



SMU

COX SCHOOL OF BUSINESS

Executive MBA Program

Dear Executive MBA Candidate,

The SMU Cox Executive MBA Program began in 1976 and was recently ranked #3 in the world by *Bloomberg Businessweek*. The format of alternating Fridays and Saturdays allows for weekday travel and classes are recorded for downloading if students miss or want to review class material. Tablets and electronic books allow for students to have full access at their fingertips, whether in class, at home or traveling.

The average experience level of the student is 15 years (range is 8-30 years), which allows for both breadth and depth of classroom discussion. The curriculum has a general management focus and all students take the same courses including a global studies trip. We plan to visit two countries in South America for the 2015 global experience.

The best way to determine if an MBA is the right decision for you at this juncture of your career is to email your resume to Delania Teems, Program Coordinator. She will schedule a short phone interview to help determine the next steps, if any. If you decide to move forward, a visit to a class is the best way to observe the quality of students, faculty, classroom setting and program culture. Visit www.coxemba.com for additional details. My direct line is 214-768-4644.

Thank you for your interest in the SMU Cox Executive MBA Program,

Tom Perkowski
Assistant Dean of the Executive MBA Program

Executive MBA

Southern Methodist University

PO Box 750507 Dallas TX 75275-0507

214-768-3154 214-768-4908 Fax 214-768-1288

tperkows@cox.smu.edu blairw@cox.smu.edu dteems@cox.smu.edu www.coxemba.com



Did you know...?

- Cox Executive MBA started in 1976
- 21 month program beginning in August only
- Average class size: 80 (2 sections of 40)
- Average age: 36 years
- Average work experience: 14 years
- Classes are held on alternating weekends; 8am - 5pm Friday & Saturday
- Classes are located in the Collins Executive Education Center, on the Dallas campus
- Program includes one global studies trip & in years past have included: Vietnam, China, Mexico, Chile & Cuba
- Most classes are recorded for future viewing & download
- Over 50% of students are self-funded
- Over 30% of students are foreign born
- Recent Rankings of the Executive MBA Program:
 - #3 in the world (2013), Bloomberg Businessweek
 - #15 in the nation (2013), US News & World Report
 - #18 in the world (2013), The Economist

Distinguished EMBA Faculty

- Bill Dillon:** Senior Associate Dean for Academic Affairs & Herman W. Lay Professor of Marketing & Statistics
- Don VandeWalle:** Fisher Research Fellow, Altshuler Distinguished Teaching Professor, & Management & Organizations Chair
- Gordon Walker:** David B. Miller Professor of Business, & Strategy & Entrepreneurship Chair
- Tassu Shervani:** Associate Professor of Marketing & Fischer Faculty Fellow
- Dwight Lee:** William J. O'Neil Endowed Chair Global Markets & Freedom
- Robin Pinkley:** Former Director of the American Airlines Center for Labor Relations & Conflict Resolution

Adjunct Thought Leaders

- Harvey Rosenblum:** Executive VP & Director of Research, The Federal Reserve Bank of Dallas
- Tom Daniel:** Senior VP & Director, Personnel Decisions International's West Region
- Jeff Allen:** Principal & Senior VP, JP Energy Partners & Clinical Professor
- Rogge Dunn:** Partner, Clouse Dunn LLP

Sample of Current Companies & Positions

Class of 2014

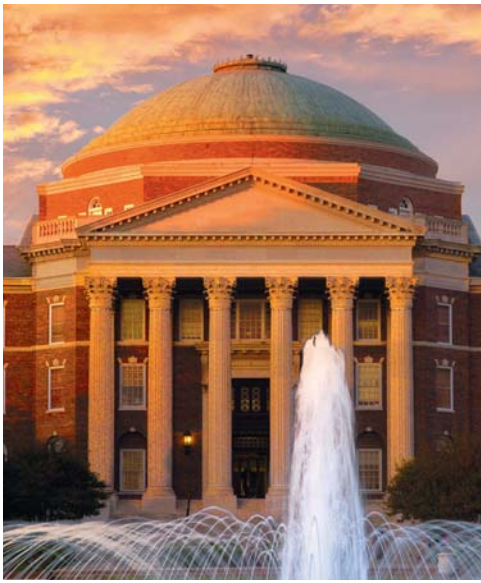
Chemring N. America	Dir, Business Dev/Programs
Alcatel Lucent	America's Regional Controller
Hunt Oil	Sr Reservoir Engineer
Sonic Drive-In	VP, Operation Services
Chickasaw Nation	VP, Gaming Operations
UT Southwestern Medical	Associate VP, CIO
Kimberly-Clark	Brand Protection Manager
Ericsson	Director, Technical Solutions
Cooper Industries	Regional VP, Gulf Coast
Med-Trans Corp	COO

