

THE ROSS PART-TIME MBA



PART-TIME MBA

Evening & Weekend Formats

WELCOME



To view a short video about the Ross Part-time MBA Program, please scan the QR code.



Welcome ::

Congratulations. You've chosen to pursue an MBA degree during a critical inflection point in history. Leadership, creativity, and innovation are at a premium as business plays an increasingly significant role in addressing the globe's most pressing social and economic issues.

Business is an economic engine, of course. It creates jobs. It creates wealth. But in today's society, business is — and can be — so much more. The great challenges of our day — whether they are related to financial systems, the environment, poverty, healthcare, or energy — can best be resolved through collaboration across multiple sectors.

Multidisciplinary thinking, the ability to learn quickly from experience, and cross-cultural teamwork are essential skills for today's global business leader. And no school is better equipped than Ross to help you hone those skills.

We offer a rigorous, action-based method of business education steeped in the analytical and quantitative fundamentals the global marketplace requires. That approach is complemented by a wide array of team-based and co-curricular activities designed to refine your judgment and leadership skills.

Ross students are known for taking an entrepreneurial approach to their MBA studies. Many customize their business curriculum through rich alliances with our peers across the University of Michigan, from engineering and natural resources to medicine and public policy, among others. Our signature Multidisciplinary Action Projects (MAP) course places each of our students directly inside an organization to consult on high-stakes issues, from international growth and product launches to global operations and supply chain management.

Our goal is for you to emerge from our program with the intellectual curiosity, deep business acumen, and multidisciplinary experience to deliver long-lasting value in whatever field you pursue. The following pages detail the unique advantages of our Evening and Weekend formats, so you can choose how best to integrate a Ross MBA with your other commitments and responsibilities.

Sincerely,



Alison Davis-Blake

Alison Davis-Blake
Edward J. Frey Dean of Business
Leon Festinger Collegiate Professor of Management



Paul Clyde

Paul Clyde
Faculty Director, Part-time MBA Program

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TWO FORMATS SAME DEGREE

OVERVIEW ::

The Ross Part-time MBA Program offers two different ways to pursue a world-class general management education that fits your life. The Weekend format begins in May and takes place every other weekend (Friday evening and all day Saturday) for two years. The Evening format offers tremendous flexibility, with classes beginning in September and January and continuing at your own pace. Each format allows you to integrate your studies with your existing personal and professional responsibilities. Each has its own scheduling and academic benefits. Both incorporate the Ross School's distinctive action-based learning approach, which is designed to give you the leadership skills to succeed in any environment. And both conclude with the same degree valued all over the world.

EVENING FORMAT

Flexible Schedule and Location

Customizable Curriculum

WEEKEND FORMAT

Two Weekends a Month for Two Years

Thematically Integrated Courses

Expand Your Opportunities

Tom Godfrey // EVENING STUDENT

Engineering Specialist, Advanced Propulsion Thermal Systems
General Motors Corp., Warren, Mich.

Tom's long-term goal is to launch his own company, "and I knew Ross would provide opportunities to practice business while still going to work," he says. An engineer by training, Tom is customizing his MBA experience to develop an entrepreneurial skill set that will deliver long after he graduates: "I don't just want a diploma; I want an education." He has found his fellow students to be equally open to exploration. "Students at Ross have made a deep commitment to themselves by entering the program, so they're very focused and want to learn from each other," says Tom. He also appreciates how the flexible pace of the Evening format allows time for his two young children. "The Ross Part-time Program is as close as I can get to a full-time MBA while maintaining my career and family life."

EVENING

Evening Format

The Evening format is designed to be as flexible as you need it to be.

You can earn all your core credits in Ann Arbor, where our state-of-the-art facility is the centerpiece of our campus, or at our satellite campus in the Southfield Town Center in Southfield, Mich. You will take all elective courses in Ann Arbor.

The Evening format allows you to attend classes at night, on weekends, and, for some courses, during the day with peers in the Full-time MBA Program. The bottom line is that the Evening format allows you to earn your Ross MBA at your own pace.

Evening format program elements include the Ross Leadership Development Program (LDP), MBA core classes, and the full range of Ross electives, including the signature Multidisciplinary Action Projects (MAP) course.

- ✓ Students in the Evening format have the option to take core classes at the Southfield campus or in Ann Arbor.



WEEKEND

Weekend Format

The Weekend format allows you to earn your MBA in two years, beginning in May.

Classes are held twice a month on Fridays and Saturdays. Friday classes take place from 4–9:10 p.m., with a 50-minute break for dinner. Saturday classes are held from 9 a.m. – 5:10 p.m., with three breaks.

