



# UBC MBA

## Full-time

August 2016 Entry

**16-MONTH FULL-TIME PROGRAM**

[sauder.ubc.ca/ftmba](http://sauder.ubc.ca/ftmba)



a place of mind  
THE UNIVERSITY OF BRITISH COLUMBIA



**SAUDER**  
School of Business

Opening Worlds

ROBERT H. LEE  
GRADUATE SCHOOL



## The Experience

The UBC MBA is all about discovery. A challenging, rewarding and exhilarating program, you'll discover your leadership style, build your business acumen, and create a career you can be passionate about.

## The Curriculum

You're an expert in your field, but you may not have had the opportunity to fully understand how an entire organization works together. The UBC MBA curriculum is designed to give you the broader picture of business, so you can add more value to your future organization, company or client. From one of the very first courses—when you are challenged to think like a CEO and consider how to make strategic decisions to maximize success—the curriculum gives you a deep understanding of what it takes to be a strategic thinker.

## The Career Path

Our candidates are selected for their diverse perspectives and backgrounds. You could find yourself sharing a class with everyone from health care specialists to computer engineers; from corporate banking managers to marketing managers. And everyone seeks a different path, whether it's starting your own company or changing career direction. Whatever your background and ambitions, we'll work with you throughout the program to enhance your professional brand and network—and help you achieve your career goals.





# Discover The UBC MBA

## The Global Perspective

In the Global MBA Ranking 2015, the Financial Times ranked Sauder #1 in North America for both international faculty as well as international mobility of our alumni. This not only reflects the international perspective on business that runs throughout the school, but also the growing demand for leaders who think globally.

To be the effective leader you expect to be, you need to be able to collaborate with people from all walks of life and make decisions that have business and cultural implications. The UBC MBA's global opportunities, and the international diversity of your classroom, will give you that bigger picture and an understanding of the people involved in it.

## The Admissions Process

Students in the MBA program are motivated, thrive on finding solutions, and have a desire to push back on the status quo. Working with students with fresh perspectives—people who challenge us and help shape the program for future students—is what gets us excited to come to work everyday. It's also why we have a rigorous selection process to find the right candidates for the program.



“Business Strategy Integration provided me with an invaluable opportunity to apply class theory to a real client engagement project. My teammates came from diverse professional backgrounds, which was an amazing experience because their unique perspectives meant we were all learning from each other.”

**James Bardakjian**

MBA Candidate 2016

# Start Thinking Like Top-Level Management

## Discover what's possible

The beauty of the UBC MBA is that it's a program of discovery. You may come in with an idea of what you want to do, but as the program progresses you could discover a new passion or direction. The program lets you choose one of the three tracks or customize the curriculum to your specific interests (for more information on the career tracks, see Page 5). At its core, the program provides the opportunity to enhance your analytical, problem solving and leadership skills. Whether your goal is to go out on your own, work at a start-up, or make an impact at a large corporation, the deep understanding of how different business functions interact will help you forge a successful career.

## Start making an impact

In class, you will be expected to be an active participant, willing to defend your opinions and support others based on your preparation. As the program progresses, you'll find yourself thinking more and more like a top-level manager and making critical decisions that can affect the success of a company.





### **Business Strategy Integration**

Develop your skills in managerial decision-making across disciplines, perspectives and cultures through integrated case days, client presentations, business case coursework, and other activities.

### **Capstone**

Capstone is an exhilarating two-day event where you will use your skills and knowledge acquired throughout the program and apply them to case studies and presentations.

### **Internship**

Pitch your skills to land a summer internship, then apply and test your MBA learning and career direction on real business problems. UBC MBA interns have created millions of dollars of cost savings, developed new market opportunities, improved business processes and solved complex problems.

### **Entrepreneurial Project**

Have a new service or product idea, or want to collaborate with a classmate's idea? Use the summer to develop a minimum viable product, conduct market testing or do a beta launch. Utilize UBC-wide resources for mentoring and support, as well as connect with a diverse network of like-minded people from other faculties.

# Breaking the Conventions of the Classroom

As you'd expect from one of the world's top business research schools, the UBC MBA teaches the very latest in theoretical and applied knowledge. But it's not just what you learn that's important, it's also how you learn. Sauder brings the modern business world to life in the classroom by integrating an innovative curriculum, which goes beyond theory, with new technologies and pioneering teaching methods.

Core to our program are five themes that are not only taught as individual courses, but are also woven throughout the whole program.

- **Creativity: A powerful force in business**

Learn how to see the full puzzle and develop solutions unimagined by others, by developing your innate creativity and a desire to do things better.

