



**UCI** Paul Merage  
School of Business

# MBA

Full-Time MBA Program



# Transform Your Future

Going digital is drastically changing how companies operate and grow. Are you prepared to lead the way?

The UCI Paul Merage School of Business offers personalized MBA programs with a customized approach to give you the latest tools and leadership skills necessary to become an agile leader in our digital world.

Set in Southern California's beautiful Orange County, the Merage School offers cutting edge curricula taught in the heart of the Tech Coast, an area rich with information technology, biotech, pharmaceutical, and financial service companies. Here you'll learn how to anticipate disruption and capitalize on new opportunities.

Consistently ranked among the top 5% of business programs in the world, the Merage School enrolls approximately 100 elite students into our MBA program each year, allowing the individualized attention you need to succeed.



 **Dare to Define™ your Future**  
**Apply today.**

Call 949.824.4622

Visit: [mba.merage.uci.edu](http://mba.merage.uci.edu)

## Our Top-Ranked MBA Program By The Numbers:

- Among the top 5% of all business programs in the world
- One of the top 30 business schools in the U.S. (*Financial Times*, 2017)
- First in the world for percentage of female faculty (*Financial Times*, 2017)

The Merage School provides a one-of-a-kind experience, both inside and outside of the classroom. Our pioneering curriculum equips you to become a highly qualified leader and add value to your organization. In addition to building close relationships with a diverse group of classmates and our world-renowned faculty who are at the forefront of digital transformation, students gain unprecedented access to the Tech Coast's top leaders and their companies who are looking for digitally-minded graduates.

## Leadership for a Digitally Driven World™

The world is changing. Will you lead or follow? Find your path to success at the UCI Paul Merage School of Business.



## Our Merage School Career Center

Approximately 91%<sup>(1)</sup> of our students from the last three graduating classes received job offers within three months of graduation.

This wasn't an accident. We are committed to helping you achieve career success and our personalized Career Center is one of our program's greatest strengths. From clarifying your goals and securing your summer internship to negotiating a full-time position, this customized, multi-step approach is designed to help you make the right choices for your career and your future.

(1) 2016 – 91%  
2015 – 89%  
2014 – 92%



## Program Overview

### Your Merage School MBA Experience

The Merage School creates a learning environment that supports teamwork, innovation, valuable feedback, relationship-building, and idea generation. Fostering this unique culture in the most dynamic economy in the United States, the Merage School's Full-Time MBA is a unique two-year experience unlike any other.

### One-on-One Personalized Attention

To help our MBA students receive highly personalized attention and support throughout their MBA education, we offer:

- Intimate class sizes for more meaningful discussions
- World-class faculty at the forefront of digital transformation
- One-on-one relationships with professors who are open and responsive to your ideas and know you by name
- Great flexibility to pursue elective courses that underscore your main focus

### World-Renowned Faculty

At The Paul Merage School of Business, students learn from some of the world's leading business innovators and foremost thinkers—including published authors, researchers, and Fortune 500 consultants. Our distinguished Merage School faculty embodies the entrepreneurial spirit of our academic culture by testing your limits, teaching you how to handle adversity and disruption, and demonstrating ways to lead in our digitally driven world. Our highly diverse faculty includes those recognized for outstanding research, teaching, and digital transformation.

Meet our faculty at: [merage.uci.edu/faculty](https://merage.uci.edu/faculty)



# 1 year

All new students take a two-week intensive orientation where you will meet your fellow classmates and take “Responding to Dynamic Times: Thinking Strategically in Business” that lays the groundwork for the rest of your MBA experience. After orientation, you will begin taking core courses that build the foundation of your degree and highlight the fundamental concepts and challenges of management. In addition to challenging coursework, you will have the opportunity to partner with experienced professionals at the Merage School Career Center to determine your career action plan. As you focus on your career interests, you’ll begin elective courses to extend your expertise and prepare for a summer internship.