Class of 2015

Gap	Director, Inventory Mgmt
Nokia Siemens	Sr Mngr, Info Technology
Match.com	VP, Global HR
The Container Store	Director, Store Logistics
Citrus Energy Corp	Sr Geologist
BlueCross BlueShield TX	Manager, Data Ops & Analysis
7-Eleven	Vice President
Sheplers	VP, Merchandising & Planning
IBM	Commerce Portfolio Executive
McLane Company	Manager, Chain Promotions

Who are recent EMBA alumni?

- Ignite Restaurant Group (Joe's Crab Shack): Pres/CEO
- J.C. Penney: Executive VP, Product Development, Design, Sourcing & VP, Digital Marketing
- Thomson Reuters: SVP/GM, Corporate Income & SVP/CTO
- Baylor Healthcare System: VP, Patient Centered Care & VP, Revenue Cycle Management
- FedEx Services: VP, Digital Access Marketing
- Ace Cash Express: CEO & CFO
- Make a Wish Foundation: CEO
- ING Employee Benefits: Regional VP
- JPMorgan Chase: VP, Business Intelligence
- VHA Texas: President/CEO
- Strasburger & Price: Partner
- Career Builder: President, Staffing & Recruiting
- Aetna International: Director, Sales
- Dr Pepper Snapple Group: VP Finance, Supply Chain
- 7-Eleven: VP, Gasoline Operations



Application Deadlines

Candidates are accepted on a rolling, limited space-available basis until May 31, 2014. If you have concerns about academics taken, applying by March 30, 2014 is highly recommended to allow for adequate program preparation.

Application Instructions for Fall 2014 Candidates

Pre-Application Evaluation

1. Email your resume to Delania Teems, dteems@cox.smu.edu
2. Schedule a preliminary phone interview
3. Visit a class and/or attend an information session
4. Explore your personal, family, and employers financial commitment and support

Online Application

www.coxemba.com/apply

Application Checklist

The items listed below constitute a complete application:

- Submitted online application form, including three essays
- Two letters of recommendation: one from a senior manager or immediate supervisor of the sponsoring company; one from an associate or colleague who has an MBA
- All official undergraduate/graduate transcripts

Once all your application materials have been received, the Executive MBA office will contact you if an in-person interview is appropriate. Following your in-person interview the Admissions Committee will provide you with a decision within two weeks.



Contact Us

Mailing Address:

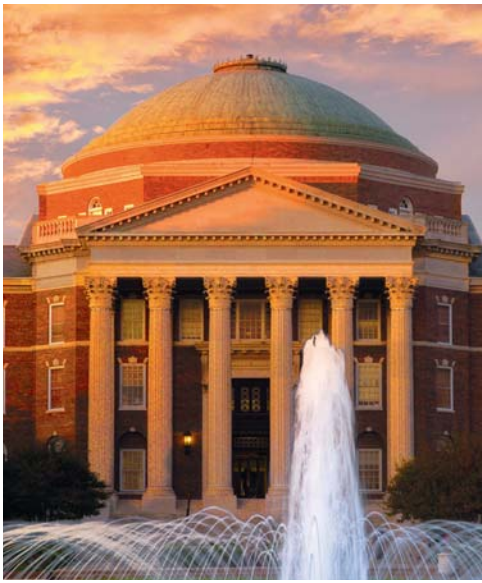
Executive MBA Office
SMU Cox School of Business
PO Box 750507
Dallas, Texas 75275-0507

