



# CREATE. CHANGE.

UBC MBA  
16-Month Full-Time Program

2012 ENTRY  
[WWW.SAUDER.UBC.CA/MBA](http://WWW.SAUDER.UBC.CA/MBA)



**SAUDER**  
School of Business

ROBERT H. LEE  
GRADUATE SCHOOL

Opening Worlds

Keep ahead of the pace of change; discover value where others see only disorder. The UBC MBA provides the broad perspective and sharp analytical skills that allow you to find opportunity and act strategically, capitalizing on unique opportunities as they arise.

Our integrated approach provides a 360-degree understanding of business processes, strong personal leadership skills and career-specific tools that set you up for success - whatever challenges are thrown your way.

UBC is consistently ranked as one of the world's 40 best universities in overall knowledge generation, and is among the world's elite universities for technology transfer, spin-offs and patents in high-tech fields such as clean energy, biotechnology, and sustainable design. The Financial Times regularly ranks the Sauder School of Business amongst the top 25 internationally for business research, with our MBA program ranked among the top 5% worldwide.



AN INNOVATIVE  
VISION

➔

In the UBC MBA, we don't simply teach innovation. We live it. Our reimagined 16-month MBA provides a uniquely integrated perspective on business strategy.

Integration, Integration, Integration.

Our goal is to help create outstanding career success for our graduates by providing them with a deep understanding of how business functions work together, and how business works with society more generally. To do this, we built the program around three levels of integration: a cross-functional view of business processes, a set of integrated career tracks, and a program-long continuing focus on the broader context of business.

Our immersive and multidisciplinary approach allows you to leverage the natural links between business functions. Building on Integrated Business Foundations, our specialized career tracks span traditional work divisions and provide the combination of advanced skills required for career success in an era of constant change and globalized business. Weaving throughout the entire program are themes including

creativity, social responsibility, and leadership that shape your voyage of personal discovery and development.

Integrated Career Tracks

Entrepreneurial. Innovative. Technically literate. Our four career-oriented tracks reflect the Vancouver way of life and its pioneering West Coast spirit. Spanning academic disciplines and bridging narrow business functions, these tracks create vital opportunities for learning, growth, and career-related networking.

Motivated by our single-minded focus on creating outstanding career success for our graduates, we switched from training MBA students in academically-defined specializations to training them in the cluster of career skills needed in one of four demanding and complex business sectors.

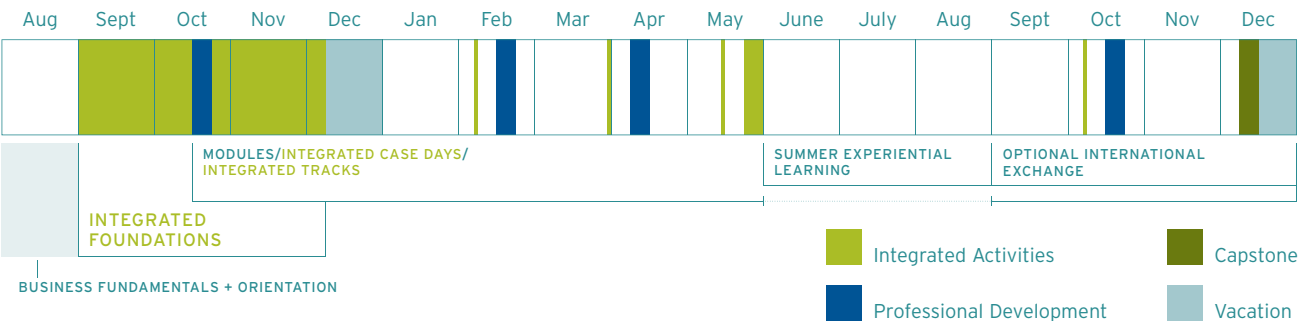
**The Consulting and Strategic Management track** provides you with the skills to analyze strategic barriers and drive change from both inside and outside organizations, building on core knowledge in corporate strategy, economic analysis, and logistical processes.

