

amplify

amplify your ambition

You're establishing yourself, but you want more. More challenges. More opportunities. More rewards. Here's where you'll find it.

You're building your professional skills, career and life while balancing all of your many responsibilities. You have personal aspirations and career goals, but time is at a premium. At this point, every commitment you make demands a substantial return on investment. You're ready to amplify your leadership skills, your position in the workplace and your place in the world. There's a prestigious program designed to help you achieve these goals, from one of the highest-rated business schools in the Midwest—and the nation.

The Olin Business School Professional MBA (PMBA) Program at Washington University in St. Louis is designed to enhance your professional development and advance your career. Whether you're ready to differentiate your skill set, move forward through a career holding pattern or increase your overall marketability and value, the PMBA Program offers you an academically rigorous curriculum, leading-edge instruction and a unique cohort program featuring a network of highly accomplished peers from a

broad range of industries. Best of all, the return on investment is immediate, allowing you to apply what you learn in the classroom today to enhance your skills in the workplace tomorrow.

Distinguish yourself with a distinguished program.

Unique class cohort system. Commit to our Professional MBA Program and you'll never feel like you have to complete it on your own. In fact, how we bring together world-class professors and the most talented St. Louis-area professionals as your classmates is what sets our program apart. Our class cohort, team system means you will attend a set of required courses in an established sequence with the same individuals for the first four semesters of your education. And because of our rigorous and nationally competitive program, we attract competent and ambitious professionals, just like you, who share your Professional MBA goal.

Your approximately 70 classmates serve as an invaluable source of collaboration, business connections, friendship and support—both now and in the future.

World-class program. World-class professors. Be prepared for a rigorous curriculum and a formidable challenge. Our top-ranked evening Professional MBA Program has the same academic standards as our full-time MBA Program. Plus, all courses are taught by our renowned professors. With great tests come great rewards, and when our PMBA students earn their degrees, they distinguish themselves with one of the top PMBAs in the nation. You will have further opportunities within the program to set yourself apart by earning Beta Gamma Sigma or Knight Scholar status and grade-scale gradations.

Well connected to the business world. Understand that learning at Olin is not an isolated activity. We maintain relationships with influential corporate partners. Business leaders from around the world come to our school to teach, guest lecture or interact



Joe
Calmese

Joe Calmese

PMBA Class 33

Employment Project Manager,
Mark Andy

Education BS, Physics,
Illinois College



“Why Olin? It’s one of the top Professional MBA programs in the nation. If you’re looking to learn the most and study with the best and brightest future leaders of this community, there’s literally no other place you can go.”



Learn more about Joe



with students through special programs, activities and networking opportunities. Examples include: Walter Robb, Co-CEO, Whole Foods Market; Jim Weddle, Managing Partner, Edward Jones; Maxine Clark, Chief Executive Bear, Build-A-Bear Workshop; and David Steward, Chairman and Founder, World Wide Technology.

A lifetime of benefits. Once you earn your Olin Professional MBA, you are part of an exclusive group of professionals for life. More than 18,000 Olin alumni live and work in locations around the world, and over 6,000 alumni are in the St. Louis area. Many visit student clubs, lecture on topics of interest, speak on panels and act as informal mentors. Alumni receptions are held in cities across the globe and serve as beneficial networking opportunities. Plus, among nationally competitive MBA programs, Olin is one of the smallest in terms of class sizes, leading to deeper, more intimate opportunities to develop strong, invaluable bonds with your cohorts.

A work/life balance. Olin professors and the Student Affairs staff have an appreciation for what it takes to balance earning your Professional MBA with “real life.” They understand your many responsibilities and are dedicated to making every possible accommodation

to work with your employment and personal schedule to help you succeed. For instance, if you miss a core class, you can request to have the class digitally recorded for your review.

As an Olin Professional MBA student, you will:

- Study with world-class, accessible faculty and classmates unmatched in experience and motivation
- Master management principles and gain insight into the theories that will shape tomorrow’s business practice
- Apply this knowledge immediately to your work environment



amplify your skills

You want more than a career—you want a successful profession. We'll help you develop your problem-solving and leadership skills to exceptional levels

In today's competitive world of business, you need to enhance your skills every day to continue to distinguish yourself.