You'll complete roughly 30 percent of the coursework through distance learning. The remaining sessions are in Ann Arbor. Students take all courses in lockstep with a cohort of peers.

The Multidisciplinary Action Projects (MAP) course is required in the Weekend format. Teams of students work on 14-week projects sponsored by companies. Students must commit to a full week of travel and/or on-site work in early March of the first year. Projects may take place in locations around the world.

Weekend format program elements include the Ross Leadership Development Program (LDP); MBA core classes (including MAP) in the first year; and an integrated, multidisciplinary, themed approach to key business challenges in the second year.

✓ Opened in January 2009, the 270,000-square-foot Ross School building anchors our Ann Arbor campus.



“Ross has a world-class program that’s also flexible to different career models. That’s why people from all over the country are drawn to it.”

Robby Rajan, Weekend Student // Manager, Accenture Ltd., Ann Arbor, Mich.



EVENING

Evening Curriculum: The Core

Our MBA curriculum prepares you to lead by offering a combination of rigorous fundamentals, practical experience, and the freedom to explore. We want you to leave with broader aspirations, the tools to achieve them, and the confidence to pursue them.

The Ross core delivers extensive training in nine fundamental business areas:

- accounting
- business economics and public policy
- business information technology
- finance
- law, history, and communication
- management and organizations
- marketing
- operations and management science
- strategy

The core provides one of the world's best general management programs, and serves as the foundation from which Evening students can pursue their own interests and customize their MBA experience.

INTEGRATED
PRACTICAL
RELEVANT

WEEKEND

Weekend Curriculum: Year One

CORE CURRICULUM AND MAP At the heart of the Weekend format is a core that is virtually the same as the Evening format core. In addition, the Weekend format core culminates with the Multidisciplinary Action Projects (MAP) course.

MAP epitomizes action-based learning. It asks you to look beyond problem solving to opportunity sensing, and it demands that you apply both analytical rigor and creativity. MAP isn't a case study. It's not an internship. It's a live project for a sponsoring company or organization that requires students to work in teams and address a real business challenge. Some projects ask teams to create a business strategy, solve a market entry problem, or perform complex financial modeling. Others ask MAP teams to generate product launch plans, propose operations improvements, or draft new customer relationship regimens.

Sometimes, as in the real world, your team might have less time and information than you wish. How do you make decisions when the variables change? How do you bring a team together under duress? How do you lead when things go awry? Even when MAP projects run into obstacles, the combination of sponsor and faculty support ensures that the educational value is solid.

A MAP team consists of four to six students who are guided by faculty advisers. At the end of the project, each team presents its analysis and recommendations to its sponsor in a written report and final presentation.

✓ Weekend MAP teams traveled to India, Colorado, and points in between for 2010-11 projects.



EVENING

Evening Curriculum: Electives

All Ross electives are open to students in the Evening format. In addition to providing you the opportunity to deepen your mastery of the topics covered in the core, electives address the full spectrum of ways in which business unfolds in the real world.

Among the electives is the Multidisciplinary Action Projects (MAP) course, which provides an unsurpassed action-based learning experience that is valued by recruiters. We look for outstanding corporate, entrepreneurial, and non-profit projects in a variety of industries both in the United States and abroad that require actionable recommendations to address pressing organizational challenges. Each project requires analytical rigor, critical thinking, and problem solving in a dynamic environment. To sponsors, MAP delivers real, data-driven solutions that can be implemented. To students, MAP delivers a transformative educational experience.

Another action-based elective is the Global Projects course, in which students collaborate with faculty on international projects that address such issues as market entry, joint ventures, and strategic alliances. Students spend the week of spring break abroad working to produce valuable results for corporate sponsors. Ross students have traveled to Ireland, the Netherlands, Tanzania, and Russia in the service of Ortholon, Cognifit, Intel, and Amara Conservation, to name a few. In 2011 the course examined healthcare delivery in the emerging markets of China, India, Honduras, and Rwanda.

All in all, there are more than 100 elective courses from which to choose — so you can dive into topics that most interest you.