**The Finance track** prepares you for the highly complex and ever-changing field of finance, including investment banking, asset management, and corporate finance.

**The Product/Service Management track** offers a deep understanding of customer and market needs, building on core skills in marketing, IT management, and strategic operations.

**The Business Innovation track** develops your capacity to start, accelerate, and maintain innovation in organizations, from entrepreneurial start-ups to multi-national market leaders.

16-Month MBA Program Calendar



# COMMON GOALS, UNCOMMON BACKGROUNDS



The UBC MBA has a well-deserved reputation as one of the most culturally diverse MBA programs in North America. Our MBA students connect with colleagues from over 25 countries who speak over 35 languages and learn first-hand how business practices differ from country to country. Our MBAs are people whose experience spans the globe, and whose aspirations are world-changing.

The investment banker who's worked in Hong Kong and New York and is ready to make his mark on the clean energy sector. The entrepreneur who's built successful businesses in Canada and Africa but wants to round out her formal skill set. The engineer who's managed telecommunications projects on four continents. With an average of five years of work experience, every student has an enriching and intriguing life story to share, and the UBC MBA builds a network of friends, colleagues, and avid co-learners from day one. Our small class sizes mean that you will get to know your classmates and professors, and build strong and lasting bonds.

In challenging and fast-paced team projects throughout each phase of the program, students learn to lead and manage multi-cultural and multi-functional teams. For example, at the end of Integrated Foundations, students are challenged to construct a business plan and present it to their professors and classmates. To be successful, students – and business leaders – must learn to build common ground across divergent ideas and then synthesize those ideas into a cogent and compelling plan.

### Typical Class Profile

Annual class intake	120-130
Average age	29
Age range	23-45
Average work experience	5 years
Average GMAT score	646
Male/female ratio	65% / 35%
Canadians/non-citizens ratio	51% / 49%
Number of countries represented	25-30

### Undergraduate Degree

Business	25%
Computer Science	4%
Economics	11%
Engineering	30%
Humanities	5%
Law	2%
Science	11%
Social Sciences	12%



“The UBC MBA, because of its culturally diverse student body and Vancouver’s reputation as one of the world’s most cosmopolitan cities, is a door like no other to a global mindset. I’ve made lifetime bonds with friends all over the world. I feel like a truly global citizen.”

### Jaime Ruiz Vivanco

Sr. Marketing Manager, Innovation  
Barcel at Bimbo Group, Mexico City

Citizenship: Mexico  
UBC MBA Graduate 2007



"In business as in life, success rests upon seeing problems clearly and developing solutions unimagined by others. Our Creativity course challenges you to see the world in a different way, stretch yourself with new ways of thinking, and revisit your playful and creative side. Break the conventions of the traditional classroom. Plan to be challenged, intimidated, and 'worked' in a new way."

**Darren Dahl**

Founding Professor and Chief Innovation Officer for BAMA 580B: Creativity  
(Professor and Division Chair, Marketing Division)

## Thought Leaders in Teaching and Research

Consistently rated as Canada's top business school for research, the Sauder School of Business also prides itself on its high-intensity, interactive teaching style, and its inclusive and collaborative culture. Through innovative research and active engagement with the business community, government, and public interest groups, our faculty members affect business thinking across borders and around the world. Our students also shape business and society through their entrepreneurial activity, professional leadership, and community service.

## Big Ideas with a Small Footprint

ISIS, the Incubator for Social Innovation and Sustainability at the Sauder School, provides a platform for young business leaders to contribute to solving social, cultural, economic, development and environmental challenges. At ISIS, world-preserving research meets for-profit and non-profit business: MBA students have had the opportunity to work with professors on projects as diverse as the carbon management plans for the Vancouver and Sochi Winter Olympics, a business plan for the provision of low-price medicines in developing countries, and Social Entrepreneurship - Africa, an international development project in which our students lead business development workshops for youth in Kenya.