Olin Business School's Professional MBA Program is designed to help you achieve the critical-thinking skills necessary to navigate complex, unstructured and cross-functional business challenges. Powered by our distinguished professors and our diverse set of talented cohorts, the Olin Professional MBA Program develops and enhances your skills in a group setting featuring a unique blend of experiences and information.

You will quickly understand that this is an education beyond theories and book work. Supported by research-driven instruction and resources, you will become well-equipped to practically apply the things you learn in the classroom to current and future work challenges. It's an opportunity to accelerate your career as you distinguish yourself in your field of expertise. This isn't just any Professional MBA program. This is a world-renowned Professional MBA from Olin Business School at Washington University.

An educational institution and Professional MBA experience beyond compare.

Internationally recognized for excellence, Washington University in St. Louis was founded in 1853. The University established the business school in 1917. Through the years, our institution has developed a reputation for outstanding management education. Here's your opportunity to be a part of an experience that will shape your career and life as you move forward toward achieving your goals. You'll be joined by high-achievers from vastly diverse backgrounds: engineering, consulting, finance, health care, journalism and the military, to name a few.

As a member of the Olin Professional MBA Program, you will have access to the same resources as Olin MBA students. For example, you will have many opportunities to engage with alumni and business leaders at the:

- Olin Century Club Business Series
- International Business Outlook Conference

- Leaders in Business Conference
- *Defining Moments: Lessons in Leadership and Character from the Top course*—team-taught by Olin professors and influential corporate executives

You may also choose to become involved with one of Olin's many student clubs that encourage student input and promote leadership skill development. Popular clubs include:

- Entrepreneurship and Venture Capital Association
- General Management Association
- Graduate Business Student Association
- National Association of Women MBAs
- Net Impact focuses on sustainable business and corporate social responsibility
- Olin Cares—the business school's graduate volunteer organization
- Olin Marketing Association
- Olin Finance Club

Beyond these clubs and organizations are numerous opportunities for collaborative, team-based learning.



Adam
Thureau

Adam Thureau

PMBA Class 30

Employment Technical Executive, National Geospatial-Intelligence Agency

Education BS, Mechanical Engineering, University of Missouri-Columbia

MS, Engineering, Missouri University of Science and Technology



“A Professional MBA from Olin means much more than a typical MBA from School X or School Y. It sets you apart as a distinguished professional and puts your name at the top of the list.”



Learn more about Adam



In 2010, nearly one-third of PMBA students reported a promotion or positive recognition during their time in the program.

An entering class is divided into study teams of four to five individuals. *Learn more about this on page 9.*

We encourage you to get involved in all facets of the degree. Our student-run Professional MBA Advisory Board brings your feedback to our faculty and administration. Your input helps us initiate beneficial changes within Olin, and you broaden your spectrum of learning opportunities and corporate connections.

Washington University at a glance

- Founded in **1853**
- Founded the business school in **1917**
- Established an MBA degree in **1950**
- More than **3,000** faculty members and **23** Nobel laureates
- **12,000** students—from all **50** states and more than **120** nations
- More than **122,000** alumni, with alumni clubs in **53** cities around the world and more than **18,000** alumni from Olin
- Selected to host more presidential or vice presidential debates than any other institution—in **'92, '96, '00, '04, '08**
- Established a partnership with **The Brookings Institution**—an independent, nonpartisan think tank based in Washington, D.C.—in 2009
- More than **20** campus buildings on the National Register of Historic Places
- **16** LEED-certified buildings on campus

Olin PMBA by the numbers

6

Students' average years of professional work experience

32

Size of typical elective class

59

Size of typical core class

40

Companies represented in average class

6

Hours of electives you can take outside Olin in other University schools

54

Number of credits needed to graduate

amplify your lifestyle

You will be challenged with the rigor of the program. But we'll make it possible to manage and balance your personal and Professional MBA responsibilities at the speed of life.

If you are like most Olin Professional MBA students, you lead a busy life and are questioning how you will manage to participate in the program while balancing work, family and personal responsibilities. There is no denying that the path you will be embarking upon is one of the most challenging you will ever experience. Equally, it is important to consider that you will have the support of talented classmates through the cohort program and world-class professors and staff who understand your commitments—plus who offer you curriculum flexibility, and access to the same resources as our full-time MBA students—all at an internationally renowned university.