- **Decision Making: Every decision is an important one**

Gain a deep understanding of the intuitive and analytical skills required to hone the critical thinking valued by employers.

- **Global Issues and Macroeconomics: Global thinkers required**

Be able to intelligently address large economic subjects—from government policy and inflation to unemployment, central bank policy, and global trade.

- **Ethics and Sustainability:**

- **Obligations beyond business**

Become equipped to respond to a wide array of social, ethical and environmental issues to help foster an ethical and sustainable business culture.

- **Leadership Development: Be the leader people need**

Learn how to align people with a cause and empower them to achieve more. Inspire others to exercise their own power and be responsive, rather than reactive.



“The courses are delivered in the form of cases and examples so it means that you're not just memorizing

business theories, you're learning how they can be successfully applied. Even now if I come across a problem in my internship, I can go back to a case from the program and get an example of how to provide an effective solution.”

**ADITYA VARDHAN**

MBA Candidate 2015

# Career Tracks

In addition to the foundational curriculum, you can choose one of three tracks. Each track focuses on a discipline, while still being broad enough to let you continue to build up a picture of how business works. Or you can work with us to develop a custom career track tailored to your interests.

## Finance

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### What it covers

Become an authority on topics including: mergers and acquisitions, capital budgeting, strategic financial management, corporate restructuring, credit analysis, private equity, and venture capital.

### Modules

Finance Principles, Investment Theory and Asset Pricing, Business Economics, Empirical Finance, and Financial Reporting.

### Where it can take you

Financial analysis, commercial banking, corporate finance, asset management, investment banking, risk management, financial engineering, securities sales and trading, financial consultancy.

### Companies hiring UBC MBAs

Credit Suisse, HSBC, Mawer Investment Management, Phillips Hager & North, PwC, RBC.

## Product and Service Management

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### What it covers

Discover how to transform market insights into market opportunities, and develop the skillset required to develop, introduce and sustain products and services in the private and public sectors.

### Modules

Brand Management, Process Fundamentals, Market Research, and Supply Chain Management.

### Where it can take you

Marketing management, category management, brand management, business analysis, product management, product marketing, business intelligence, sourcing and logistics.

### Companies hiring UBC MBAs

Amazon, eBay, Microsoft, Proctor & Gamble, TELUS, SAP, Hootsuite.

## Business Innovation + Entrepreneurship

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### What it covers

Turn a bright idea into a viable venture by starting your own business, or become an 'intrapreneur' who builds innovation and manages creative product development within organizations—from early stage start-ups to established market leaders.

### Modules

New Product Development, Disruption, Selling Your Idea, Social Entrepreneurship.

### Where it can take you

Create your own company, product development, product management, work in a fast-growth, early stage company, venture capital companies, 'intrapreneur' within an existing company.

### Companies hiring UBC MBAs

PepsiCo, Kit & Ace, Murchies Tea & Coffee, Heli-One, Mobify. Many of our graduates have also created their own successful companies, like Recon Instruments and Cartems Donuterie.

## Customize Your Program Journey

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You also have the option of creating a customized MBA, which enables you to explore multiple sectors. This is a particularly valuable option for those considering a career in consulting, where deeper knowledge across various industries and business functions is an asset.

# Put the World on your Resume

One of North America's most diverse schools, Sauder attracts students from around the world. In 2015, Sauder was ranked #5 for international students and #1 for international faculty in the Financial Times, and our most recent MBA class comprises 22 nationalities.

Sauder takes giving you a global perspective on business seriously, which is why we provide many opportunities for our candidates to gain first-hand experience.



“This (Global Immersion Experience) trip completely defines how you look at

people's values and their motivators. You realize that you have to be able to understand their perspective and see things through their lens, and not just through yours.”

**Sonia Vasudevan Burjorjee**

MBA Candidate 2016





## Global Immersion Experience (GIE)

We are the only Canadian business school with a mandatory Global Immersion Experience, which lets you experience the reality of working with people and doing business across the globe. It opens your mind to new perspectives, and gives you invaluable experience understanding the cultural implications of business decisions and adapting to different ways of doing things.

### How it works

The Global Immersion Experience culminates in a 2-week, immersive experience abroad, where you get the opportunity to consult on business problems for local organizations. The experience starts well before you head overseas, here on campus, where you'll do preparation work on designing briefs and doing research.

### Where you go

2016 locations include England, Chile, Japan, and India.

## Elite Global Business School Network

Sauder is the only Canadian member of the prestigious Global Network for Advanced Management (GNAM), spearheaded by the Yale School of Management. Gain access to international learning, networking, and collaboration opportunities with business schools around the world, including study visits to other schools and virtual, for-credit classes in which you can work with students at other member schools via video conferencing.