After completing a summer internship, you begin your second year with a variety of innovative electives to prepare you for your future. Our customizable curriculum allows you to fine-tune your academic and professional development to suit your career goals whether you plan to join a large corporation or start your own business. During the second year of your MBA, you’ll expand on the key components of the Merage School MBA program—strategic innovation, analytic decision-making, collaborative execution, and how to leverage these skills and digital technologies across businesses.

# 2 year

## Study Abroad

As a second year student, you have several options to gain a competitive edge through hands-on international experience. We offer a quarter-long international exchange program where you’ll obtain global business perspective from our university partners throughout Asia, Europe and Latin America, including:

- Austria
- Chile
- China
- France
- Hong Kong
- Hungary
- Italy
- Korea
- Netherlands
- Singapore

If you prefer a shorter experience, you may choose to participate in a faculty-directed week-long international study program in global centers like Shanghai and Dubai, or emerging economies like Vietnam and Cuba.

## MBA Certificates

Certificates are offered in partnership with the Merage School Centers of Excellence in three leading edge areas:

- Innovation and Entrepreneurship
- Real Estate and Urban Development
- Digital Transformation

Target your industry-specific expertise to better handle business challenges with hands-on experiential learning and a carefully designed combination of internships, student club activities, and academic work.

# Visionary Curriculum



## ORIENTATION

- Presentation Skills Workshops
- Career Launch Workshops
- International Students Orientation
- MBA Intensive
- Responding to Dynamic Times: Thinking Strategically in Business

## WINTER

- Organizational Behavior for Management
- Microeconomics for Management
- Information Technology for Management
- Electives
- Career and Professional Development ProSeminar

## year 1

## FALL

- Statistics for Management
- Financial Reporting for Management
- Marketing Management
- Managerial Finance
- Career and Professional Development ProSeminar

## SPRING

- Operations Management
- Strategic Management
- Electives
- Career and Professional Development ProSeminar

## Customizable Curriculum

### Accounting

- Corporate Governance
- Driving Profitability Through Management Accounting
- Financial Statement Analysis and Valuation I
- Financial Statement Analysis and Valuation II

### Finance

- Bonds and Fixed Income
- Corporate Valuation
- Derivatives
- Investments
- Mergers and Acquisitions Growth Strategies
- Multinational Finance
- Portfolio Management
- Risk Management
- Venture Capital and Private Equity
- Wealth Management

### Global

- Global Competitive Strategy
- International Management
- International Real Estate
- International Business Trip
- Managing in a Global Economy
- Multinational Finance
- EDGE
- Supply Chain Management

### Economics/Public Policy/Healthcare

- Business and Government
- The Business of Medicine
- Healthcare Entrepreneurship: From Physician to CEO
- Macroeconomics
- Managing Nonprofits
- Physicians, Healthcare and the Law
- U.S. Healthcare Policy

### Information Systems

- Analytics and Technology Consulting
- Business Intelligence for Analytical Decisions
- Critical IT Decisions for Executives
- Database Management and Applications
- Digital Strategy and Markets
- Technology Strategy Consulting

### Interdisciplinary

- Applied Consulting
- Applied Game Theory
- Business Law
- Intrapreneurship
- Launching Technology Ventures
- Media and Entertainment
- EDGE

## SUMMER

- Internship

## WINTER

- Electives
- Career and Professional Development ProSeminar
- International Business Trip (optional)

# year 2

## FALL

- Electives
- Career and Professional Development ProSeminar
- International Study Abroad (optional)

## SPRING

- Electives
- Career and Professional Development ProSeminar
- International Business Trip (optional)



### Marketing

- Advertising and Communications Management
- Brand Management
- Consumer Behavior
- Design Management and Innovation
- Insight Marketing
- Marketing on the Internet
- Marketing Research
- Marketing Strategies for High-Tech Companies
- Micromarketing Lab
- New Product Development
- Sales Management
- Social Media Marketing
- Strategic Brand Management

### Operations and Decisions Technologies

- Analytical Decision-Making Models for Management
- Decision Analysis
- Forecasting and Data Mining
- Predictive Analytics
- Project Management
- Revenue Management
- Supply Chain Management