Our Professional MBA students consistently comment on how the faculty, staff and fellow students go the extra mile to help make program participation possible. Stories of professors making themselves available during off-hours, study teams meeting during a weekend and class makeup options are common. And with smaller class sizes than most other nationally recognized MBA programs, there are many opportunities for interaction with your classmates, full-time MBA

students and professors. When you are making this type of commitment at this point in your career and life, you don't deserve just any Professional MBA. You will be rewarded with an Olin MBA—a revered degree that will help to open doors in your career, and in your life.

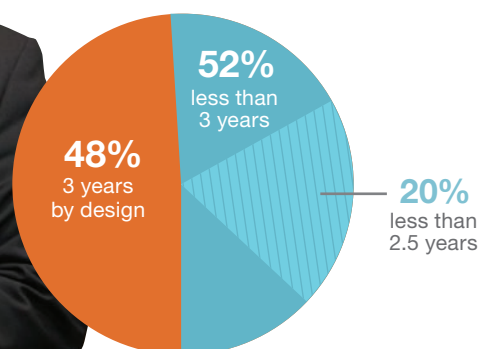
A program built on rigor and relevance.

"Olin's PMBA Program is not 'MBA light,' and our students definitely aren't interested in following the path of least resistance," says Joe Fox, associate dean and director of MBA Programs. "When students complete our program, they really know they've earned their MBA."



Focused format and acceleration opportunities. Our Professional MBA degree requires 54 credit hours, and a majority of our students finish the program in around 2½ years. Core (required) classes meet on Tuesday and Thursday evenings for the first four semesters. Students who take two classes at a time during the entire Professional MBA Program will finish in exactly three years. However, about half of our students opt to accelerate their studies by taking more than two classes per week, weekend classes or weeklong classes, enabling them to complete the program in less than three years. Twenty percent finish even faster than that. You can begin taking electives as soon as your second semester, while you're still taking required course work.

PROGRAM COMPLETION:



Delia
Domingo Davis

Delia Domingo Davis

PMBA Class 32

Employment Retail Product Team Lead-Membership Banking Officer, Fifth Third Bank

Education BA, Political Science, University of Florida



“I have an incredibly busy family life and work life. However, I was missing academic fulfillment, so coming to class and expanding my network and opportunities through Olin has made me an even better wife, mother and employee because I am more fulfilled.”



Learn more about Delia



Typical week of a PMBA student:

Attend class two nights per week (typically Monday through Thursday), 6:15 p.m. to 9:15 p.m.

Study six to eight hours per week outside of class

Meet with cohort team outside of class on weekend for two hours

After completion of the Professional MBA, you will earn a **Master of Business Administration from Washington University in St. Louis**, regardless of whether you attend part-time or full-time. The same rings true for the Executive MBA program.

Approximately 50% of course work is electives



Superior curriculum. Our curriculum delivers a solid grounding in management fundamentals, with courses in strategy, accounting, economics, statistics, organizational behavior, finance, marketing and operations. In addition, you acquire the critical-thinking, strategic-planning, analytical and leadership skills you need to excel as a manager.

Wide range of electives. Customize the program with a wide range of electives that support your specific career objectives and interests. Professor recommendations and student surveys determine the 100-plus elective courses we offer. Examples of current electives are: *International Finance*, *Understanding & Influencing Consumer Behavior* and *Entrepreneurship*. You can take up to six hours of approved graduate-level electives at other Washington University schools, such as our School of Law or School of Engineering & Applied Science. If you have interest in a graduate course not included on the approved list, you can bring it to the attention of our Professional MBA student affairs director.

There are a number of graduation honors which Professional MBA students are eligible:

- **Beta Gamma Sigma**-Awarded to top 20% of the graduating class.
- **Charles F. Knight Scholar**-Awarded to students who have earned the highest academic achievement in their program.
- **Peer Recognition Award**
- **Reinwald Professional Achievement Award**-Awarded to the student who exemplifies the qualities of integrity, loyalty, intelligence and high moral character as judged by the faculty.
- **Hiram and Mary Neuwoehner Prize**-Awarded to the student who has made the most substantive contributions to the evening program.



How our program works.

An introductory strategy course provides a prologue to the Professional MBA Program, outlining the high-priority business challenges managers face in the marketplace. During your first four semesters at Olin, we introduce you to several key business disciplines, including finance, marketing and organizational behavior. Starting as early as semester two, you select from a wide range of electives to build a program targeted to your academic and professional goals. In addition to the four semesters of required core course work, you take 27 elective credit hours to complete your degree. You are also required to take the final capstone class, *MGMT 5320 Strategic Management*.

