

# The New MBA Student



**THE SCHOOL OF BUSINESS ADMINISTRATION'S** values-based education and award-winning faculty develop responsible and globally-minded business leaders through experiential learning locally and worldwide, and by creating unparalleled industry connections in a personal setting.

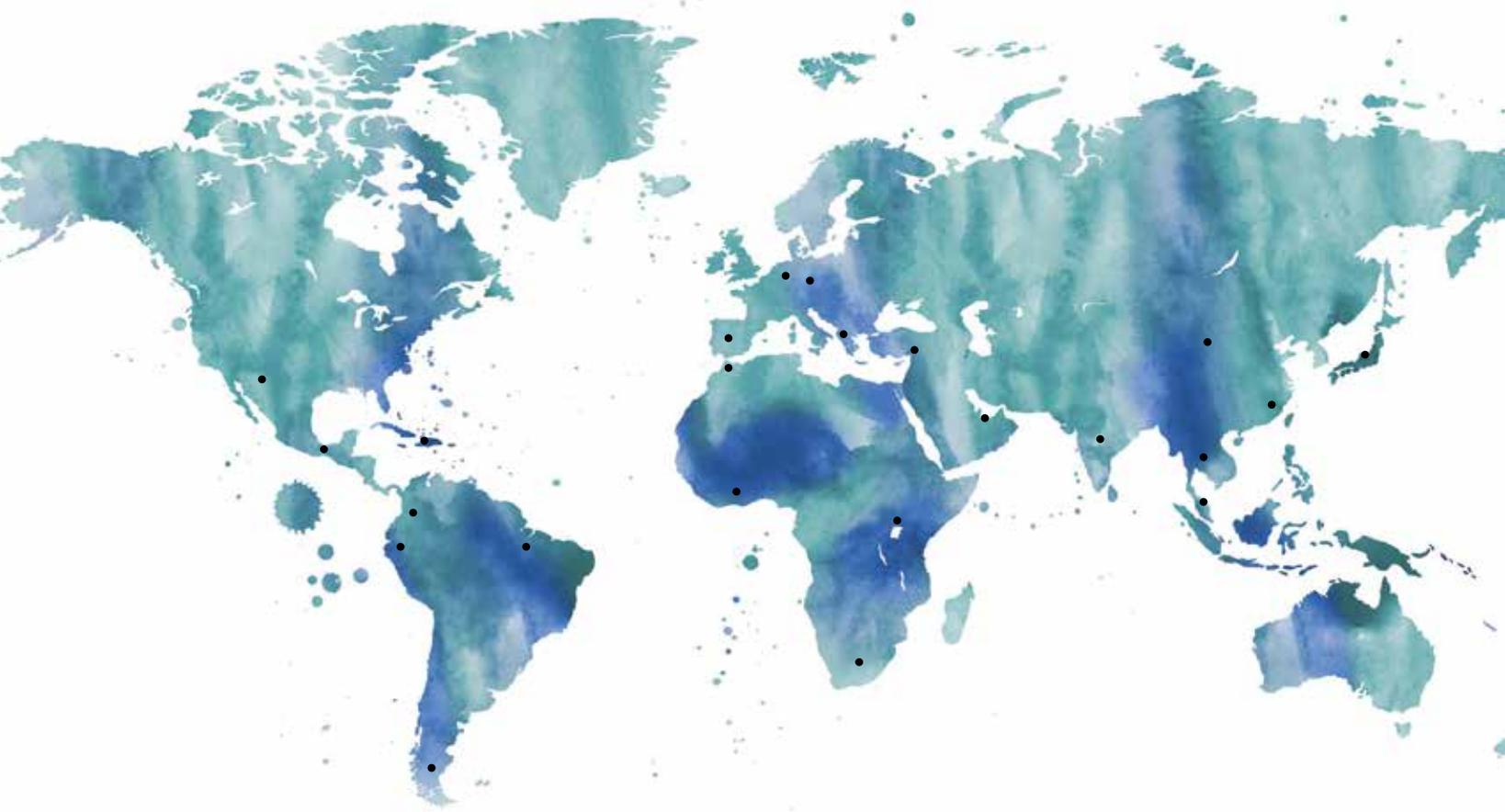
**“Our graduates are ethically and globally competitive executives who lead their organizations to the next level of differentiated performance in a rapidly changing marketplace. Our professors are centers of opinion who generate cutting edge business knowledge and practices that make the teaching–learning experience at USD’s School of Business intellectually demanding, innovation driven and internationally designed.”**