Courier Address:

Cox Executive MBA Office
Collins Executive Education Center
3150 Binkley Avenue, Suite 208
Dallas, Texas 75205

Telephone/Electronic

Phone: (214) 768-3154
Fax: (214) 768-1288
E-mail: dteems@cox.smu.edu
www.coxemba.com



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Cox EMBA Class of 2015 Profile

Number of Students	73
Average Age	36
Average Years Work Experience	14
Females	24%
Ethnic Minorities	37%
Commuters outside DFW	11%
Advanced Degrees	16%



Contact Us

Mailing Address:

Cox Executive MBA Office
 SMU Cox School of Business
 PO Box 750507
 Dallas, Texas 75275-0507

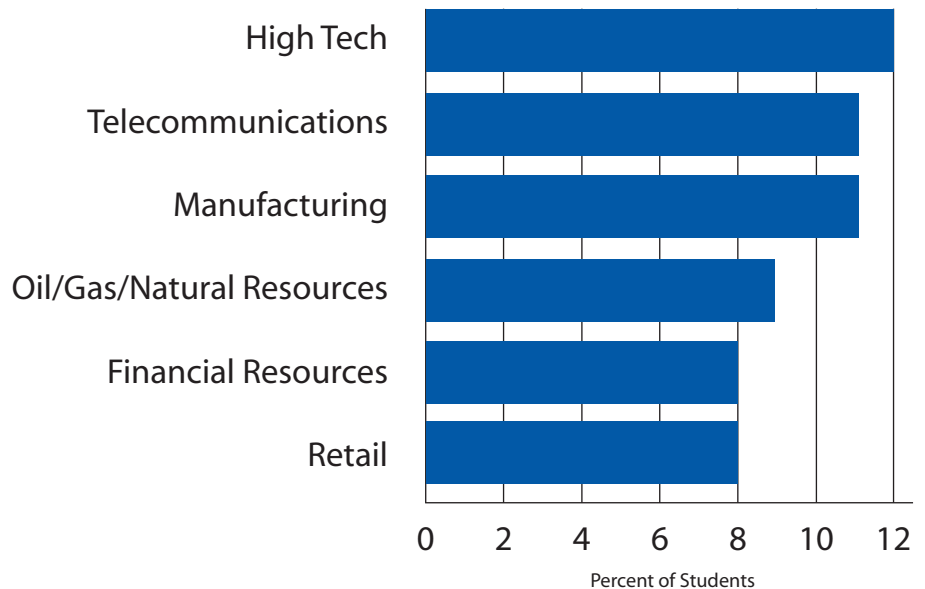
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Top Industries Represented





EMBA Class of 2011

Beginning Position Titles – 2009

Ending Position Titles - 2011

Senior Manager of America's Services	Vice President of Marketing Strategy
Chief Systems Architect	Vice President of Infrastructure
Vice President of Business Development	Senior Vice President, General Manager
Director of Operations	Chief Technology Officer
Director of Business Development	Senior Director of Accounts
Senior Quality Engineer	Corporate Human Resources, Workforce Planning
Senior Program Manager	Vice President
Professional Healthcare Representative	Practice Manager
Assistant Vice President	Senior Vice President & Global Business Unit Head
Solutions Architect	Business Development Manager
Director of Business Development	Vice President of Business Development
Vice President of Technology	Senior Vice President of Product Platform Strategy