RIGOR
EXPERIENCE
FREEDOM

WEEKEND

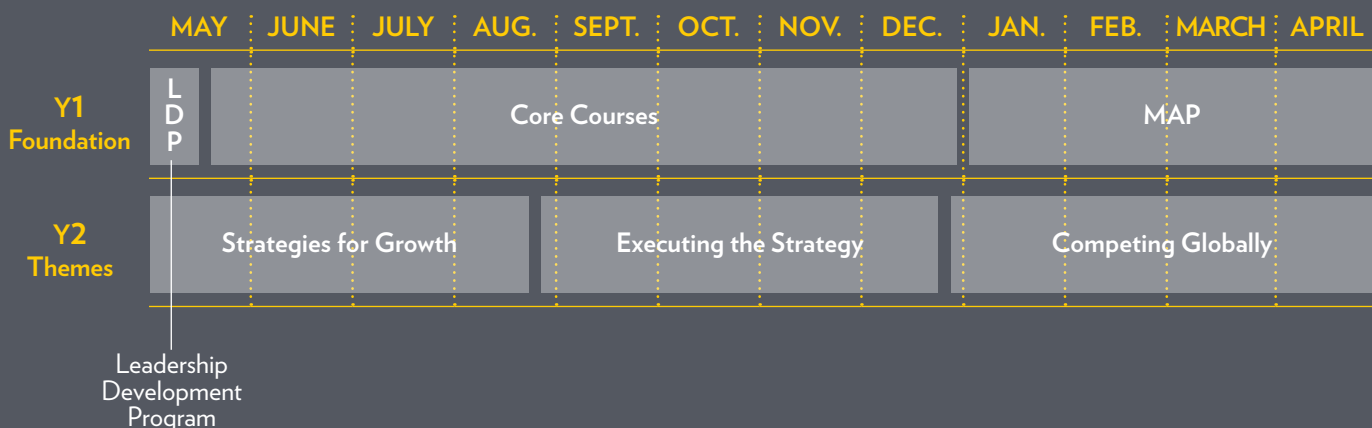
Weekend Curriculum: Year Two

INTEGRATION Companies want leaders who can synthesize many perspectives in order to assess different kinds of risks and opportunities.

The second year of the Weekend format provides a cross-functional approach to understanding the different areas that need to be engaged and mobilized when real organizations address real challenges.

Courses are woven into three themed groups. In each, you'll deepen the knowledge acquired in the core, and you'll examine a common case across several courses from different disciplines. You might look at a growth challenge first through the lens of a financial analyst and then through the eyes of a brand manager. Perhaps you'll see how an apparently solid strategic plan must clear some high hurdles involving supply chain logistics or information technology. Maybe you will learn how an issue of corporate governance and transparency would be affected by a particular method of raising capital.

Year two in the Weekend format is all about gaining the broad perspective required of business leaders.



EVENING

Evening Community Experience

Students who pursue their MBA in the Evening format often organize their schedules so they can maximize their engagement with the Ross community. That community is a dynamic, collaborative collection of people and interests.

There are more than 70 professional, academic, and social organizations through which students deepen their professional development, build their networks, and make lifelong friends.

Ross is home to some of the world's leading research institutes and centers, which provide a rich array of opportunities to students. Institutes focus on sustainable enterprise, entrepreneurship, operations management, emerging economies, and other areas. The very opposite of ivory towers, they are committed to practice, hands-on learning, and making an impact in the world.

Leaders from all fields accept invitations to speak to Ross students. The school routinely hosts CEOs, leaders in global healthcare and human rights, former cabinet officials, and the founders of cutting-edge startups.

Blau Auditorium >
provides a forum for an
array of business and
thought leaders.



WEEKEND

Weekend Community Experience

The people with whom you learn are as important as what you learn and how you learn it. This is especially true in the Weekend format, where students come from across the United States and myriad industries. Weekend students take all their classes with the same cohort of peers. Twice a month, Weekend students come together on campus to master challenging and stimulating material. Your team for a class project might include a finance manager from Detroit, a marketing professional from Chicago, and a risk management officer from New York — all synthesizing their perspectives to solve a problem.

An intense, cohort-based experience provides many benefits. The format encourages the kind of relationship-building skills and teamwork that recruiters prize and executives see as a prerequisite for organizational success. The Weekend format allows students to build a deep camaraderie and forge lasting personal and professional ties through classroom experiences, team-based projects, and social outings held during residency weekends.

COMMUNITY

✓ Team-based learning is a key aspect of the Weekend format.



EVENING WEEKEND

QUICK
COMPARISON

QUICK COMPARISON ::

	EVENING	WEEKEND
Location	Ann Arbor and/or Southfield	Ann Arbor
Duration	Flexible: Usually 3-4 years*	2 years
Schedule	Flexible	Every other weekend
Credits	60	60
Distance Learning	No	Approximately 30%
Leadership Development Program	Yes	Yes
Multidisciplinary Action Project (MAP)	Elective	Required
Non-core courses	Extensive electives	Thematically integrated courses

*Some students finish in a little over two years while others take more than five. The exact pace is determined by each student.

Create a Community

Max Riso // **WEEKEND STUDENT**

Vice President, Chief Risk Office — Credit Suisse, New York, N.Y.