**–JAIME ALONSO GÓMEZ, DEAN**

**ON THE COVER — TIFFANY HYNEK '16**

- Undergraduate major: architecture, the University of Southern California
- First post-college job: Architectural Designer, Shanghai
- Worked for a venture capitalist in Shanghai to start a prefabricated housing company called Cocoon9
- Worked in San Francisco on residential, medical, commercial, retail and restaurant projects
- 10 year goal: start a nonprofit focused on developing affordable housing
- Received her dream job at the end of her first year in the MBA program as project manager with Pardee Homes
- Transitioned to part-time pace for year two of the MBA/Master of Science in Real Estate dual degree





**GLOBAL BUSINESS OPPORTUNITIES IN LOCATIONS SUCH AS:**

Argentina	Dubai	India	South Africa
Brazil	Germany	Japan	Spain
China	Ghana	Mexico	Thailand
Colombia	Greece	Morocco	Turkey
Czech Republic	Guatemala	Peru	Uganda
Dominican Republic	Hong Kong	Singapore	

## EXTRAORDINARY GLOBAL BUSINESS EXPERIENCES

The MBA program in the School of Business Administration (SBA) at the University of San Diego is focused on developing globally minded, responsible business leaders dedicated to making a difference in business and society. SBA was one of the original signers of the Principles for Responsible Management Education (PRME), convened by the United Nations Global Compact and business school accrediting organizations, to embed issues of social responsibility and sustainability in the mainstream of business education. More than half of our students experience worldwide business first hand through enrolling in innovative study abroad programs through the Ahlers Center for International Business.

Live and learn business strategy and culture, and gain hands-on experience through our international programs:

### SHORT-TERM GRADUATE STUDY ABROAD

Spend up to two weeks in diverse geographic locations such as Europe, Latin American, Asia, Middle East and Africa. (Locations vary annually.)

### DUAL DEGREE PROGRAMS

Earn two master's degrees in two years by attending USD and one of our partner institutions:

- MBA, MS in Finance or MS in Marketing from Tecnológico de Monterrey (Tec) in Mexico—the leading graduate business school in Mexico and Latin America.
- MBA from WHU, Otto Beisheim School of Management in Germany—EQUIS-accredited business school of university ranking and is among the best business schools in Germany. (*Financial Times, Der Spiegel*)

### INTERNATIONAL CONSULTING PROJECTS

Learn as you go in these hands-on international business opportunities.

Examples include:

- A Qualcomm project in Dubai where students developed business models to increase data usage in the Middle East and Asian markets
- A L'Oreal project in Rio de Janeiro where students strategized on how to increase sales and brand image of Kerastase products
- An Edify project in Dominican Republic where students assessed the viability of solar rooftop microloans

### SEMESTER EXCHANGE PROGRAM

Gain international experience through graduate business courses at leading universities around the globe. USD partners with nearly 20 universities worldwide.

**“The MBA program at USD taught me the importance of global awareness—how borders can become porous when it comes to successfully launching new ventures.”**

**—NAVID ALIPOUR '03**

# The New Strategist

## STEVE THERIAULT '15

- Worked in the tech startup space after graduating as a political science major from San Diego State University
- As an MBA student, was a finalist in the ACG Cup financial case study competition and sat on the boards of Net Impact, the Management Consulting Association and Leadership Fellows
- Volunteered with Reality Changers, an after-school program focused on getting disadvantaged kids to college through tutoring, mentoring and navigating the college applications process
- Worked as a supply chain intern for the strategic commodities group at United Technologies Corporation
- Now business development analyst at Taylor Guitars, one of the world's leading manufacturers of premium acoustic and electric guitars, where he is responsible for monitoring global markets, developing growth plans in them and identifying potential new accounts for future opportunities
- Also part of the Green Team, challenging operations to conserve more energy and use fewer materials

## EXPERIENTIAL, HANDS-ON LEARNING

Our learning community is enhanced through real world skills integrated into the core curriculum, elective coursework and extracurricular activities, including:

- Consulting projects with local, national and international businesses
- Company site visits and guest lecturers from industry
- Support and coaching for students in MBA Case Competitions to apply learning, network with industry experts and compete with peers from other top tier MBA programs around the world
- Leadership Labs and Student Leadership Fellows Program to refine leadership skills and management techniques for diverse groups in the workforce
- Dual degree options to further strengthen professional skills in specific industry areas or broaden international experience
- Cohort format for core classes and small class sizes, allowing for a high level of interaction with faculty and classmates and building of a strong support network