The Professional MBA Program utilizes a four-level grading system as follows: high pass (HP), pass (P), low pass (LP) and no pass (NP). Each class grade is a combination of individual and team effort on tests, presentations and special projects, the exact breakdown of which is at the discretion of the course professor. Some test grades are numeric.



Olin has seven curriculum concentrations for Professional MBA students.

- General Management
- Commercial Entrepreneurship
- Accounting
- Marketing
- Corporate Finance and Investments
- Supply Chain Management and Consulting
- Health Care

Think of them as alignment tools that help direct your course work—as well as your professional development, networking opportunities and extracurricular activities. Selecting a concentration is not required and it is not a designation like a major. If you fall short a few classes in the concentration, that’s okay. Further, students can craft their own focus, for instance, in health care management.

Critical Thinking & Impactful Communications is the first class you will experience at Olin. The initial elements of the course are presented during orientation, and the rest of the content is then interspersed throughout the first and second terms in the program. Olin’s MBA program is known for critical thinking and collaborative learning. *Critical Thinking@Olin* is an initiative that is woven into almost everything that Olin does. The central goal of *Critical Thinking@Olin* is to help leaders solve the ‘right’ problem the first time. It is human nature to try to respond to an issue quickly by jumping to a solution. Jumping to a solution stimulates a variety of biases. These biases cause leaders to spend time and money solving the wrong problems. At Olin, students learn several processes to help them overcome their biases to comprehensively formulate problems. Even within the first week of Olin’s MBA program you will be able to observe and appreciate a dramatic change in your thinking skills. You also will learn through the program a tremendous variety of theories, models and frameworks that help you solve problems once they have been comprehensively formulated.

In 2011 Olin Business School won the MBA Roundtable Innovator Award for its Critical Thinking@Olin initiative.

Olin Business School PMBA Program Required Core Courses:

Olin’s academic year is broken up into mini-semesters. Each mini-semester is seven weeks long. Two mini-semesters equal one semester. A 1.5-credit-hour course lasts one mini-semester, and a 3-credit-hour course lasts one full semester.

Semester 1 Year 1

Mini-semester A
MGT 5301 Introduction to Management & Strategy — 1.5 credits

OB 5601 Organizational Behavior — 1.5 credits

Critical Thinking & Impactful Communications — 1 credit

Mini-semester B
OMM 5705 Quantitative Decision Making — 1.5 credits

MEC 5401 Managerial Statistics — 1.5 credits

Critical Thinking & Impactful Communications — 0.5 credits

Semester 2 Year 1

Mini-semester A
ACCT 5001 Introduction to Financial Accounting — 1.5 credits

ACCT 5002 Strategic Cost Analysis — 1.5 credits

Critical Thinking & Impactful Communications — 1 credit

Mini-semester B
MEC 5406 Managerial Economics — 3 credits

Critical Thinking & Impactful Communications — 0.5 credits

Semester 3 Year 1

Mini-semester A
FIN 5203 Financial Management — 3 credits

Mini-semester B
MKT 5503 Marketing Management — 3 credits

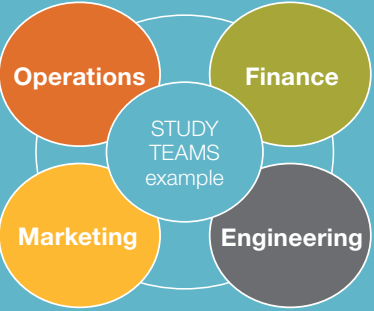
Semester 1 Year 2

Mini-semester A
OB 5602 Organizational Design — 1.5 credits

Mini-semester B
OMM 5704 Operations Management — 3 credits

Semester prior to graduation

Mini-semester A
MGMT 5320 Strategic Management — 1.5 credits



Elective Courses

A sample of the 100-plus elective courses offered at Olin:

- International Finance
- Understanding & Influencing Consumer Behavior
- Entrepreneurship
- Derivative Securities
- Venture Capital & Private Equity
- Real Estate Finance
- Health Care Management
- Measuring & Managing Brand Equity
- Pricing Strategies
- Operations Management in the Services Industry
- Negotiations

Study Teams

Student Affairs crafts these small groups so they are composed of four to five diverse individuals who can balance each other’s skill sets. For example, a small group might consist of one operations person, one finance person, one marketing person and one engineer.

amplify the real world

You're ready to take learning beyond the classroom. We offer applied-learning opportunities that allow you to increase “real-world” experience while earning credits.

