

A photograph of three business professionals (two women and one man) in business attire standing on a brick staircase in front of a brick building with white columns. The woman in the foreground is smiling and looking at the camera, while the other two are looking slightly away. A dark banner with yellow borders is overlaid across the middle of the image.

# MARYLAND SMITH | FULL-TIME MBA

INTERACTIVE BROCHURE



ROBERT H. SMITH  
SCHOOL OF BUSINESS



# A once-in-a-lifetime experience

Changing the trajectory of your career is monumental. It's a decision that says you mean business. Whether you want to grow where you are or change industries, launch your own startup, or invest in other business endeavors, the Full-Time MBA at Maryland Smith is for you. Our analytics-focused curriculum, amazing faculty, collaborative community and comprehensive career services will get you ready for a great future.

## Community


You'll join a diverse community of students who share your interest in learning, your passion to change the world, and your desire to lead with integrity. And you'll have the time and opportunity to develop a network of solid, lifelong friendships.

## Career

You can expect a huge return on your investment—our students typically more than double their salaries after graduation and are hired by recruiters from the Big Four and other top companies such as Amazon and Google.

## Curriculum

You'll be wowed by our world-class faculty and our analytics-focused curriculum. Our professors go the extra mile and invest in your success well beyond your time at Smith. What you learn here will make you memorable to recruiters and give you an edge in the job market.

This is an interactive brochure. As you read, look for links to more content and use the  buttons to watch video testimonials from our students, faculty and alumni.

# A transformational journey

Our students and alumni consistently give rave reviews to the Full-Time MBA program. **Here are their stories:**

“*Smith does a good job in selecting diverse candidates. I forged great bonds with people from all over the world, and with my classmates as a whole.*”

—Evan Shields



Evan Shields, MBA '19  
Booz Allen Hamilton

“*I’m excited about my new job—and if I ever want to pivot, I have a really good support system of friends and alumni from the program.*”

—Maria Herold



Maria Herold, MBA '21  
M&T Bank



“Community is everything. The size of the program means you can get to know everybody one-on-one, create an impromptu study session and just connect—who doesn’t want that?”

—Samprithi Santosh



Samprithi Santosh, MBA '21  
Verizon



“I have always had a data-driven mindset, and Smith helped me deepen this knowledge base. Understanding data and knowing how to interpret it to pitch my ideas to a leadership team is so empowering.”

—Tia Konitzer



Tia Konitzer, MBA '19  
Instagram



## CURRICULUM

# Next-level leadership starts here

The academic rigor of our program will help you develop strong analytical skills that will transform you into a data-informed leader. With faculty guidance and advising, you'll have the flexibility to choose and combine specializations in five focus areas: finance, marketing, consulting and general management, supply chain, and technology and innovation management—anchored by a robust core curriculum to prepare you for fearless leadership.

We'll help you put all those new skills to work with meaningful experiential learning opportunities that will build your network and help position you for the next stage of your career.

“*At Maryland Smith, you'll engage in a multifaceted curriculum that takes you beyond classroom learning to emerge as a confident, fearless leader.*”

