-time student visa (F-1) status cannot be considered for admission; however, international students are encouraged to apply to the full-time MS program offered at the Simon Business School in Rochester.

Contact Us
Simon Business School NYC, University of Rochester
185 W. Broadway
New York, NY 10013
PHONE: (347) 514-3941 (New York City)
PHONE: (585) 275-3439 (Rochester Main Office)
FAX: (585) 244-3612
E-MAIL: msmnyc@simon.rochester.edu
WEBSITE: simon.rochester.edu/msmnyc

Key program information
Start Date: Late July
Application Deadline: June 1
Time to Complete: 13 months
Class Schedule: Saturday/Sunday every other weekend (excluding July and August)
Residency Weeks: July 2016 and July 2017 (Rochester)
Courses Required: 12 lockstep courses (3 credit-hours each)
GMAT or GRE: Required—waiver possible
Work Experience: Internship and employment history

Application checklist
• Online application form
• Current résumé
• One required essay
• Unofficial transcripts, scanned and uploaded for each university attended
• Test-taker results for GMAT or GRE scores, scanned and uploaded (waiver possible—please contact program staff)
• One letter of recommendation (submitted electronically), a second letter of recommendation is optional
• $150 application fee