## RESPONSIBLE BUSINESS LEADERSHIP

We make it our business to work toward creating societal value—it is our responsibility to find innovative business solutions to today’s most pressing challenges. We focus on building upon our values-based education and research through:

### COMMUNITY SERVICE

We develop compassionate leaders who give time and efforts toward improving the quality of life for the community through service projects by applying business knowledge. Recent examples include creating a budget and developing an inventory system for Cardborigami, a nonprofit organization that hires at-risk youth to create portable homeless shelters; developing a strategic plan for the long-term and sustainable revenue streams for Street of Dreams, an organization that offers classes for at-risk young women who are also mothers; and producing a digital marketing plan for the Center for Community Solutions’ 2014 Chef Showdown event, among many others.

### CORPORATE SOCIAL RESPONSIBILITY COURSEWORK

Our coursework aims to train socially responsible leaders to operate in a global marketplace. Examples include Business and Social Innovation, Corporate Governance and Values, Ethical Leadership and Organizational Behavior, The Legal and Social Environment of Global Business, Leading Multicultural Teams and Organizations, Microfinance and Wealth Creation and Sustainable Global Supply Chain Management, among others.

**“I was drawn to the focus on being good stewards in the communities in which we work—I like the idea of a business program with more than just a profit-driven mentality but one that has a strong emphasis on leadership and community development.”**

**–TIFFANY HYNEK '16**

# The New Entrepreneur

## ANDY ALTMAN '15

- Undergraduate degree in symbolic systems from Stanford University
- As an MBA student, worked to develop GigTown, a show and music app, and worked with MBA students in the Management Consulting Association on strategy and business development initiatives
- Raised capital through private investors, including New Orleans Saints quarterback Drew Brees
- GigTown, now available on iPhone and Android, has signed more than 1,000 artists nationwide
- Chief operating officer of GigTown is best friend from childhood

## ENTREPRENEURSHIP

The MBA program is committed to helping you build skills and foster relationships that enable you to launch your creative ideas into sustainable ventures. For years, our MBA students have gone on to found their own companies, including:

- **BRIO**, a state-of-the-art microelectronics company that provides a 24/7 home monitoring system
- **FUTURE:STANDARD**, an online boutique providing ethical, eco-friendly, fair trade clothing and accessories
- **KLARINET SOLUTIONS**, designs simple, innovative and efficient SharePoint solutions specific to client need
- **PIXSTER PHOTO BOOTH RENTAL**, a premiere photo booth rental company in San Diego, Orange County, Los Angeles and Austin
- **RIVIERA REAL ESTATE**, experts in commercial tenant representation
- **SWEET AND SAUCEE**, gourmet sauces for BBQ and marinade
- **SONORITOS PRIME TACOS**, a gourmet Mexican food restaurant and bar
- **TOWER PADDLE BOARDS**, a manufacturer direct paddle board company with a design-centric focus
- **TRIPLE MINT**, consulting for hotel and multifamily renovation industry
- **VAVAVIDA**, ethically-made, high-quality handcrafted artisan jewelry from all over the world; donates 10 percent of revenue to nonprofit organizations
- **VOYAGER NETWORK**, a digital-centric media company

## V2 PITCH COMPETITION

V2 is SBA's version of *Shark Tank*, giving students the opportunity to turn their business ideas into reality. Teams compete for a total of \$100,000 in cash and in-kind support from real investors. Previous winners have gone on to raise almost \$2 million in additional funding, making the competition a launching pad for entrepreneurial success.

## SOCIAL INNOVATION CHALLENGE (SIC)

The SIC, a student social venture competition organized by the Center for Peace and Commerce, works with students to generate ideas for innovative ventures that respond to a social or environmental issue of their choice. Social ventures may be for profit, nonprofit or hybrid models with a domestic or international focus. The seed funding may be used to launch or expand social ventures. A series of Idea Labs prior to the SIC acts as guides for student-social entrepreneurs to share their stories, advice and knowledge with aspiring student entrepreneurs. Competitors have the opportunity to win up to \$75,000 in prize money.