## International Business School Exchanges

Study business at one of our 36 partner schools around the world, with no extra tuition cost. Take on new perspectives, nurture an expanded global business network that will endure long after graduation, and absorb different cultural approaches to business.



# Program Journey Legend



Program schedule may be subject to change

## Sauder Prep:

Non-credit online refresher courses that strengthen foundational knowledge and ease entry back into academia.

## Business Strategy Integration:

Skills development modules in managerial decision-making across disciplines, perspectives and cultures, including integrated case days, client presentations, and business case coursework.

## Foundation Modules:

Mandatory modules for learning and applying key business discipline foundations—from Investment Theory to Marketing.

## Career Track Modules and Electives:

Specialized courses for developing the advanced skills and knowledge required for students' chosen career tracks.





### Career & Professional Development:

Requisite career development programming, including class-time, industry speakers, networking events, mock interviews and salary negotiations. Optional opportunities for mentoring and training programs and company visits.

### International Exchange:

Opportunities to expand international perspective and experience at one of 36 distinguished partner business schools around the world.






# Faculty Who Shape Business

## Meet Your Faculty

Studying at Sauder means you'll learn business skills and theory from the very people who helped create today's business world. Sauder professors and instructors are renowned for their outstanding business research—ranked #24 worldwide by the Financial Times in 2015—as well as their leadership role in industry. This research and experience is not only integral to creating impact in organizations locally and globally, but also shapes the education learned in the classroom.

Here are a few of the professors and instructors you'll learn from and a sample of the kind of work you'll be doing:



## Daniel Skarlicki

Dr. Skarlicki is the Edgar F. Kaiser Chair and Professor of Organizational Behaviour at Sauder. He is internationally recognized for his teaching and research in leadership, negotiation and human resource management. Over 25 years of teaching and consulting, Dr. Skarlicki has helped to develop the leadership capacities of organizations such as Government of Canada, Cathay Pacific Airlines, TELUS, and Glaxo Canada, Inc and he co-heads the BC Physician Leadership Program.

Dr. Skarlicki will help you develop your capacity for leadership by first gaining self-awareness of your own values and setting an action plan for your ongoing development as a leader. The goal of his Leadership Development course is to help you gain insight and acquire new skills for leading in a complex environment.

**"The diversity of the UBC MBA student body facilitates rich discussion. Students contribute to and benefit from interacting with others who are both similar and dissimilar from themselves."**



### Yi Qian

Dr. Qian is an Associate Professor in the Marketing and Behavioural Sciences division. Her research interests include economics of intellectual property rights, along with counterfeiting and brand management. She is the recipient of numerous awards, including a Best Paper Award at the Journal of Marketing Science Conference.

In her course Marketing Research, you will learn how to effectively use market intelligence to make business decisions. You will gain an understanding of the market research methods, such as interviews, survey and focus groups, and quantitative methods, with the goal of developing the ability to critically analyze business problems using the data gathered.

**“UBC MBA students are an engaging and fun group to have enriching classroom discussions with. Together, we hone our skills to combine managerial intuition with rigorous marketing research insights to be more on the target. The students’ diverse interests and experiences also enable us to extend the learning to other aspects of work and life.”**



### Ron Cenfetelli

Dr. Cenfetelli is an Associate Professor and Chair of the Management Information Systems division at Sauder. Widely published in academic journals, and often quoted in local and national media, Dr. Cenfetelli is also the Associate Editor of MIS Quarterly. His research interests include human computer interaction, e-business, and negative aspects of technology.

In his E-Business Strategies course, you will explore the past, present and future of e-business and its effects on business, individuals and wider society. You will take this learning and apply it to a real-world project, in which you take the role of a consultant, evaluating and consulting on how e-business can be leveraged.

**“The UBC MBA students bring ideas, energy and excitement to the mix, which is a lot of fun. Lively discussion is a big component of my course, so in addition to learning from the lecture and course work, students also gain insights from each other.”**



# Personalized Career Development

Opportunities to develop your career are woven throughout the program, including mandatory professional development workshops. Sauder's Business Career Centre (BCC) is staffed with dedicated MBA career coaches who know exactly what today's employers are looking for, and have designed programs and services to help you develop your market skills and shape your career, including:

**Experiential Learning:** We believe that you learn by doing. Gain valuable practice and develop your professional skills through mock interviews, networking practice sessions, career progress presentations, and salary negotiation simulations.

**Mentoring & Training Programs:** Students can apply for programs that provide industry-focused training and/or the opportunity to work with an assigned mentor who can provide both professional and industry insights, feedback and motivation.