EMBA Class of 2012

Beginning Position Titles – 2010

Ending Position Titles - 2012

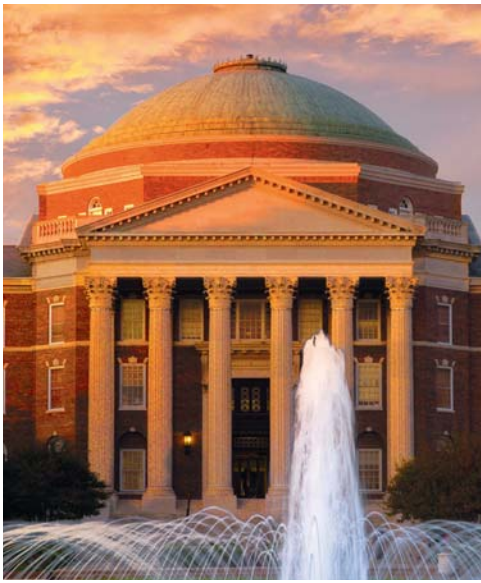
Director of Operations	General Manager
Strategic Business Development Manager	Global Account Manager
Vice President, Financial Planner	President, Financial Planner
Architectural Sales Manager	Director of Marketing
Channel Development Manager	Vice President of Business Intelligence
Director of Enterprise Infrastructure	Chief Technology Officer
Senior Account Manager	Director of Sales
Senior Manager of Corporate Public Relations	Director of PR & Communications
Sales Manager	Partner, Director of Brand Development
Senior Interactive Producer	Director of Customer Loyalty
Director of Sales	Vice President
Optimization Executive	Executive Director

EMBA Class of 2013

Beginning Position Titles – 2011

Ending Position Titles - 2013

Senior Account Executive	Director of Sales
Practice Administrator	Director of Impatient Services
Controller	Chief Financial Officer
Director of Strategic Accounts	Director of Americas
Senior Optimization Engineer	Area Operations Manager
Senior Account Manager	Director of Retail Sales
Director	Senior Vice President
Senior Project Manager	Manager of Business Technology
Controller	Vice President of Finance
Director of Sales	Vice President of Sales
Vice President of Product, Partnerships & Strategy	Chief Product & Partnership Executive
Senior Account Manager	Director of Marketing & Strategic Partnerships



For additional questions regarding financial aid, please contact:

Barbara Waters
Cox Graduate Financial Aid Counselor
(214) 768-3417
bwaters@smu.edu

Financial Aid Questions

- **What applications do I need to complete to apply for federal loans?**
All students must complete the Free Application for Federal Student Aid, at www.fafsa.ed.gov, each year to determine their eligibility for federal loans. To apply for your PIN number go to www.pin.ed.gov; it will serve as your e-signature on the FAFSA as well as on most student loan applications. The SMU Institution Code is 003613. Students must be a citizen, permanent resident, or eligible non-citizen.

- **What are the best types of federal loans?**

Federal Unsubsidized Stafford Loan:

The maximum annual amount is \$20,500; which would be minus the awarded Subsidized Stafford Loan. Current fixed interest rate is at 5.41%. The student is responsible for accrued interest which begins accumulating at time of disbursement and there is a required minimum half-time enrollment.

Federal Graduate Plus Loan:

Borrow up to cost of education less other financial aid received. Fixed interest rate of 6.41% and a credit check required.

- **What about loans for international students and students who won't complete the FAFSA?**
The private alternative loans are based upon an extensive credit check with a variable interest rate based on a sliding scale. Currently, international students must have a U.S. citizen as co-signer.
- **How do I process the Federal and alternative loans?**
The student will be directed to <https://access.smu.edu> to view, accept, decline or reduce the amount of the award. Later another notice will be e-mailed directing you to finalize your application and sign your promissory note for your Loans.



Contact Us

Mailing Address:

Division of Enrollment Services
Southern Methodist University
PO Box 750181
Dallas, Texas 75275-0181

Courier Address:

Financial Aid Office
Barbara Waters
Laura Lee Blanton Building
6185 Airline Road
Dallas, Texas 75205

Telephone/Electronic

Phone: (214) 768-3417
Fax: (214) 768-3878
E-mail: enrol_serv@smu.edu
www.smu.edu/financial_aid



Format: Fridays & Saturdays on alternating weekends

Location: Collins Executive Education Center, Dallas Campus

Key Dates: Highlighted dates denote class sessions

- 1. Orientation: August 7-9, 2014
- 2. Global Trip: October 8-16, 2015
- 3. Graduation: May 14, 2016

August 2014

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September 2014

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February 2015

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January 2016

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February 2016

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March 2016

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April 2016

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May 2016

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