“Ross makes it nearly seamless to get right off the plane and go to class,” says Max, who forgoes the hectic pace of Wall Street every other weekend for the classic Big Ten ambience in Ann Arbor. Leaving the Financial District provides valuable perspective, he says. “I wanted a setting outside my day-to-day view. It rounds me off better in the long run.” Max also wanted a school that helps part-time students with career development. “A key selling point was the full access to on-campus recruiting and services through Ross’ career office. That’s not the case in other top programs.” Although Max studied business as an undergrad, he says it’s different this time. “After having been in the workforce, I sit in my economics class and think about the element of application. It’s easier to connect core principles to the real world once you’re living it.”

PEOPLE MAKE THE SCHOOL

STUDENTS ::

Student life at Ross is all about people: the ideas, diversity, and action that enliven the MBA experience. The willingness to share and learn from different perspectives shows up every day in the classroom, on team projects, over dinner — wherever, whenever, and however students interact.

Teamwork is at the core of the Ross culture — it is what we value, what top recruiters value, and what our students value. It fosters a supportive environment that helps students co-create their Ross experience and develop leadership, business, and life skills.

Ross students bring a wide range of perspectives and knowledge to the MBA experience. At Ross, you'll learn and work hard. You'll learn and work fast. And you'll learn and work together. That's why we seek students who are willing and eager to be part of something larger than themselves, who are receptive to new ways of thinking, and who bring all their experiences to bear on how they tackle a challenge.

Broaden Your Perspective

Krissy Thompson // WEEKEND STUDENT

Physician Segment Manager, Membership Marketing and Strategy
American Medical Association, Chicago, Ill.

Krissy didn't want to step away from her career to enroll in a full-time MBA program. But she also wanted more than a part-time affiliation with the experience. "The people in my cohort have a genuine interest in each other," she says. "I have a network of classmates and professors I know I'll be connected to for a long time." Despite her demanding travel schedule, Krissy stays connected to Ross regardless of location. "We're all so attached to our electronics and can get our group work done remotely. It's comforting to know so many of my classmates are in other states and time zones," she says. Krissy finds the diversity and range of expertise in her cohort mirror her environment at work. "Being with such different types of people at Ross — and seeing a problem through their eyes — gives me new strategies to bring to my work. And it makes me excited to lead my team."



Conferences and symposia like Net Impact allow the Ross community to delve deeper into a wealth of divergent topics.

70+ STUDENT CLUBS, ORGANIZATIONS, & ACTIVITIES

STUDENTS

Outside the Classroom

Part-time MBA students' dynamic and challenging schedules are rewarded with new friendships, interaction with leading scholars, and lasting connections. We encourage you to make time for the varied lectures, conferences, and forums that take place on campus each year. A sampling of these events appears below; they are ideal venues for career development and professional networking.

- Asia Business Conference
- Black Business Students Association Conference
- Corporate Finance Forum
- Entrepreneurship Symposium (Entrepalooza)
- Global Operations Conference
- Healthcare and Life Sciences Forum
- India Business Conference
- Inside View: Conversation with Business Leaders
- Marketing Symposium
- Net Impact Conference
- WDI Global Speaker Series
- Women in Leadership Conference

In addition to extracurricular involvement within the school, Part-time students also can savor the rich array of experiences that makes the University of Michigan one of the world's most exciting learning environments. Explore Ann Arbor. See the Royal Shakespeare Company. Enjoy football at the Big House.

A SAMPLE OF 2011 STUDENT CLUBS

- African Business Club
- Armed Forces Association
- Arts Enterprise Initiative
- Automotive Club
- Black Business Students Association
- Brazilian Business Students Association
- CEOs
- China Blue Charity Fund
- Community Consulting Club
- Consulting Club
- Coram Deo – Christian Business Students
- Design + Business Club
- Emerging Markets Club
- Energy Club
- Entertainment Media Sports Club
- Entrepreneur and Venture Club
- Finance Club
- General Management Club
- Greater China Association
- Healthcare and Life Science Club
- High-Tech Club
- Hispanic and Latino Business Students Association
- Ice Hockey Club (men and women)
- Indian Subcontinent Business Association
- Investment Association Club
- Luxury Goods and Retail Club
- Maize and Brew Club
- Marketing Club
- Michigan Business Women
- Michigan Gourmet Club
- Monroe Street Journal*
- Net Impact
- Operations Management Club
- Organizational Strategy Club
- Out For Business – LGBT Student Association
- Part-time MBA Association
- Real Estate Club
- Rock 'n' Roll B-School
- Ross Education Club
- Ross Habitat for Humanity Builders
- Ross iMpulse Dance Society
- Ross Japan Business Association
- Ross Jewish Student Association
- Ross Mentorship Program
- Ross Partners Club
- Ross Photography Club
- Ross Ski Club
- Ross Soccer Club
- Ross Student Association
- Ross Triathlon Club
- Southern Club
- Toastmasters Club
- Wolverine Wine Club



“I’ve joined a network of motivated and intelligent, yet down-to-earth people by getting an MBA at Michigan.”