In preparing our students to lead in the new world of business and to take advantage of Vancouver's rising reputation as a city of innovation and entrepreneurial activity, our topics and approaches continue to evolve. For example, the Technology Entrepreneurship course pairs MBA students with PhDs in Engineering as they pitch a business plan for a new technology to venture capitalists from Vancouver and the Silicon Valley; e-Marketing students critique the online marketing strategies of specific client companies – and present their findings directly to clients. All this prepares students for the MBA Capstone 'Real Case' Competition, where teams of MBA students are challenged to find new solutions for current problems faced by company CEOs in a feverish weekend of research, brainstorming, and presentations.





# Your Partner in Career Development

The Hari. B Varshney Business Career Centre educates and empowers our MBA students to develop life-long career management strategies. Through personal consultation and a structured yet flexible program, we help you identify and achieve your career goals.

Even before your first day of classes, you'll complete a web-based self-assessment test that will help you clarify your career direction. And once your studies are underway, one-on-one career coaching and skills training are available to help you sharpen your skills in resume-writing, presentations, interviewing, and networking.

The career centre also plays an active role in facilitating connections between students and the hiring community. The centre coordinates industry information seminars and job interviews and helps students arrange valuable professional opportunities through internships and industry projects. Each year, corporate recruiters from prominent companies interview our MBA students on campus. In addition, the career centre organizes "Treks" to Calgary, Toronto and Seattle; connects students with alumni and companies during the annual study trip to China; and helps prepare our top students for careers in consulting with the rigorous Strategy Consulting Mentorship Program.

"Attracting high calibre talent is critical to our business and we view the Business Career Centre as a key, trusted partner on this aspect of our business. We work with them year round to find both MBA interns and full time MBA hires, and in 2010 we were the top MBA recruiter at the Sauder School of Business. Those candidates have helped us address our client issues and problems, and grow our business in B.C. and the rest of Canada."

#### **Bryn McLean**

Senior Manager,  
Consulting, Deloitte

## Recent Career Choices of Our Graduates

### **Consulting and Strategic Management**

Accenture, Beijing/Switzerland/Toronto

Bain Consulting, Toronto

Boston Consulting Group, Toronto

Deloitte, Calgary/London/Toronto/Vancouver

McKinsey, Calgary/Toronto

### **Finance**

BMO Investment Banking, Toronto

Chrysalix Venture Capital, Vancouver

Credit Suisse, Calgary

Goldman Sachs, Beijing

HSBC, Beijing/Vancouver

### **Product/Service Management**

Netgenetix Media, Vancouver

RIM (Blackberry), Waterloo

SAP, Vancouver

TELUS Communications, Vancouver

Unilever, Toronto

### **Business Innovation**

Blue ION Water Technologies, Vancouver

enXco Solar, New York

Hootsuite Media, Vancouver

Lighthouse Logic, Vancouver

Westport Innovations, Vancouver

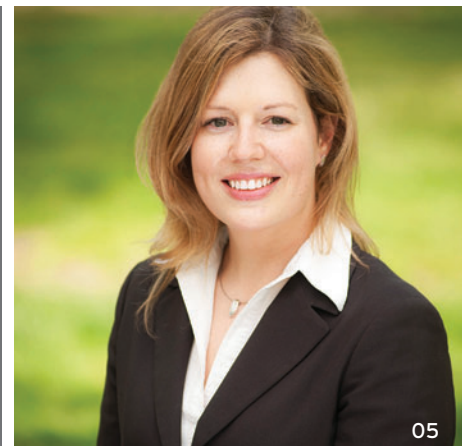
\* More details on current placements and salaries can be found at [sauder.ubc.ca/mba](http://sauder.ubc.ca/mba)

"The Business Career Centre is an essential part of the Sauder MBA program. I met my personal career advisor in the first week and she supported me throughout the entire process of switching careers and finding a job in a new country."

#### **Denise Niedermann**

Senior Consultant  
Deloitte, Vancouver

Citizenship: Swiss  
UBC MBA Graduate 2011



# INSPIRING EDUCATION IN AN INSPIRING SETTING



Vancouver has it all. A vibrant urban setting, diverse culture and cuisine, refreshing climate – all set against a breathtaking backdrop of mountains, ocean, and beaches.

