



CREATE. CHANGE.

UBC MBA
16-Month Full-Time Program

2013 ENTRY
WWW.SAUDER.UBC.CA/FTMBA



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 among the top 25 internationally for business research, with our MBA program ranked among the top 5% worldwide.



AN INNOVATIVE
VISION

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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 focus on the broader context of business.

From intensive introductory courses in the MBA Prep Program to advanced skills training on our specialized career tracks, our immersive and multi-disciplinary approach allows you to leverage the natural links between business functions.

Weaving throughout the entire program are five integrated themes that reflect the core values of the UBC MBA and define our graduates. With an emphasis

- on the skills necessary for future leaders, they shape your personal and career development:
- Creativity
 - Decision Making
 - Global Issues and Macro Economics
 - Leadership
 - Responsible Business

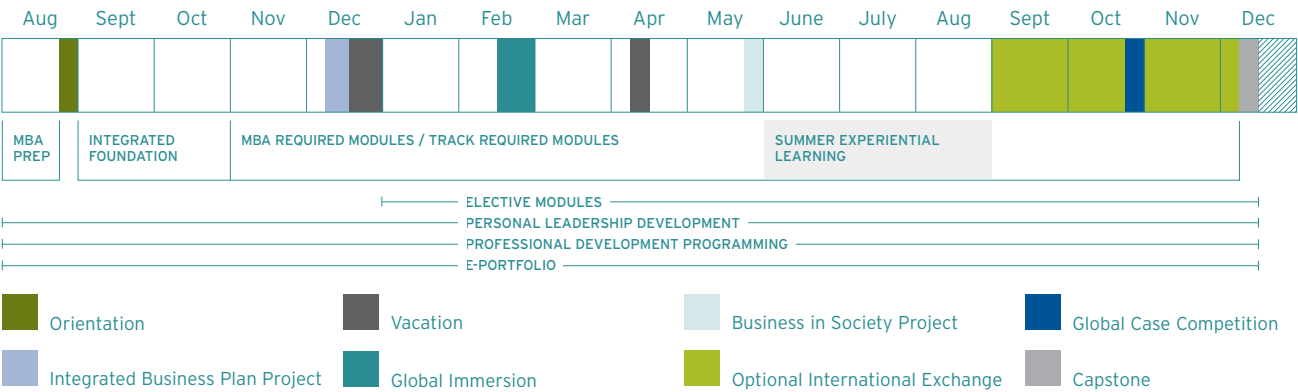
Career Tracks

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. When you choose a track, you'll develop a cluster of skills needed in one of four demanding and complex business sectors.

- Consulting and Strategic Management**
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.
- Finance**
Prepares you for the highly complex and ever-changing field of finance, including investment banking, asset management and corporate finance.

- Product and Service Management**
Integrates marketing, operations management and information management to develop the skillset required to excel in product, service and brand management roles.
- Business Innovation and Entrepreneurship**
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 20 countries who speak over 29 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 lasting network of friends, colleagues, and avid co-learners from day one.

Building on our unique multicultural faculty and student body, the UBC MBA develops your global perspective through a mandatory 2-week international project. You'll travel to work with your MBA counterparts in Singapore, Bangalore, Dubai or Copenhagen, gathering first-hand knowledge about the culture and commerce of another country, and developing the confidence to work in the global marketplace. In addition, the MBA Exchange Program offers invaluable opportunities to study business from an international perspective at 37 business schools around the world.

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	67% / 33%
Canadians/non-citizens ratio	53% / 47%
Number of countries represented	20

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 on 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

Senior Associate Dean, Faculty & Research; Fred H. Siller Professor in Applied Marketing Research; Professor, Marketing Division

Thought Leaders in Teaching and Research

Consistently rated as Canada's top business school for research, the Sauder School of Business 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.

Spotlight on Career-Relevant Skills

At Sauder we make sure our MBA students keep pace with the job market by providing vital opportunities to balance theory with practice. Through courses, industry projects, and Sauder's Business Clinics, you'll interact with real clients and businesses – from startups to non-profits to large multinationals. You'll face diverse business challenges, using your business acumen to pitch marketing plans, critique business strategies, and offer insights and new ideas. The ISIS Research Centre at the Sauder School of Business provides a particularly unique opportunity to solve social, cultural, economic, development and environmental challenges.

All of these experiences culminate in the MBA Capstone 'real case' competition, where teams of MBA students are challenged to find solutions to problems faced by company CEOs in a weekend of research, brainstorming and presentations.

At each step of your MBA journey, you'll be able to share your experiences with other students, faculty and the business community through C-lab, an innovative online community where blog posts, videos, and photo essays are the norm. And you'll document your goals in an e-portfolio so that by graduation you'll have an impressive body of work and unique professional identity ready to impress future employers.



Your Partner in Career Development

The Hari. B Varshney Business Career Centre educates and empowers our MBA students to develop lifelong 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 it 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 helps prepare our top students for consulting careers 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 in 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 British Columbia 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 and Service Management

eBay, London

Ralph Lauren, Hong Kong

SAP, Vancouver

TELUS Communications, Vancouver

Unilever, Toronto

Business Innovation and Entrepreneurship

Blue ION Water Technologies, Vancouver

enXco Solar, New York

Hootsuite Media, Vancouver

Lighthouse Logic, Vancouver

Westport Innovations, Vancouver

*For more detail on current placements and salaries, see sauder.ubc.ca/ftmba.

"The Business Career Centre is an essential part of the UBC 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 range of cultural activities. It's 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, the city 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, creative and integrative UBC MBA.

State-of-the-Art Facilities



Built to inspire a new generation of business leaders, the recently re-developed Sauder School of Business on the UBC campus includes a host of new facilities that enhance the university's elite reputation. Highlights include:

Wayne Deans Investment Analysis Centre: With Bloomberg terminals, Standard & Poor's Capital IQ workstations and Thomson Reuters Datastream workstations, the analysis centre provides students and faculty with dramatically increased access to global capital market data in real time.

d.studio: Created to support the exploration of new ways of approaching business and policy design challenges, this design studio provides the creative environment and technology necessary for collaborative and creative investigations.

Jim Pattison Leadership Centre: Featuring two new major lecture theatres, the centre also includes conference rooms, student offices and lounge spaces for socializing and individual study.



MBA House

In August 2009, we opened the doors to MBA House, an exclusive residence for Sauder graduate students. Located on the UBC campus within walking distance of the Sauder School of Business, MBA House provides rooms for 80 students, and features a library, café, and several vibrant meeting spaces to engage with fellow classmates, faculty and alumni. For details, see mbahouse.ca

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 and video 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 United States in which English is not the official language of instruction.

For complete details on our admissions requirements and current tuition fees, go to sauder.ubc.ca/ftmba

Application Process

Apply online at sauder.ubc.ca/ftmba 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

October 29, 2012
January 7, 2013
February 22, 2013
April 15, 2013

Learn More. Today.

To get a better understanding of our MBA program, go to sauder.ubc.ca/ftmba where you can read our student blogs, follow us on Twitter, connect with us on Facebook and find out about upcoming information sessions.

MBA Programs Office

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