The Olin Professional MBA Program curriculum is much more than a “lecture and listen” proposition. You’ll grow your skills with opportunities and activities that take you outside the classroom and provide you with integrative, hands-on experiences. These real-world examples help you better understand and practically apply the business theory, frameworks, tools and techniques you will learn in class.

As a Professional MBA student, you are eligible for any of our applied-learning courses and experiences. Olin was one of the first business schools in the nation to establish a formal center for applied learning. Your ability to utilize programs such as this to expand your career opportunities is yet another important reason why an Olin Professional MBA is unlike any other. It’s the perfect way to amplify your educational and career experience to achieve your present and future goals.

APPLIED LEARNING: CENTER FOR EXPERIENTIAL LEARNING

For almost 20 years, Olin’s Center for Experiential Learning (CEL) programs have reinforced the MBA curriculum and other school initiatives. Equally important, the programs provide cost-effective or pro bono management expertise to St. Louis-area businesses and nonprofit agencies. Grow endowment or investment funds. Research products and services. Analyze marketing strategies. Evaluate lean manufacturing processes. Take a seat in the boardroom. And earn academic credit for these experiences.

Investment Praxis

So you think you want to learn about managing investments? There’s no better way than to take responsibility for actual monies. The Praxis Fund manages more than \$1.5 million of Washington University’s endowment. Guided by seasoned professionals, you purchase or sell assets and handle issues that range from compliance to account administration to ethical standards to

confidentiality requirements. Olin students also manage the \$1 million Stern Global Investment Fund, short-term securities and bank deposits denominated in euros, pounds sterling, U.S. dollars and yen.

The Practicum

You and a team of students work on a consulting project for a sponsoring company, which has defined its goals and objectives. An Olin faculty member provides counsel and feedback. At the end of the program, your team presents its analyses, strategies and recommendations to company representatives. Recent projects include:

- Operational assessments for Boeing, Emerson and BJC HealthCare
- Market research for Ameren, the St. Louis Rams and Sunflower Food & Spice Co.
- Financial assessments for St. Louis Community Credit Union and Terminal Railroad Association of St. Louis
- Strategic planning for Wells Fargo Advisors’ United Way campaign



David
Walker

David Lee Walker Jr.

PMBA Class 30

Employment Retail Marketing Specialist,
Brown Shoe Co.

Education BS, Neurobiology,
Emory University



“The professors here have very high expectations for us, but they understand that we have everyday lives. While they are demanding, they are also accommodating and make it easier to balance work, school and life.”



Learn more about David



Taylor Community Consulting Program

You and a team of students—advised by a mentor from the St. Louis consulting community—provide pro bono management expertise to a nonprofit organization. At the end of the project, your team presents its results to representatives from the sponsoring organization and to Olin. Recent projects include:

- St. Louis NAACP
- Saint Louis Zoo
- Parents as Teachers
- Animal Protective Association of Missouri

ENTREPRENEURSHIP

The Hatchery

The Hatchery, an innovative partnership among students, entrepreneurs and investors, enables you to develop a business idea of your own or an idea brought to Washington University by individuals interested in a business startup. Working in teams, you analyze the idea's potential and write a business plan. Teams may apply for initial funding to turn their plans into actual companies through the Hatchery Seed Capital Fund.

Skandalaris Center for Entrepreneurial Studies

Established with a \$3 million grant from the Kauffman Foundation, Washington University's Skandalaris Center for Entrepreneurial Studies connects you to the St. Louis startup community. Housed within Simon Hall, the center offers a variety of programs and events that foster innovation and entrepreneurship.

Coffee With the Experts

Spend 10 minutes in private conversation (and enjoy a free cup of coffee) with business professionals with varied expertise, including experienced entrepreneurs, investors and service providers, who can provide feedback on your startup or commercial venture.

IdeaBounce

Think of IdeaBounce as your portal for entrepreneurship. You post your proposal on the IdeaBounce website, making it accessible to a network of inventors and investors. In addition to making virtual connections, prospective entrepreneurs meet and advance their ideas at IdeaBounce events.