Naveed Khan, Weekend Student // Business Process Consultant, Xerox Corp., Stamford, Conn.

CLASS PROFILE ::

2010-2011 Part-time MBA Students

Full-time Work Experience	6.5 years
Average Age	30 years
Women	24%
Minorities	22%
International	31%

GRADE POINT AVERAGE (GPA)

Middle 80% Range	2.8 - 3.8
Average	3.4

GMAT SCORE

Middle 80% Range	590 - 720
Average	660

WEEKEND STUDENTS

Out of State	31%
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Current Weekend students commute from California, Colorado, Connecticut, Florida, Illinois, Indiana, Minnesota, New York, Ohio, Virginia, and Washington, D.C.

IMPACTING BUSINESS IMPACTING THE WORLD

FACULTY ::

Ross faculty are among the most influential in the world. Ross research impacts the way business is both taught and practiced. It makes headlines. It makes policy. It makes a difference. Consistent with the Ross philosophy of action-based learning, faculty members actively are involved in creating new knowledge and testing that knowledge in business and the classroom. As a Ross MBA student, you will inhabit a world of powerful ideas and active exploration of them. You'll be exposed to cutting-edge knowledge in every area of the curriculum. Ross faculty deliver best-in-class training in all disciplines and functional areas, from finance and marketing to corporate strategy and entrepreneurial studies.

Access Top Thinkers



Jessica Rai // WEEKEND STUDENT

Buyer, Powertrain Purchasing — Ford Motor Co., Dearborn, Mich.

Captivating a busy professional's attention at the end of a work week is no small task, but Ross faculty are up to the challenge, says Jessica. "I find myself completely focused," she says, citing professors like marketing's Tom Kinnear and strategy's Aneel Karnani. "They want you to think through both sides of the story, and then challenge you to take a stance and support it through data. By pushing me to consider all aspects of a decision, I build upon knowledge from our core classes and further stretch my thinking." Jessica's Multidisciplinary Action Project (MAP) also required her to examine alternate viewpoints. Her team of six Weekend MBA students helped Medtronic Inc.'s Surgical Navigation Business Unit explore acquisition, partnership, and/or minority investment opportunities. "We all came from different industries, and we quickly learned how each of us could make the greatest contribution," Jessica says. "I was amazed by how much MAP taught me in a short amount of time."

PICTURED FROM LEFT TO RIGHT

Hyun-Soo Ahn

Associate Professor of Operations
and Management Science

Christina Brown

Lecturer of Marketing

Paula Caproni

Lecturer of Management and
Organizations; Faculty Director,
Executive Skills Program; Faculty
Director, Full-time MBA Program

Paul Clyde

Andy Andrews Distinguished Adjunct
Professor of Business Economics
and Public Policy; Faculty Director,
Part-time MBA Program; Research
Fellow, William Davidson Institute

Aneel Karnani

Associate Professor of Strategy

Selected Faculty Profiles

Hyun-Soo Ahn's research focuses on issues arising in the interface between operations and a market. In particular, he is interested in the use of operational and/or marketing levers to improve a firm's ability to better utilize its limited capacity. He has worked with a number of companies, including Intel, HP, and Powerlight.

Christie Brown's research is concerned with consumer metacognition and decision-making. She particularly is interested in how theories about good decision-making influence choices made by consumers and managers. She also studies decision-making over time and the development of improved analytical models for studying consumer decision-making.

Paula Caproni teaches courses in leadership, management skills, and teams. Her first book, *Management Skills for Everyday Life: The Practical Coach*, is designed to help managers enhance their job effectiveness, career potential, and general well-being. She has taught courses for the Helsinki School of Economics, the Catho Group in Brazil, and Management Sciences for Health in Nigeria.

Paul Clyde has worked with governments and companies across the globe, with a particular focus on emerging markets. He is involved in a number of private sector projects in emerging markets, with an emphasis in the healthcare industry. His research has appeared in such publications as the *Journal of Finance* and *Managerial and Decision Economics*.

Aneel Karnani studies how firms can leverage existing competitive advantages and create new ones to achieve rapid growth. He also is interested in global competition, particularly in the context of emerging economies. In addition, Karnani studies the competitive relationship between local companies and large multinational firms. Most recently, he has been looking at the role of the private sector in poverty reduction.