—P. K. Kannan

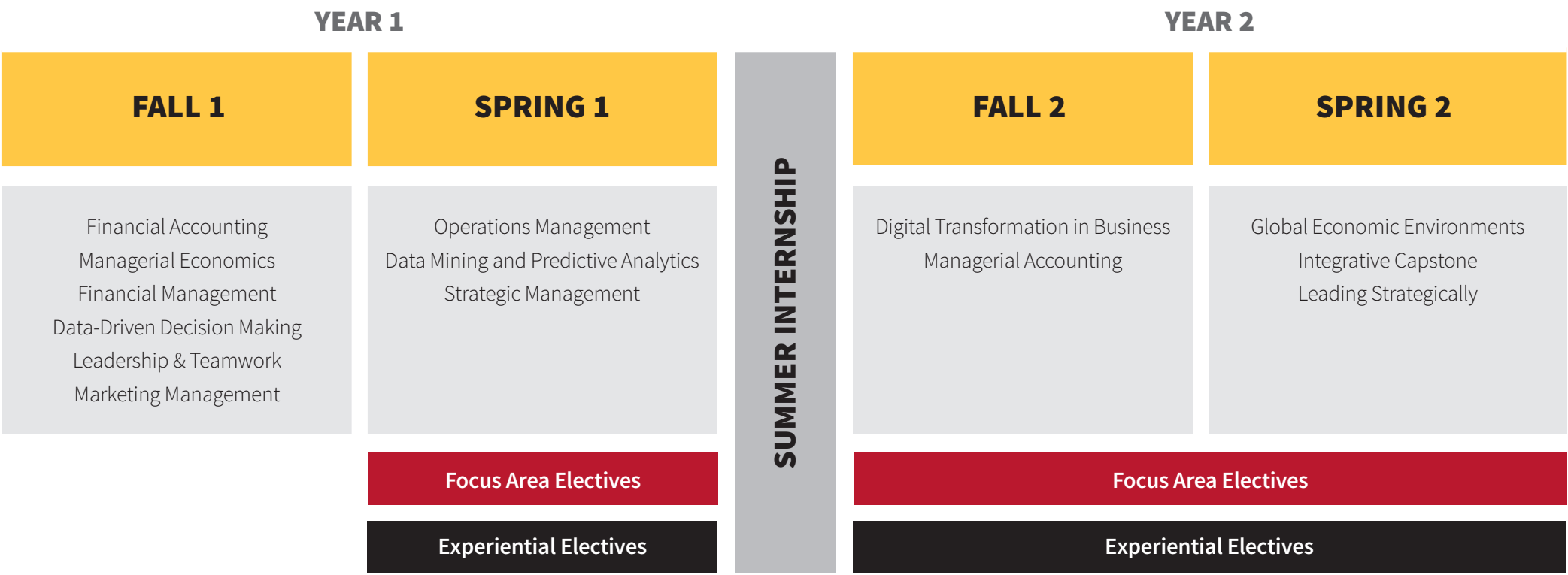


**P. K. Kannan**  
Associate Dean for Strategic Initiatives



# Full-Time MBA curriculum

The Full-Time MBA’s core curriculum will give you a solid foundation in all aspects of business. And if you’ve got your eye on a specific industry, you can personalize your coursework with specializations to increase your knowledge in areas of focus. All classes are held in Van Munching Hall on the University of Maryland’s College Park campus.



All courses are subject to change.

# MBA focus areas

After finishing your core courses, choose a specialization to gain more knowledge in a particular area of interest. Highly customized experiential learning courses in each area put your skills to the test in ways that build your résumé.

FOCUS AREAS	SAMPLE ELECTIVES
FINANCE	Valuation, Financial Modeling, Financial Strategy
MARKETING	Brand Management, Marketing Research, Adv. Marketing Analytics
CONSULTING & GENERAL MANAGEMENT	Negotiations, Consulting, Global Strategy
SUPPLY CHAIN MANAGEMENT	Project Management, Decision Analytics, Models & Analysis
TECHNOLOGY & INNOVATION MANAGEMENT	AI: Business Strategy, Market Forecasting, Managing Change

*All courses are subject to change.*

A woman with long brown hair, wearing a black short-sleeved top and a black skirt with a thin gold belt, stands with her arms crossed and a smile. The background is white with a yellow geometric shape on the left.

## FACULTY

# Simply the best

Our top-ranked faculty are in-demand scholars with both classroom and industry experience. They're supportive and accessible mentors who are committed to helping you grow and succeed as ethical, inclusive leaders.

The classroom experience can best be described in one word: transformative. With small class sizes that encourage collaboration and intelligent risk-taking, and experiential learning opportunities that allow you to practice what you learn, you'll develop the confidence to take your career in any direction you choose.

*“Our faculty are incredible. They're smart, they're caring, and our students get an intellectual challenge experience here that I've never encountered anywhere else.”*