# The New Investor

## NAVID ALIPOUR '03

- Co-founder and managing partner of Analytics Ventures, an early stage investment company
- Earned a law degree at USD's School of Law while simultaneously earning his MBA
- As an MBA student, toured the Sony factory in Mexico and became interested in working cross-border
- Co-founded South Doctors, a medical tourism company now doing business in Mexico
- Co-founded CureMetrix, a software company developing technology set to detect breast cancer up to four years sooner than current exams
- Founder of LaCosta Investment Group
- Focused on building a start-up ecosystem in San Diego

## THE SBA ADVANTAGE

### PERSONALIZED

In-depth learning and rapid professional development is fostered by our unparalleled small class sizes, allowing for a high level of interaction with faculty and classmates, core classes with the same cohort of students, including pre-program orientation activities and, for full-time students, assigned professional mentors to gain experience and exposure to their fields of expertise.

### LOCATION

Maximize your experience in SBA's MBA programs in America's finest city—surrounded by pristine beaches, dazzling deserts and majestic mountains. USD overlooks San Diego Bay and is minutes from downtown and the San Diego international airport. San Diego is the second largest city in California and the eighth largest city in the U.S., with a population of nearly 1.4 million people, drawing tourists and residents alike with its mild year-round climate—San Diego averages 70 degrees for the daytime high temperature. San Diego is also home to a thriving startup culture, ranked number one by *Forbes* as the best city to start a small business and the fifth-best business community in the country.

### INTERDISCIPLINARY

Increasingly, employers are looking for students who have taken advantage of the inextricable link between liberal arts-related skills and specialized knowledge acquisition—making the University of San Diego the optimal place to earn your MBA. Here, you will learn how to think critically and independently, how to speak and write effectively, how to appreciate a diverse range of cultural traditions and how to become an ethical, effective and engaged global citizen—all while immersing yourself in the art and science of management for an increasingly globalized marketplace.

**"It was important to me not to get lost in the mix, like at so many bigger schools."**

**—STEVE THERIAULT '15**

# The New CEO

## JAYLA SICILIANO

- Worked at Diesel as a product developer
- Raised \$500,000 while earning her MBA to launch her own company, Bon Affair
- Met all her investors through SBA connections
- Appeared on *Shark Tank*; Mark Cuban invested in her company
- Bon Affair now sold in California, Texas, Arizona and Nevada
- Now shipping Bon Affair to Taiwan

## CAREERS

Earn your MBA in the “City in Motion.” San Diego is widely believed to be driving the economy of the United States, with one of the highest total employment rates among populous cities in the nation and with year-over-year growth in professional, scientific and technical services as well as manufacturing.

Our MBA Career Services team builds lasting relationships with leading businesses, alumni and faculty to facilitate efficient referrals and recruiting opportunities for MBA students. We provide one-on-one coaching to create a career action plan for internship and job opportunities—helping you realize your full professional potential.

### EXECUTIVE MENTOR PROGRAM

Work one-to-one with executive level professionals in the business community for individual advising and relationship building opportunities.

### CAREER COACHING

Take advantage of coaching with the MBA Career Services team to create employer-ready resumes and career action plans.

### CAREER AND PROFESSIONAL DEVELOPMENT COURSE

Participate in this first year course focused on building lifelong career management tools, refinement of interview skills, development of job search strategies and building understanding of leadership styles in the workplace.

### PROFESSIONAL DEVELOPMENT AND NETWORKING EVENTS

We host industry expert panels, guest speakers, roundtable discussions, professional seminars, and networking events on a variety of industry and career-related topics to help you develop professional skills, gain industry insights and create valuable connections to facilitate your professional growth.

### CAREER FAIRS

Our students attend career fairs on campus and across the U.S., attracting employers from a wide variety of industries. A number of specialized career fairs are also organized, including in real estate and supply chain.

## COMPANIES THAT HAVE RECENTLY HIRED MBA STUDENTS INCLUDE:

Amazon  
Bank of America  
BD/CareFusion  
Booz Allen Hamilton  
Boston Consulting Group  
Cubic Corporation  
Cymer  
Deloitte  
EDF Renewable Energy  
EY  
General Atomics  
HD Supply  
Hewlett Packard  
IBC  
Illumina  
McKinsey & Company  
Merrill Lynch  
Northrop Grumman  
NuVasive  
Oliver Wyman  
PwC  
Qualcomm  
Salesforce  
Solar Turbines  
Taylor Guitars  
Teradata  
Thermo Fisher Scientific  
U.S. Bank  
United Technology Corporation  
WD-40 Company



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