PICTURED FROM LEFT TO RIGHT

Puneet Manchanda

Isadore and Leon Winkelman Professor
of Marketing; Chair of Marketing

Puneet Manchanda received the 2011 Part-time Teaching Excellence Award. His main research interest is building empirical models to solve such strategic marketing problems as resource allocation, launch planning, word-of-mouth marketing, and CRM. Manchanda’s recent work has focused on marketing strategy problems in social media and the pharmaceutical, high-tech, gaming, and insurance industries.

Cindy Schipani

Merwin H. Waterman Collegiate
Professor of Business Administration;
Professor of Business Law; Chair of Law,
History, and Communication

Cindy Schipani’s primary research interests are in the area of corporate governance, with a focus on the relationship among directors, officers, shareholders, and other stakeholders. Specific topics include directors’ duties utilizing tools of financial economics, issues of liability for environmental violations, and ethical links between corporate governance and sustainable peace.

Nejat Seyhun

Jerome B. and Eilene M. York
Professor of Business Administration;
Professor of Finance

Nejat Seyhun’s research focuses on backdating of executive options, risk-return trade-off in asset prices, long-run performance of IPOs, and managerial overconfidence. He also is interested in option pricing and conflict between information and rewards to information gathering. His backdating work with Ross professor M.P. Narayanan helped uncover one of the biggest corporate scandals in recent years.

David Wright

Associate Professor of Accounting; Faculty
Director, Master of Accounting Program;
Director, Paton Accounting Center

Dave Wright researches such topics as off-balance-sheet financing through operating leases; delayed recognition of corporate defined benefit pension obligations; and the relations between corporate governance mechanisms, audit and consulting fees paid to public accounting firms, corporate political contributions, and the quality of financial reporting and auditing. He also has won several annual teaching awards from Ross students.



“Ross professors don’t let us get too comfortable. They challenge our ideas and push us to challenge each other.”

Brian Spinneweber, Weekend Student // Project Manager, GE Aviation, Cincinnati, Ohio



INVEST IN YOURSELF

RETURN ON INVESTMENT ::

An MBA program represents a serious investment of both time and money on your part. If you're considering pursuing an MBA, you're concerned with your return on that investment. Ross MBAs enjoy a median first-year compensation base of \$100,000 after graduation.*

But that's just for starters. The ROI of a Ross MBA includes a business school network of more than 40,000 alumni and a University of Michigan network of nearly 500,000. The education you'll receive at Ross will help prepare you to adapt to changes in your industry and the larger economy. A Ross MBA opens paths to leading recruiters and dynamic career options throughout the U.S. and, indeed, throughout the world.

Visit www.bus.umich.edu/ptmba for detailed information on tuition and financial aid. Estimated total tuition and fees for the Ross Part-time MBA are \$90,000 in-state and \$100,000 out-of-state.**

* 2010 Ross employment profile

** Total tuition for Evening students varies according to how many academic terms it takes students to complete the program. Tuition and fees do not include transportation and lodging expenses, which should be factored into total cost of attendance by students.

Become a Strategic Thinker

Brian Coleman, MBA '11 // EVENING PROGRAM

Analyst, Strategic Business Development Group — 3M Co., St. Paul, Minn.

Brian initially wanted to transition into management at his company. But after a few strategy classes and the Multidisciplinary Action Projects (MAP) course, he expanded his vision. “I knew I had higher capabilities,” he says. While consulting on a team project for Coll-Med Laboratories, Brian created a market entry strategy for a burn care product. “MAP gave me the confidence to walk into any project, hear the issue, and start formulating a plan,” he says. The ultimate test of Brian’s confidence came when he went through on-campus recruiting. “Recruiting puts you in front of many companies, so you get a feel for where you fit. But it’s also a stressful, all-consuming experience.” Ross’ team in the Office of Career Development helped navigate the process. “They were paramount to my success, and their approach to recruiting is something I will use throughout my career.” Brian entertained several offers from top firms before deciding to launch the next phase of his career at 3M Co.

UNSURPASSED BREADTH OF OPPORTUNITY

CAREERS ::

Recruiters appreciate how action-based learning prepares Ross MBAs to lead organizations by blending practicality and vision. Hiring companies want leaders who demonstrate a multidisciplinary approach to complex organizational challenges. They are looking for leaders to synthesize varied perspectives as they assess risks and identify opportunities. Part-time MBA students can demonstrate their strengths to recruiters and current management through the concrete success of action-based learning projects, club involvement, and the ability to achieve immediate on-the-job results.

The Office of Career Development (OCD) provides Evening and Weekend MBAs with the tools necessary for a successful career search — while in school and after graduation. Students in both formats are welcome to fully participate in on-campus recruiting for full-time positions, which gives Ross MBAs inside access to global corporations. In addition, Part-time students may utilize all of OCD's career development services, including workshops, mock interviews, and individual career strategy sessions. OCD tailors workshops to meet the unique needs of Part-time students, and in-person, telephone, or Web-based counseling sessions ensure you can get the support you need from OCD.