—Nicole M. Coomber

**Nicole M. Coomber**  
Assistant Dean, Full-Time MBA Program



## CAREER SERVICES

# Kickstart *your* career

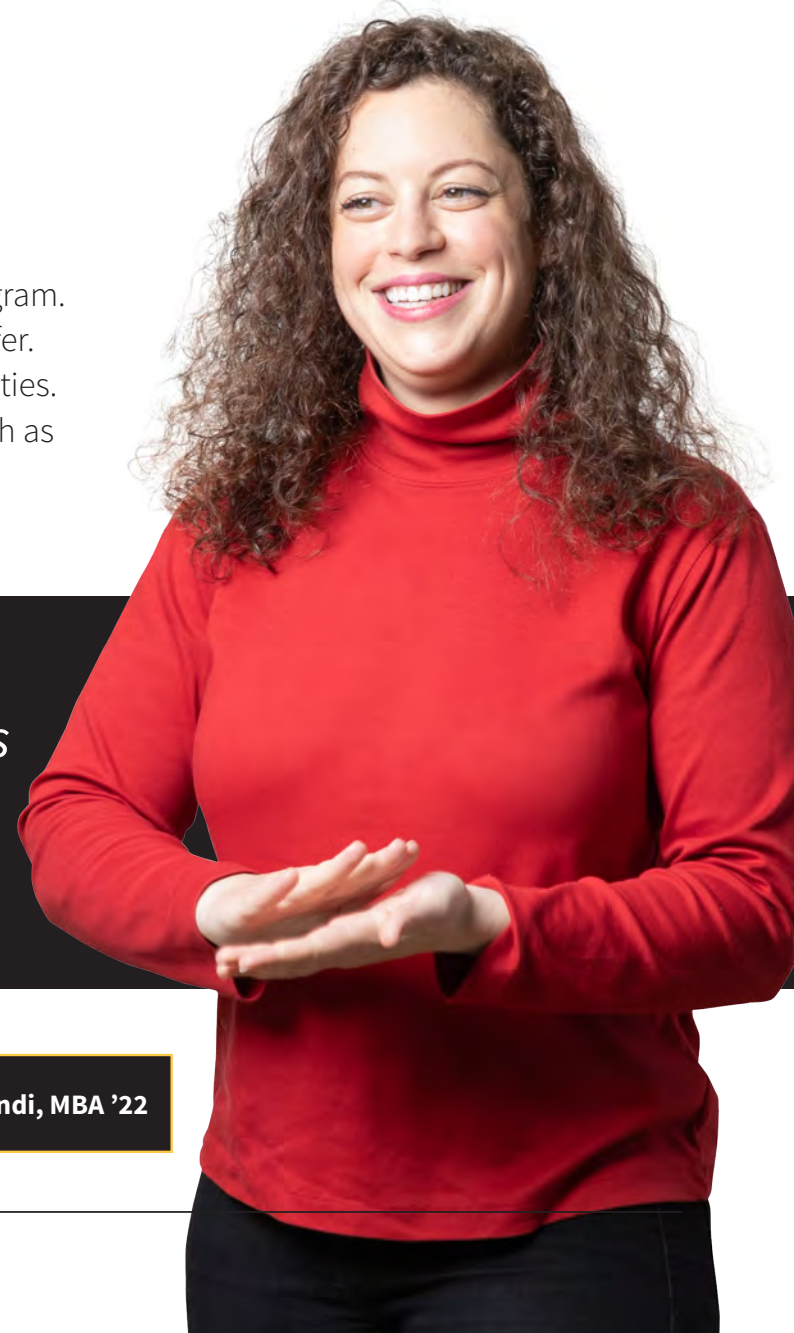
Full-Time MBA students at Maryland Smith have access to a full suite of career services, both during and after the program. You'll get one-on-one career coaching throughout your time here—from pre-orientation to negotiating that big job offer. You'll also have access to HireSmith, our career portal, where you'll find information on internships and job opportunities. Students in the program typically double their pre-MBA salaries upon graduation and are hired by top companies such as PwC, KPMG, Deloitte, EY, Amazon, Hershey and Capital One—just to name a few.

“*The Office of Career Services provided me with a wealth of resources that helped me develop my confidence and grow my network.*”

—Tina Elhindi



Tina Elhindi, MBA '22





### Be Fearless Summer Webinar Series

This robust career development curriculum starts before orientation to help you focus on your career targets so you can actively engage in job search conversations from the moment you arrive on campus. You'll learn the seven phases of career development, from self-inventory to negotiating job offers.



### Career Coaching

You'll have access to a professional career coach, who serves as an invaluable resource as you position yourself for the next step in your career journey. Your coach is also an advocate that helps you impress employers and connect with alumni, giving you a thorough preparation for ultimate career success.



### Alumni Mock Interviews

Our Alumni Mock Interview Workshop is one of the most highly rated events by our students. This is a valuable opportunity for our current Full-Time MBA students to receive expert preparation for upcoming internship and full-time career opportunities, and for our alumni to give back to the Smith community.