Vancouver often tops international lists of best places to live in the world, offering year-round outdoor recreation and a wide range of cultural activities. Vancouver is a great place to build your future, whether the next step in your life journey takes you to Shanghai, San Francisco, or Sao Paulo, or to Mumbai, Montreal, or Madrid.

Vancouver has a diverse business community with a pioneering West Coast spirit and is home to innovative and trend-setting companies, many of whom have close relationships with the Sauder School. As North America's gateway to the Pacific Rim, Vancouver has strong links to international markets in Asia and South America as well as strong cultural ties to both Europe and Asia. This nexus of trade, innovation, and culture provides a perfect environment for the diverse, innovative, and integrative UBC MBA.

The university's elite reputation and desirable setting allow us to attract some of the world's best academic minds. As a result, you'll be inspired and challenged, and you'll think more broadly and creatively than you ever thought possible.



## MBA House

In August 2009, we opened the doors to MBA House, an exclusive residence for Sauder graduate students. Located in a new neighbourhood – Wesbrook Place – on the UBC campus that is within walking distance of the Sauder School of Business, MBA House provides a vibrant setting to engage with fellow classmates, faculty, and alumni. Featuring rooms for 80 students, along with a commons room and library for study sessions, workshops, presentations and receptions, MBA House is a dynamic meeting place of minds, cultures and diverse perspectives.

# Admissions Information

The UBC MBA program seeks bright, talented, enthusiastic, and creative individuals who are committed to a high level of achievement in their academic, personal, and professional lives. The MBA selection process is rigorous and guided by the following criteria:

## Academic Achievement

Candidates from diverse academic backgrounds are encouraged to apply. A four-year Bachelor's degree or recognized equivalent from an accredited institution is required. Successful applicants generally have an overall standing of B+ or better in their undergraduate degree.

## Professional Work Experience

Competitive applicants have more than two years of full-time post baccalaureate work experience for admission to the program.

## Maturity, Motivation & Fit

Successful applicants must demonstrate managerial and leadership potential, maturity, ambition, drive, and a clear sense of purpose. These characteristics are assessed based on professional experience, extracurricular activities, personal interests, written submissions, and mandatory interviews.

## General Management

### Admissions Test (GMAT)

The GMAT is mandatory for all applicants. You must arrange to have the official test results sent directly to the MBA Programs Office at UBC. The required minimum GMAT score is 550. However, in order to be competitive, a score of 600 or better (and at least 50th percentile in each section) is recommended.

## English Language Proficiency

Successful applicants must be able to speak, comprehend, and write fluently in English. The Test of English as a Foreign Language (TOEFL), Pearson Test of English (PTE) Academic, IELTS Academic, or a MELAB 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.

Complete details on our admissions requirements and current tuition fees can be found at [sauder.ubc.ca/mba](http://sauder.ubc.ca/mba).

## Application Process

Apply online at [sauder.ubc.ca/mba](http://sauder.ubc.ca/mba) with an application fee of \$125. Once you have submitted your online application, all official supporting documents should be sent to the MBA Programs office as soon as possible to complete your application. Complete application instructions can be found on our website.



## Application Deadlines

November 28  
February 13  
April 16

### Learn More. Today.

To get a better understanding of our MBA program please go to our website [sauder.ubc.ca/mba](http://sauder.ubc.ca/mba) where you will be able to read our student blogs, follow us on Twitter, connect with us on Facebook, and find out about upcoming information sessions.

## MBA Programs Office

Robert H. Lee Graduate School  
Sauder School of Business  
University of British Columbia  
111 - 2053 Main Mall  
Vancouver BC V6T 1Z2

toll free (Canada & US) 1.888.988.9895  
tel 1.604.822.8422  
fax 1.604.822.9030  
email [mba@sauder.ubc.ca](mailto:mba@sauder.ubc.ca)  
web [sauder.ubc.ca/mba](http://sauder.ubc.ca/mba)  
twitter @UBCMBA  
facebook [facebook.com/ubcmmba](https://facebook.com/ubcmmba)



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