YouthBridge Social Enterprise and Innovation Competition

This business plan competition is for individuals interested in social entrepreneurship and nonprofit ventures. Your goal is to empower and inform underserved segments of society. The competition provides mentoring opportunities and workshops, with more than \$150,000 awarded to the competition winners.

Olin Cup Competition

The Olin Cup Competition is open to the entire Washington University community. Each year, the competition awards more than \$50,000 in seed money and in-kind services. You receive support from mentors, guest speakers and other outside experts and participate in workshops. And, at every stage of the six-month process, you receive valuable feedback from venture capitalists and established entrepreneurs.



“I enjoy teaching in the Professional MBA Program because students share some truly insightful business experiences on organizational design and it brings some great enthusiasm to the class.”

Nicholas Argyres, PhD
Senior Associate Dean
for Faculty and Vernon
W. & Marion K. Piper
Professor of Strategy
Washington University
Olin Business School



Olin Sustainability Case Competition

Open to all Washington University students, the annual competition is designed to promote or improve sustainability at the University. Sponsors award \$7,000 to winning teams, which are judged by alumni and executives (potential mentors or investors). Past competitions have featured proposed solutions to reduce the number of cars on campus, use green practices at science labs and practice landscaping more sustainably.



World-class faculty

Last year Elfenbein testified before the U.S. House of Representatives as an expert witness on federal funding of the social sciences, in the wake of proposals to reduce the support available to scientists.

While the Olin PMBA Program features an impeccable curriculum and unmatched learning resources, it is our Olin Business School professors that truly set our program apart. As caring as they are knowledgeable, our professors understand the demands you are facing as you balance your personal, family and career responsibilities while working toward your PMBA goal. This personalized approach can make a positive difference when you are juggling your busy schedule with your academic pursuits.



Diana
Coughlin

Diana Coughlin

PMBA Class 31

Employment New Store Optimization
Famous Footwear/
Brown Shoe Co.

Education BA, Political Science,
Wellesley College



“Since I started at Olin, I’ve been promoted, which I think was directly related to the classes I was taking here. I have learned so many things that I can apply literally the next day when I go to work.”



Learn more about Diana



Hillary Anger Elfenbein, PhD
Professor of Organizational Behavior
Washington University Olin Business School



“PMBA teaching is an honor and a joy. We have high-power students who bring their real-world experience into the classroom. This allows me to leverage the expertise in the room while sharing frameworks grounded in rigorous research: the perfect combination of theory and practice.”

Our business school professors are also some of the best business minds and are known for their innovative solutions to workplace challenges – as well as for their exceptional teaching and research. Business leaders from across the globe come to Olin for models and methods that enhance organizational growth, operational efficiency and competitive advantage.

Olin faculty members:

- Consult for major companies
- Contribute quotes to prominent business publications and major media outlets
- Publish articles in top-tier academic and trade journals
- Represent a global perspective



55
percent

of Olin's faculty come from outside the U.S.

amplify your future

You want to be ready for every challenge that lies ahead. We'll help prepare you to successfully navigate the opportunities that will define your professional future.

Your tomorrow depends on the critical decisions you make today. Now more than ever employers are looking for problem solvers who navigate the challenges of an ever-changing economy and marketplace. Choose to enroll in the Olin PMBA Program and you will enhance the skills necessary to be a successful manager with the ability to lead your organization toward success.

The Olin PMBA Program will further develop your talents for thinking both critically and creatively when it matters most in the workplace. Our professors and staff are ready to help you with your PMBA and career goals and will be there for support, every step of the way. Remember, the choice is yours—and the time is now.

Support every step of the way.

Olin's Professional MBA Student Affairs office helps you focus on learning, rather than logistics, by eliminating unnecessary hassles. The Student Affairs folks roam the halls before each class session—taking notes, answering questions and offering words of encouragement. They also counsel students on their elective-course selections and advice on selecting a concentration. In addition to informal, before-class conversations, you can make an appointment for a formal advising session if you wish.

This level of attention is rare in evening MBA programs. You will also find Olin's student affairs director at new-student orientation, student competitions and social events like the *Olin After Dark Club*—a weekly Thursday-night, post-class happy hour, where students, faculty and staff unwind together after a hectic week of work and classes. These interactions allow the staff to get to know students and their families.