**Tools at your Disposal:** With a dedicated MBA careers site, exclusive job postings and event listings, online interview practice and resume evaluation tools, the Business Career Center gives you the resources you need to learn, explore, and manage your career development.



"The BCC is an excellent resource, particularly for career-changers like me. The staff work with an incredible array of people who all have very different professional, cultural and linguistic backgrounds. They do an admirable job of making students as marketable as possible and helping to get them into roles that suit them."

**Kyle Peterdy**

MBA Candidate 2015

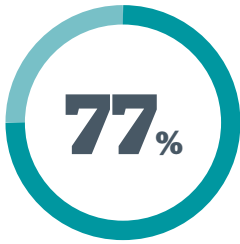




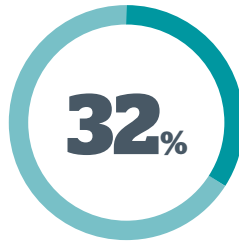
# Career Outcomes

Our graduates can be found driving change and solving problems in the offices and boardrooms of companies in Vancouver, the rest of Canada, and around the globe—from the UK and Hong Kong to India and the US.

## Employment Overview of the 2014 Graduating Class



employed by graduation

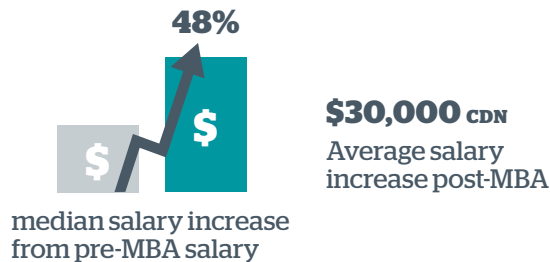


relocated outside of BC



average base salary

\*Excluding bonuses and other compensation.



**\$30,000 CDN**  
Average salary  
increase post-MBA

## Top 5 Industries



**65%** of graduates  
change industries



“The UBC MBA was instrumental in helping me achieve my career goals. Through Global Immersion and my internship, I was able to gain the experience and skills I needed to have several career options when I graduated.”

**Katrina Warren**

MBA Candidate 2015  
Marketing Specialist, Deloitte

# Gain Different Perspectives

The structure of our classes emphasizes collaboration, meaning you'll find yourself participating in a variety of discussions—from marketing complexities within the utilities sector to challenges with implementing process flow in the healthcare industry. Experiencing this collaborative dynamic and diversity of opinion will help you hit the ground running in your working life.

Here's a sample of the profile and background of our current class:

## 2014 MBA Class Profile\*

Class size: 85



Average years of work experience: **5**

Average age:

**29**

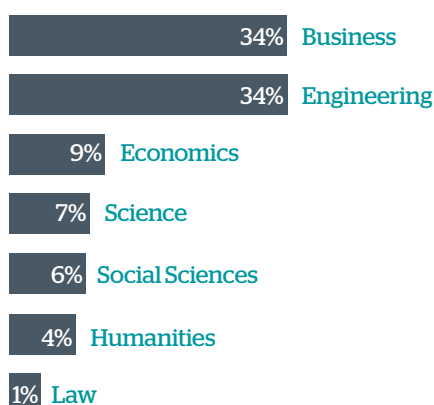
% with international work experience:

**42%**

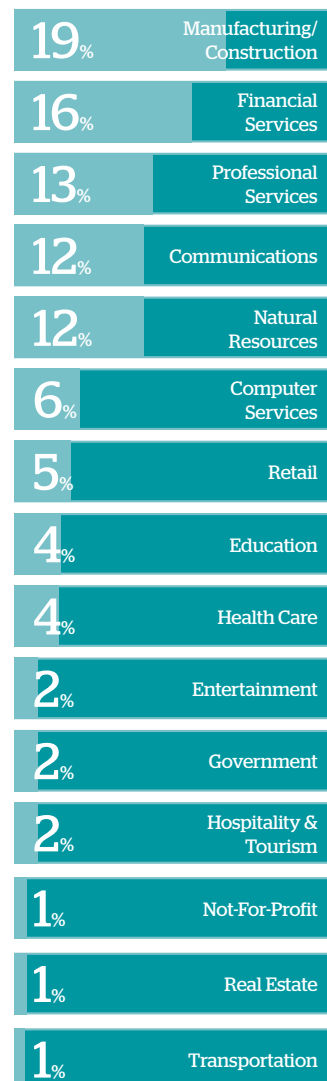
% international (born outside of Canada):

**69%**

### Undergraduate Degree Majors:



### Work Experience by Industry



\*Data per the August 2014 entering class

# Admissions

The MBA selection process is rigorous. We deliberately keep our cohort small—an average intake of 100 candidates each year—to help foster a more collegial and personal environment. Candidates are carefully selected against competitive requirements to ensure that, once in the program, you learn from peers who have demonstrated vision, leadership and experience. It's this approach that helps make the UBC MBA classroom experience dynamic, engaging and thought provoking.