### Organization and Management

- Creativity and Innovation
- International Management
- Leadership Strategies
- Managing Groups, Teams and Collaborations
- Managing in a Global Economy
- Managing Performance in the 21st Century
- Negotiations
- Organizational Change
- Power and Politics
- Strategic Communications

### Real Estate

- Applied Real Estate Security Analytics and Portfolio Management
- International Real Estate
- Introduction to the Real Estate Process
- Mortgage-Backed Securities & Structured Debts
- Real Estate Capital Markets
- Real Estate Development Process
- Seminars on the Real Estate Enterprise

### Strategy

- Business Dynamics
- Business Growth Strategies
- Competitive Intelligence
- Corporate Governance
- Digital Strategy and Markets
- Entrepreneurship
- Global Competitive Strategy
- New Venture Management
- Practice of General Management
- Sustainability and Competitive Advantage
- Topics in Strategic Innovation

# Experiential Learning



## Core Groups

Students with diverse interests and backgrounds work in groups to navigate first-year core classes together, allowing you to show off your strengths and gain support for your development areas. The result is a well-rounded, real-world experience of teamwork that broadens your abilities.



## Strengthening Presentation Skills

Students receive highly personalized feedback to improve their individual presentation styles, tactics and abilities, as well as improve performance under pressure. This process will help you differentiate yourself by effectively presenting your ideas in your summer internship and beyond.



## Real-World Projects

Real-world projects that require idea generation, research, analysis, and focused recommendations are offered throughout the two years. These experiential projects let you put into practice concepts, skills, and tools acquired in other parts of the MBA program. Some of the most popular learning opportunities include:

**Applied Consulting:** Work directly with a company to create specific deliverables and action plans. Participating companies include: Cisco, Experian, Hyundai Motor America, Microsemi Corporation, Mission Linen, Northrop Grumman, Sage, Walmart, and more.

**New Venture Competition:** Ranked among the top in the nation, this rigorous six-month business plan competition pairs coaches and teams to compete for the opportunity to win substantial cash prizes and recognition—plus potential seed financing of up to \$1 million. Past participants have successfully launched and sustained new businesses including standouts Stack Wine and Middle School Moguls.

**EDGE:** Explore how technology and globalization are transforming the business landscape. Learn how to better identify, understand, and act upon the big-picture catalysts for change that can transform entire industries.



## Centers of Excellence

Seven renowned Centers of Excellence provide compelling opportunities to learn, collaborate and network with influential business executives and entrepreneurs. These include Centers for Digital Transformation, Global Leadership, Health Care Management and Policy, Investment and Wealth Management, Real Estate, Innovation and Entrepreneurship, and the UCI Long U.S.-China Institute. [Explore for yourself at: merage.uci.edu/centers](https://merage.uci.edu/centers)



## Global Alumni Network

Our dynamic alumni network gives you a lifelong link to extensive business connections throughout California and around the world. You'll have exclusive access to top-notch companies, corporate leaders, involvement opportunities, and networking events. Tap into this proven resource to help you get started and expand your career. [Learn more at: merage.uci.edu/alumni](https://merage.uci.edu/alumni)



# Building Career Resiliency



## Step 1. Explore Your Potential

Complete a series of exercises using the latest assessment tools that profile your specific career interests, work values, strengths and weaknesses, organizational fit, and entrepreneurial attributes.



## Step 2. Map Your Career

Work with professionals to create your career action plan, which provides you with a strong foundation for writing targeted resumes and cover letters, networking, preparing for interviews, and evaluating job offers.



## Step 3. Collaborate with Your Coach

Collaborate with our team of dedicated and business-savvy career advisors, who are here to help you prepare for career success.