Accelerate Your Career

Ebony Pyke // EVENING STUDENT

Business Planner Manager, Americas
American Axle & Manufacturing Inc., Detroit, Mich.

Ebony aspires to utilize her operations experience and business savvy to elevate her career, and she's leveraging Ross' Office of Career Development (OCD) to help her get there. "OCD is committed to accommodating Part-time students," she says. "They don't want us to feel like outsiders, and they help develop skills that will allow us to present ourselves in the best manner throughout our careers." Ebony participates in OCD's Saturday workshops and chats with career counselors by phone or Skype. Additionally, she tapped the Consulting Club to refine her goals, develop proficiency in the case-based problems often used for consulting interviews, and enhance her ability to apply classroom concepts to common workplace situations. Ebony also networks with Full-time MBA students. She met several during an operations management class, and now they exchange tips from OCD's many workshops and employer-sponsored presentations. "Ross has made me aware of my surroundings and shown how different perspectives fit together to achieve positive results," she says.

40,000+

ROSS ALUMNI
LIVE & WORK

IN 80+

COUNTRIES



12

Departure Gates
Portes d'embarquement

The Office of Career Development

The Office of Career Development (OCD) partners with Part-time MBA students to help identify career goals and develop strategies to achieve them. OCD is well-positioned for today's challenging economic climate and offers a diverse portfolio of recruiting companies and industries to allow you considerable options, as well as room for adaptation, in your job search.

Part-time MBA students typically choose one of three approaches when contemplating their career and search strategies:

- pursue a new position via the on-campus recruiting process
- pursue a new position via off-campus recruiting
- remain with current employer

OCD offers workshops, Web-based tools, and one-on-one counseling to help students:

- conduct mock interviews
- establish contacts and networking practices
- make employment decisions
- negotiate job offers
- perform self-assessments
- prepare targeted resumes
- refine career strategies
- research career options, including career switches

“The earlier you connect with OCD to prep for recruiting, the more you’ll get from your relationship.”

Hillary Nelson, MBA '10, Evening Program // Strategic Management Program, Deere & Co., Moline, Ill.



Ross Graduates in Demand

Companies that recruit and hire Ross graduates do so for their abilities to deliver on the demands of business. Recruiters look to Ross for graduates who possess key leadership traits: team building, inspiring and motivating others, and delivering results.

TOP COMPANIES HIRE ROSS MBAs (PARTIAL LIST)*

Consulting

A.T. Kearney Inc.
Accenture Ltd.
Bain & Co. Inc.
Booz & Co.
The Boston Consulting Group
Deloitte Consulting LLP
IBM Global Business Services
McKinsey & Co.
PWC Advisory

Investment Banking

Barclays Capital
Citi
Deutsche Bank
JPMorgan Chase & Co.
RBC Capital Markets
UBS AG
Wells Fargo Securities

General Management & Strategic Planning

3M Co.
Cargill Inc.
General Electric Co.
Target Corp.
Wal-Mart Stores Inc.
Whirlpool Corp.

Marketing

American Express Co.
The Clorox Co.
Eli Lilly and Co.
General Mills Inc.
Johnson & Johnson
Kraft Foods Inc.
Merck & Co. Inc.
Nestlé SA
PepsiCo QTG
The Procter & Gamble Co.
S.C. Johnson & Son Inc.

High-Tech

Amazon.com Inc.
Apple Inc.
Cisco Systems Inc.
Dell Inc.
Google Inc.
Intel Corp.
Microsoft Corp.

Operations

Air Liquide
Alcoa Inc.
The Boeing Co.
Goldman Sachs Group
JPMorgan Chase & Co.

*Statistics reflect Full-time and Part-time MBA programs.

THE ULTIMATE SOCIAL NETWORK

ALUMNI ::

What do you want from your alumni network? Facebook, LinkedIn, and Twitter are useful social networking tools. But do they deliver specific information, targeted leads, and long-term results? Ross graduates belong to one of the most powerful, personal, and enduring social networks in the world. It's a gateway to more than 40,000 connections spread out over 50 U.S. states, 88 countries, and six continents. Meanwhile, University of Michigan graduates number nearly half a million. Our alumni remain connected long after graduation. They source MAP projects, internships, and other learning opportunities for Ross students at their companies. They hire our students after graduation. They offer advice ranging from career development to local travel tips. And with more than 50 Ross alumni clubs worldwide, you're never far from alumni hosting prospective student gatherings, speaker series, and social events.