Here is some of the information you need to know before applying:

	Minimum Requirements	Competitive Requirements
<b>Academic Achievement</b>	<p>Three-<sup>*</sup> or Four-year Bachelor's degree with a B average, or recognized equivalent from an accredited institution.</p> <p>Three-year degrees are accepted from Canada, UK, Australia, New Zealand, India and Europe. If your country or region is not listed here please email us for clarification on your degree.</p> <p>When applying, please have your official transcripts sent directly to the Robert H. Lee Graduate School at the Sauder School of Business by your home university.</p>	B+ or 76% or 3.3 GPA
<b>Professional Experience</b>	Minimum two years of full-time work experience gained after graduation from your Bachelor's degree.	At least 3 to 5 years of full-time work experience
<b>GMAT or GRE</b>	550 GMAT with at least a 50th percentile in each test section or at least 150 GRE score on the verbal and quantitative section.	GMAT: 650 GRE: 310+ on combined verbal and quantitative section.
<b>Maturity, Motivation &amp; Fit</b>	We assess your managerial and leadership potential, maturity, ambition and drive, through your essay questions, resume, professional references, and interview.	
<b>English Proficiency</b>	Applicants must be able to speak, comprehend, and write fluently in English. An English proficiency exam is required for all candidates whose degrees are from a university outside Canada or the U.S.A. in which English was not the official language of instruction.	

## Application Deadlines

1<sup>st</sup> round: **November 2, 2015**

2<sup>nd</sup> round: **January 4, 2016**

3<sup>rd</sup> round: **March 7, 2016**

4<sup>th</sup> round: **May 2, 2016**

## Fees<sup>\*</sup>

Canadian Citizens and Permanent Residents (Landed Immigrants):  
\$44,761 CAD<sup>\*</sup>

International Students: \$55,757 CAD<sup>\*</sup>

<sup>\*</sup>Subject to UBC Board of Governor's approval. The university may adjust fees at any time with limited notice.

For complete details on our admissions requirements, please visit [www.sauder.ubc.ca/ftmba](http://www.sauder.ubc.ca/ftmba)



# Vancouver: A City of Ideas

## West Coast Entrepreneurial Spirit

Vancouver has a reputation as a place that inspires people to develop creative ideas and start new businesses. In 2014, TED hosted their famous conference in the city, describing Vancouver as “a city that’s itself an inspiration—cosmopolitan, energetic, innovative.” In the tech sector in particular, Vancouver is gaining recognition as a hub for start-ups and “Silicon Valley North.” Companies born here include Hootsuite, Lululemon, Arc’teryx, Vision Critical and Chrysalix Energy Venture Capital, all of which have hired our grads.

The UBC MBA program reflects this spirit. We provide a collegiate and supportive environment for you to think creatively, develop new products and solutions on your own or with others, start new ventures, and innovate within organizations. Recon Instruments, a groundbreaking smart sportswear company, which was originated in a Sauder class, was recently acquired by Intel. This is just one of our many notable success stories.

## West Coast Lifestyle

Vancouver is one of the world's most liveable and diverse cities, offering a temperate climate and unlimited options for outdoor adventure — from after-class ocean kayaking and sailing to weekend skiing, hiking and mountain biking on the nearby mountains. This cosmopolitan city is compact enough to make its recreational and cultural attractions easily accessible, and big enough to ensure there is always something new to discover.



“One of the most important factors in choosing an MBA program is the city that it's in and the business environment of that city.

No matter where you go you will be interacting with the local business community. I chose Vancouver because business here has a distinct vibe that I really enjoy.”

### **SUSAN DONG**

MBA Candidate 2015





# The UBC MBA at a Glance

## Financial Times 2015 Ranking

Top **5%** of MBA programs worldwide

**#2** Business School in Canada

**#1** in North America for International Mobility

**#1** in North America for International Faculty

**#5** in North America for International Students

**\$95,427 US** average salary (three years after graduation)

## 2014 Class Profile\*

Class size: **85**

**69%** Male

**31%** Female

Average age: **29**

Average years of work experience: **5**

**42%** with international work experience

**69%** international (born outside of Canada)

\*Data per the August 2014 entering class

## Program and Application Information

### Program Dates

August 2016 - December 2017

### Location

Vancouver, British Columbia, Canada

### Fees\*

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