## CAREER OUTCOMES

**\$117,000**

Average Base Salary

**\$25,000**

Average Signing Bonus

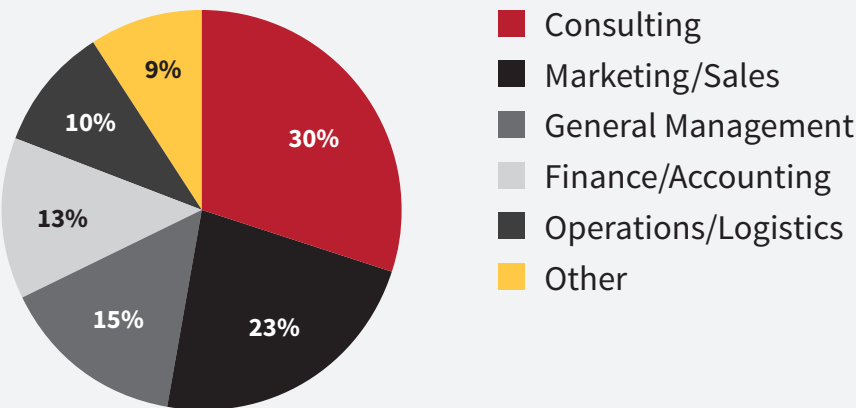
**\$142,000**

Average Total Compensation

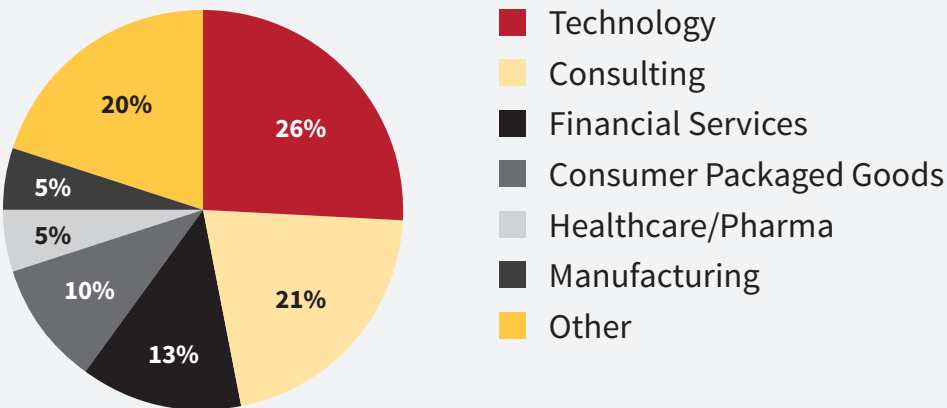
# Smith Graduates Work Here



## Employment by Function



## Employment by Industry





## COMMUNITY

# Make an impact

There are many options available for getting your MBA. But only one empowers you to immerse yourself in the program with fewer distractions. The Full-Time MBA program at Maryland Smith is a signature experience. You'll join a tight-knit community of lifelong learners whose diverse backgrounds, life experiences and points of view will enrich your class time and expand your horizons. You'll bond as you collaborate on team assignments, join clubs and professional organizations, attend conferences, and share job opportunities. You'll unwind as you take in a ball game or grab a meal. And after graduation, you'll stay in touch and continue to build lifelong connections as alumni.

# 400,000

University of Maryland alumni worldwide

# 67,000+

Maryland Smith alumni worldwide

# 37,000+

Maryland Smith alumni in the Washington, D.C. metro area



# Make great connections

Smith's student clubs and organizations provide MBA students with ways to get involved outside the classroom. Professional clubs help you strengthen your skills and add more experience to your résumé, while affinity clubs help you make social and career connections that often result in lasting friendships. There's something here for everyone.

## Professional Clubs

- Data Analytics Club
- Finance & Venture Capital Association
- Graduate Marketing Association
- MBA Consulting Club
- Net Impact Coalition
- Supply Chain Club

## Affinity Clubs

- Asian MBA Association
- Black MBA Association
- International MBA Association
- Jewish MBA Association
- Latin MBA Association
- Smith Association of Women MBAs
- Smith Pride Association
- Smith Vets Club



# Maryland Smith veterans

The University of Maryland is proud to serve as one of a select number of Centers of Excellence for Veteran Student Success in the United States. Maryland Smith supports that excellence through our Initiative for Veteran Lifelong Leadership—an array of events, activities and partnerships to promote military and veteran professionals as strategic assets for a united economy. Join Smith and join the most engaged community of service-connected students, alumni and partners in the national capital region.



**Post 9-11 GI Bill full-time curriculum**  
**Tailored veteran career transition support**  
**Center of Excellence for Vet Student Success**

*“The Smith School really understands the unique needs of military servicemembers. They value the diversity of thought, background and experience that the veteran community has to offer.”*