The Office of Career Development will continue to be a valuable partner in your career development after graduation. Whether you are seeking job leads or overviews of industries or functions, Alumni Career Services can help. If you need to brush up on resume writing skills, interviewing, or negotiating, we've got you covered. And if you want to view streaming video of workshops or speak with a professional career counselor, you can find that, too. As long as you have an Internet connection, you can tap the Ross network worldwide.

Enhance Your Network

Jeremy Vryhof // **EVENING STUDENT**

Senior Analyst, Finance Training and Development — Stryker Corp., Kalamazoo, Mich.

Jeremy had yet to enroll at Ross when he fully engaged with the alumni network. “My manager was a Ross alum, and she was a major advocate for the program,” he says. An international assignment in Switzerland provided further exposure to the school when he worked alongside a colleague who’d graduated from the Full-time MBA Program. “He went out of his way to help me and told me a lot about Ross. It spoke to the caliber of people the school attracts.” Now that he’s on campus, Jeremy witnesses the same spirit. “Everyone is here because they believe in the program. People at Michigan take pride in the fact that they attend Michigan.” The school’s attention to human capital is something that will benefit him long after he graduates, Jeremy says. “My Ross MBA is an investment that will pay dividends throughout my career.”

NEXT STEPS

CONNECT WITH US ::

Learn more about the Ross Part-time MBA Program by visiting www.bus.umich.edu/ptmba, where you also can register for a tour of the school. Please feel free to email us with any questions at rossptmba@umich.edu.

VISIT EMAIL APPLY

We offer several ways for you to gain a deeper understanding of the Part-time MBA Program and the Ross community. Visit campus. Talk with a current student. Subscribe to our news updates. To learn how, visit www.bus.umich.edu/ptmba.

INFORMATION SESSIONS give you the chance to learn more about the Ross Part-time MBA Program from the program's managing director, admissions staff, and current students. They will discuss highlights of both the Evening and Weekend formats and answer such questions as:

- How long will it take to complete my Ross MBA?
- How do I create an effective application for Ross?
- What is my return on investment?
- What are my financial aid opportunities?

STUDENT AMBASSADORS are current Part-time MBA students who will field your questions about faculty, classes, facilities, and the Ross community.

EMAIL ALERTS provide regular communication from our admissions department and student associations regarding important dates, the latest news, community forums, photos, and videos about the Part-time MBA Program.

ROSS THOUGHT IN ACTION is a bimonthly email that provides content for business leaders, thought leaders, and the media. We interview faculty about relevant new research and present their analysis and opinions through text, audio, and video features. Subscribe at www.bus.umich.edu/rosthought.

CHAT WITH THE DIRECTOR is a way for prospective students living more than two hours from Ann Arbor to have a one-on-one conversation with the managing director of the Part-time MBA Program. Learn more about the program and get your specific questions answered. Chats may be held via telephone or Skype.

COFFEE CHATS are held in select cities nationwide and offer a chance for you to meet informally with the managing director of the Part-time MBA Program or a member of the admissions team to discuss the program and which format is right for you.

FACEBOOK, LINKEDIN, TWITTER, AND YOUTUBE connect you with students, alumni, and other prospective Ross MBAs. You also can view videos and stories about Ross.

Register to attend events at www.bus.umich.edu/admissions/infosessions.

ADMISSION ::

The Ross Part-time MBA Program encompasses both Weekend and Evening formats. Each format is distinct, with its own scheduling and academic benefits. We encourage you to apply to the format that best suits your lifestyle and educational goals.

Evening Format

APPLICATION DEADLINES: WINTER 2012 ENROLLMENT

Classes begin: January 2012

Applications due:

Early decision: Sept. 15, 2011

Regular decision: Oct. 14, 2011

Final decisions emailed by:

Early decision: Oct. 14, 2011

Regular decision: Nov. 15, 2011

FALL 2012 ENROLLMENT

Classes begin: September 2012

Applications due:

Early decision: March 15, 2012

Regular decision: May 15, 2012

Final decisions emailed by:

Early decision: May 15, 2012

Regular decision: June 29, 2012

Weekend Format

APPLICATION DEADLINE: SPRING 2012 ENROLLMENT

Classes begin: May 2012

Decisions are made on a rolling basis beginning
September 2011.

Final application deadline: Feb. 15, 2012

Final decisions emailed by: April 2, 2012

Questions?

Email: rossptmba@umich.edu

Phone: 734-763-5796

Web: www.bus.umich.edu/ptmba



< Recruiting season brings top employers from across the United States to the Ross campus.

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Leading in Thought and Action
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To view a short video about the Ross Part-time
MBA Program, please scan the QR code.