- Fine-tune your Professional Development Plan
- Strengthen your interviewing skills
- Evaluate and negotiate job offers



## Step 4. Enhance Your Job Search

Take advantage of beneficial activities and programs designed solely to support your career development and job search, including:

- Career Days and Fairs
- Company Presentations
- Internship and Full-Time Job Databases
- On- and Off-Campus Interviews
- Downloadable Video Presentations
- Web-Based Career Training Modules
- Merage School Student and Alumni Directory



## Step 5. Meet Your Target Companies

Connect with key companies that have hired our MBAs, including:

- |            |            |             |                |               |
|------------|------------|-------------|----------------|---------------|
| • Amazon   | • Experian | • KPMG      | • Oracle       | • Toyota      |
| • Apple    | • Google   | • Mattel    | • Pacific Life | • Union Bank  |
| • AT&T     | • HP       | • Microsoft | • Samsung      | • Walt Disney |
| • Deloitte | • IBM      | • Oakley    | • Taco Bell    | • Yahoo!      |





## Your Next Steps

### Meet a Student

Learn what the Merage School MBA experience is like from a student's perspective.

**Meet our ambassadors at: [merage.uci.edu/FTMBAexperiences](http://merage.uci.edu/FTMBAexperiences)**

### Ways to Visit Us

#### ON-CAMPUS:

Attend an information session, open house, or visit a class.

#### CONSULTATION:

Arrange a one-on-one meeting with an MBA Recruitment and Admissions professional on campus or via Skype®.

#### ON THE ROAD:

Visit us at a city near you.

**Learn more at: [merage.uci.edu/FTMBAevents](http://merage.uci.edu/FTMBAevents)**

### Apply Now

We know there's more to who you are than what's on paper. That's why we take a holistic approach to evaluating each candidate's quantitative and qualitative abilities, seeking out individuals whose goals are aligned with the Merage School MBA values.

**We urge you to apply early, as availability becomes limited later in the recruiting cycle.**



#### NONDISCRIMINATION STATEMENT

The University of California, in accordance with applicable Federal and State law, University policy, and values, prohibits discrimination on the basis of race, color, national origin, religion, sex, gender identity, pregnancy, disability, age, medical condition (cancer-related), ancestry, marital status, citizenship, sexual orientation, or status as a Vietnam-era veteran, or special disabled veteran. The University also prohibits sexual harassment. This nondiscrimination policy covers admission, access, and treatment in University programs and activities.

Inquiries regarding the University's nondiscrimination policies may be directed to: Kirsten Quanbeck, Assistant Executive Vice Chancellor/Director, Office of Equal Opportunity and Diversity, 103 MSTB, University of California, Irvine, CA 92697-1130; Tel: 949.824.5594.

**AMERICANS WITH DISABILITIES ACT (ADA) STATEMENT** The information in this publication will be made available in alternative formats for people with disabilities, upon request. Requests should be directed to the Disability Services Center, Tel: 949.824.7494 (voice) and TDD: 949.824.6272.

#### CAMPUS SAFETY

Pursuant to the Federal Jeanne Clery Disclosure of Campus Security Policy and Campus Crime Statistics Act of 1999, UC Irvine's annual security report is available from the UC Irvine Police Department, Tel: 949.824.5223. [www.police.uci.edu](http://www.police.uci.edu).

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## The Best City for Business

Irvine is located in Orange County, the center of Southern California's Tech Coast. With over \$1+B in venture capital funding invested in 2016 alone, Orange County is quickly becoming one of the most dynamic start-up environments in the U.S.

Irvine is the perfect place to live while you take your career to the next level:

- Hub of entrepreneurial ventures with leading companies in biotech, pharmaceuticals, fashion, real estate, finance, medical devices, and more
- Globally recognized brands are minutes away and actively recruit on campus, including Allergan, Broadcom Corporation, Disney, Google, Oakley, PIMCO, and Taco Bell
- Rated "America's Safest Big City" for the 12th consecutive year
- Rated best city in the U.S. to launch a business
- One of the lowest unemployment rates in California
- Average winter temperature is 70°F (21°C). Summer is 82°F (27°C).
- Averages about 281 days of sunshine per year

**Learn more at:**  
[merage.uci.edu/orangecounty](http://merage.uci.edu/orangecounty)



# Dare to Define™ your Future

## Apply Today

Call 949.824.4622

Visit: [mba.merage.uci.edu](http://mba.merage.uci.edu)

## Application Deadlines

November 1                      February 1

December 1                     April 1

## Get Connected

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