Olin's facilities support evening MBA students' learning—and schedules. The student affairs office is open Monday through Thursday until 6:30 p.m. You can talk to Olin's financial aid staff members until 6:30 p.m. each Thursday. Simon Hall's library and computer lab usually stay open until midnight, and Einstein Bagels sells sandwiches, soups, snacks and beverages in the evening. Simon Hall also provides two spacious student lounges, seminar rooms, faculty offices, small-group study rooms and a host of other amenities. The entire building is wireless-accessible. Professors post lecture notes and course materials on Blackboard, an online course-management system. This technology enables you to read course materials, check assignments and store your work. It also lets you correspond with your instructors and classmates from your office, your home or almost any other remote location.



Mike
Scanlon

Mike Scanlon

PMBA Class 32

Employment Manager, External Financial Reporting, Peabody Energy

Education BS and MS, Accounting, Miami University



“Once I’ve achieved the Professional MBA, I will look at it as a sign of great distinction and achievement; something that can prove to people in my organization that when I set a goal, even a lofty and difficult one, I’ll get there.”



Learn more about Mike



Career Center Services

The Olin Weston Career Center staff can help you plan your career progression, explore new markets, update your résumé or refine your interviewing skills. Like our other administrative services, Olin’s Career Center offers evening hours. The center provides coaching and advising for Professional MBA students who seek strategic guidance in managing their careers. Our advisors have a broad range of industry experience and professional knowledge to understand your goals and add value to your job search.

The Career Center offers the Professional MBA Career Navigator Course, information sessions, career events and a robust set of online guidelines, resources and tools to help you prepare for a lifetime of business career management.

The Professional MBA career advisor works specifically with Professional MBA students.

The following professional-development services are available to PMBA students:

- Access to MBA career counselors
- Job-search libraries and databases
- On-campus recruiting
- Worldwide alumni network
- Networking events
- Career assessment



International Studies

Our *Global Management Studies (GMS)* course gives you firsthand exposure to international economies and cultures. Students organize the course, which combines faculty instruction with field research, and help select the destination country or countries. To prepare for the two-week study trip, you learn about the area’s history, government, customs and business practices. You also develop country-specific consulting projects for

corporate clients, such as marketing plans for product introductions, feasibility studies for import/export and investment methodologies for stocks, bonds, joint ventures or real estate. In the past year, *GMS* students traveled to China, South Africa, Japan, Brazil and Austin, Texas.

The Olin Professional MBA Program has two international partnerships. At **WHU – Otto Beisheim School of Management in Koblenz, Germany**, you can study in a three-week summer program on international business, which typically takes place in May. If you are interested in studying in France, you can attend a two-week program at the **Université Paris-Dauphine in Paris**.



How to Apply

Our admissions team strives to make the application clear and straightforward. We ask for only the information that we feel is necessary for making an intelligent and informed decision regarding your candidacy for the program. Unlike many programs, Olin neither requires nor accepts letters of recommendation, does not ask multiple essay questions and does not charge an application fee. Our goal is to consider every candidate with a serious interest in our program, regardless of the ability to pay a fee. **To assess each candidate, we ask for the following:**

- An online application that requires one statement-of-purpose essay (there is also one optional essay) and a professional résumé
- Official academic transcripts
- Official GMAT or GRE scores
- An admissions interview (upon receipt of a complete application, our Admissions Committee will determine whether an admissions interview invitation will be offered)

Sit in on a Professional MBA class.
We highly encourage this. Just call **314-935-7301** and we'll assign you a student host.

Attend an on-campus information event session.
For more information, go to **www.olin.wustl.edu/pmba/admissions/**.

Tuition and fees.
Tuition and fees are billed prior to the beginning of each semester. However, Washington University's monthly payment plan may be more convenient for you—it spreads tuition payments over a 10-month period.

Apply for a loan or financial aid.
You may apply for a loan to cover education-related expenses, including tuition, textbooks, course materials, and computer hardware and software. If you need supplemental funds, you should apply for financial aid as soon as possible. For more information, go to **www.olin.wustl.edu/pmba/admissions/**.

Financial aid counseling.
For personal financial aid counseling, contact our business financial aid office at **finaid@olin.wustl.edu** or at **314-935-6610**.