—Jared Turetsky

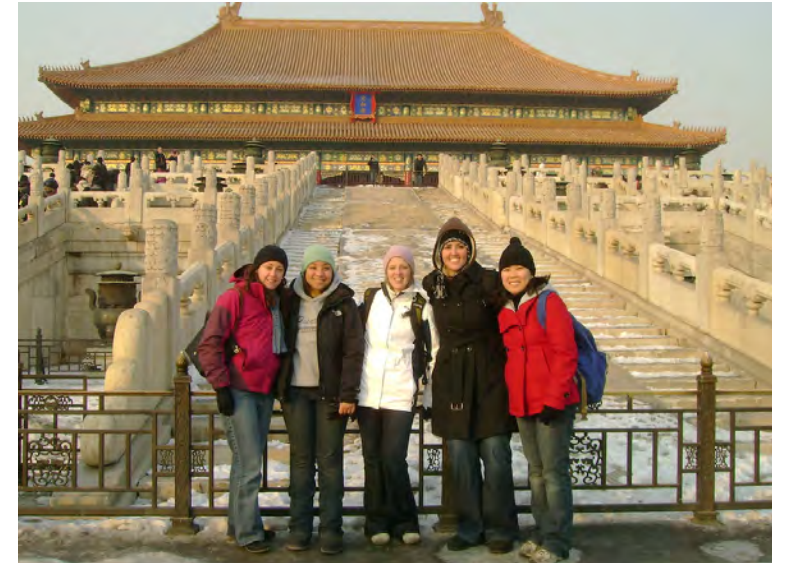


**Jared Turetsky, MBA '21**  
**McCormick & Co.**



# Leading in global mindset

A key part of your educational journey at Smith will be developing a global mindset and global business savvy. You'll have opportunities to do that both on-campus and across continents during your time in the program—earning academic credit along with résumé-building, hands-on experience.



## Your Smith Support System

As a Maryland Smith Full-Time MBA student, you'll have access to a rich ecosystem designed to provide the services and support to help you find the answers you need, make the connections you want, and add value to your student experience.



# Class of 2023 profile

<b>6</b> Years Professional Experience	<b>3.3</b> Average Undergraduate GPA	<b>29</b> Average Age	<b>637</b> Average GMAT	<b>310</b> Average GRE	<b>560-690</b> Middle 80% GMAT Range
<b>60</b> Cohort Size	<b>36%</b> Women	<b>38%</b> Underrepresented Minorities*	<b>47%</b> International	<b>21%</b> Military*	

*\*Domestic students only*



# Maryland Smith rankings

#28

Full-Time MBA Program  
(Bloomberg Businessweek, 2021)

#4

Faculty Research  
(Financial Times, 2021)

#8

College for LGBTQ+ Students  
(Best Colleges, 2021)

#14

Diversity  
(Bloomberg Businessweek, 2021)

#15

Environmental, Social,  
and Governance (U.S.)  
(Financial Times, 2022)

#20

Top Public Schools  
(USNWR, 2022)

#21

Entrepreneurship  
(Bloomberg Businessweek, 2022)

#24

Value for Money (U.S.)  
(Financial Times, 2022)



# Application requirements

When you're ready, we'll help you create a great application that will smooth the path to admission.

## Application Checklist

Online Application Form
Application Fee
Essay
Résumé
Official Undergraduate and Graduate Transcripts
Letter of Recommendation
GMAT or GRE (optional)
TOEFL or IELTS (if English is not your primary language)

## Application Deadlines

October 1
November 1
December 15 (scholarship priority deadline for international candidates)
January 15 (scholarship priority deadline for domestic candidates)
March 1
After April 30

## Decision Notification Dates

December 23
January 15
March 15
April 15
May 1
Rolling admission

# Lead fearlessly

For nearly a century, the University of Maryland has been in the business of business education. And we're still going strong. Smith School Full-Time MBA students learn data-focused leadership skills in a vigorous intellectual environment. Our learning communities are collaborative, not cutthroat. And we do it all in a spirit that embraces diversity of thought and experience.

There's something for everyone at Maryland Smith—from quant skills to soft skills and everything in between. Bring your talent, passion and curiosity to us, and we'll do our part to inspire and equip you for an amazing future.



ROBERT H. SMITH  
SCHOOL OF BUSINESS

**Learn more.**

**Apply now.**







## ROBERT H. SMITH SCHOOL OF BUSINESS

*“The Smith MBA experience was extremely transformative for me. It literally transformed my career, my personal life, even the way I think about the world.”*

*—Tia Konitzer, MBA '19  
Instagram*

The Robert H. Smith School of Business is an internationally recognized leader in management education and research. One of 12 colleges and schools at the University of Maryland, College Park, the Smith School offers Undergraduate, Full-Time MBA, Flex MBA, Executive MBA, Online MBA, Business Master's, PhD and Executive Education programs, as well as outreach services to the corporate community. The school offers its degree, custom and certification programs in learning locations in North America and Asia.