KaLeena Weaver

PMBA Class 31

Employment	Manager, Resource and Supply Analytics, Ascension Health
Education	BS Operations Management and Decision Sciences dual degree, Miami University of Ohio, Farmer School of Business

“Olin has given me a different perspective on being a lifelong learner. I see that there is learning on the job and there is learning here in school.

My challenge is how I can take what I’ve learned here and accelerate that into more leadership and general management positions.

Olin’s professors use many non-traditional techniques to drive home key points about relevant topics such as leadership and crisis communication. By applying the concepts from class, I continue to align my professional approach to that of a successful leader.”

Additional Olin Programs for Working Professionals

Certificate Programs for Professionals

These programs provide in-depth knowledge and innovative practices in targeted areas such as *Financial Skills for Nonfinancial Managers*, *Business Acumen for Lawyers*, *Women’s Leadership Forum*, *Supply Chain Management* and *Leadership Essentials for High Performance*. The programs comprise several two-day modules. You can earn your certificate in three to six months.

Executive Education Seminars

Gain knowledge and tools you can apply immediately to your job in Olin’s interactive one- and two-day management seminars.

Specialized Master’s Programs

Olin has developed three rigorous degree programs for students interested in specific fields: Master of Science in Finance, Master of Science in Supply Chain Management and Master of Accounting. Each of these full-time programs can be completed in a single academic year. Each can be completed on a part-time basis too.

Full-Time MBA

Olin redesigned the full-time MBA program curriculum around Career Platforms that deepen students’ functional knowledge and develop their critical- and creative-thinking skills. After the first semester of core courses, students take a cluster of classes in one of five areas: consulting and general management; corporate finance and investments; entrepreneurship, marketing, and operations and supply chain management.

Executive MBA St. Louis • Kansas City • Shanghai

Olin’s Executive MBA Program immerses you in an intense 18- to 20-month weekend learning experience. The program accelerates personal impact and influence and positions business leaders to drive business growth and innovation.

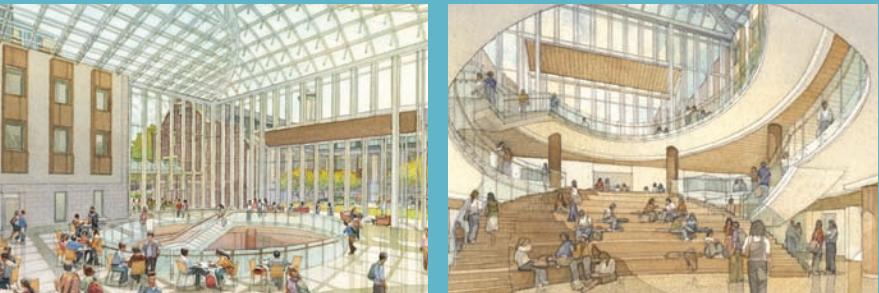
Brookings Executive Education

Part of a wide-ranging partnership between Washington University and The Brookings Institution in Washington, D.C., Brookings Executive Education is the premier provider of executive education for those engaged in and with government. Topics include domestic policies and regulations, national and international issues, and cutting-edge leadership development. Whether you pursue our Master of Science in Leadership, our renowned Certificate of Public Leadership or either of our two new certificate courses of study (Policy Strategy and Talent Development), you will be well-prepared as a manager in a U.S. government agency for the Senior Executive Service.

Building Olin

Beginning in the summer of 2014, Olin’s footprint will nearly double with the addition of the **101,000-square-foot Knight Hall** and **72,000-square-foot Bauer Hall**. Knight Hall will extend to the east from the Knight Center and will provide a grand entryway to the business school from Throop Drive. Bauer Hall will complement and blend with the Collegiate Gothic architectural style of neighboring buildings on the Danforth campus.

Together, these two buildings are another example of how we’re continuing to build Olin a foundation of excellence.



Nondiscrimination Policy

Washington University encourages and gives full consideration to all applicants for admission, financial aid, and employment. The University does not discriminate in access to, or treatment or employment in, its programs and activities on the basis of race, color, age, religion, sex, sexual orientation, gender identity or expression, national origin, veteran status, disability or genetic information. Inquiries about compliance should be addressed to the University's Vice Chancellor for Human Resources, Washington University, Campus Box 1184, One Brookings Drive, St. Louis, MO 63130.

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