

2017-2018 Programs

Schulich School of Business

# MBA/IMBA



## Prepare to Lead



The global business landscape is hyper-competitive, turbulent, and complex. Managing effectively requires more than well-honed technical skills. It requires resiliency, tenacity and fresh, new thinking. It requires the ability to explore a problem from multiple perspectives, to reframe it, and push through to actionable solutions.

A Schulich MBA prepares you to take a leadership role in developing solutions to cope with this new business paradigm. Prepare to lead in a constantly transforming world of business with a Schulich MBA.

**Dezső J. Horváth, PhD, CM**

Dean & Tanna H. Schulich Chair in Strategic Management  
Schulich School of Business

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### SCHULICH IN THE RANKINGS\*

# #1

## MBA IN CANADA

*The Economist*  
*Forbes*  
*CNN Expansión*  
*eFinanciacareers.com*  
*América Economía*

# #1

## IN THE WORLD

*Corporate Knights*

In the 2016 ranking of the top MBA programs integrating social, ethical and environmental impact management issues into the curriculum

# #1

## EMBA IN CANADA

*Financial Times*  
*The Economist*

Applies to the Kellogg-Schulich Executive MBA

# #1

## IN THE WORLD

*Forbes*

In the 2015 - 2016 *Forbes* survey, Schulich ranked #1 in the world in the "Years To Payback" category - the length of time it takes a business school's graduates to recoup their investment in an MBA degree

\*Most recent ranking results as of July 2017

"One of a new breed of 21<sup>st</sup> century business schools that is changing the way business is taught."

FINANCIAL TIMES OF LONDON

# Curriculum at a Glance

## The Building Blocks of Your Schulich MBA

All Schulich MBA programs contain three core elements:



### THE FIRST YEAR CURRICULUM

- **Hone your problem-solving skills** as you develop your ability to analyze complex environments and think critically.
- **Expand your awareness** of multiple methods of analyses and diverse perspectives.
- **Gain an understanding** of all critical functional areas of business from a managerial perspective.



### OPPORTUNITIES TO CUSTOMIZE

- **Specialize in up to two areas** during the second half of your program.
- **Deepen your functional expertise** and acquire a comprehensive understanding of the industry in which you want to work.



### THE STRATEGY FIELD STUDY

- **Connect and integrate** all you've learned as you strategically analyze an organization with a team of six other students from diverse backgrounds.
- **Make actionable strategic recommendations** to senior management on the direction their business should take.

### TAILOR YOUR MBA WITH A CHOICE OF SPECIALIZATIONS & GRADUATE DIPLOMAS

#### Functional

- Accounting
- Finance (CFA program partner)
- Financial Engineering\*
- International Business
- Marketing

- Operations Management & Information Systems
- Organization Studies
- Strategic Management

#### Cross-Functional

- Arts, Media & Entertainment Management\*
- Business Consulting
- Business & Sustainability\*
- Entrepreneurial Studies
- Financial Services

- Global Mining Management
- Global Retail Management
- Health Industry Management\*
- Real Estate & Infrastructure
- Social Sector Management\*

\*Graduate diploma available

“Most Schulich students will agree that the Strategy Field Study (601) is by far the most challenging and rewarding aspect of their entire MBA experience. The 601 truly brought together everything we learned in the program up to that point and pushed each and every member of our team.”

**BORIS FUCIC** (MBA '15)  
DIRECTOR, SERENITY LABS INC.

**TIANCHENG HU (MBA '16)**

Senior Analyst  
Healthcare of Ontario Pension Plan  
(HOOPP)

**PROGRAM**  
Schulich Full-Time MBA

**SCHULICH EXPERIENCE**  
"Schulich opened its door to me, an international student keen to excel in Canada, and gave me the confidence to explore options and face new challenges."

**SPECIALIZATIONS**  
Accounting and Finance

**HOMETOWN**  
Wuxi, Jiangsu, China

View Tiansheng's story:  
[schulich.yorku.ca/tiansheng](http://schulich.yorku.ca/tiansheng)



EXPLORE




# The Schulich MBA

## The MBA of Choice

With multiple entry points and the ability to switch seamlessly between full- or part-time study, the Schulich MBA fits your personal priorities and dynamic lifestyle.

JP Del Carmen (MBA '16)  
Schulich Full-Time MBA  
Associate Marketing Manager  
General Mills

View JP's story:  
[schulich.yorku.ca/jp](http://schulich.yorku.ca/jp) 



### STUDY FULL-TIME OR PART-TIME

Pursue the first half of your MBA full-time or part-time at our Keele Street campus location at York University, or at the Miles S. Nadal Management Centre, our downtown satellite campus, located in the heart of Toronto's bustling financial district. You can take classes during the daytime, evenings or on weekends, depending on your schedule, or take an optional term off to pursue an internship.

### THE ACCELERATED MBA AND ADVANCED STANDING

We understand the value of your previous degree. Each applicant is reviewed to determine eligibility for advanced standing, allowing you to avoid repeating specific first year functional core courses and potentially shorten the length of the program. Students with a business degree from a recognized university can complete their MBA in as little as eight months of full-time study through our accelerated option.



Schulich's Keele Street campus located at York University

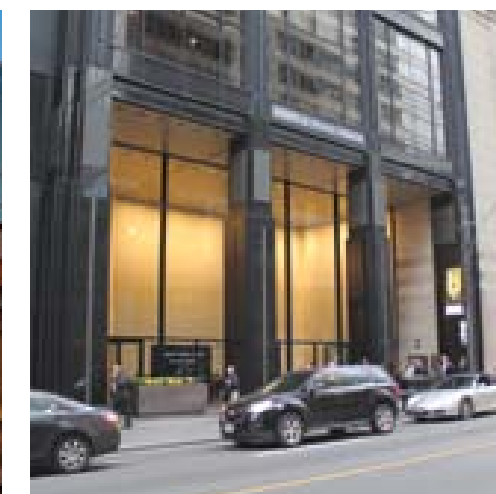
### JOINT DEGREE OPTIONS

#### MBA/JD

Earn two highly sought-after degrees in four years of full-time study. Prepare for the demands of a career in business or law or a variety of fields where these disciplines intersect. Admission into both the Schulich School of Business and Osgoode Law School is required.

#### MBA/MFA/MA

Join one of the most established and respected programs of its kind in Canada. This three-year, full-time, multidisciplinary program is designed for people who have a passion for the arts and cultural sectors. Admission into both the Schulich School of Business and the Faculty of Graduate Studies at York University is required.



The Miles S. Nadal Management Centre, our satellite campus located in downtown Toronto

#### FULL-TIME



#### START DATES

September, January



#### COMPLETION

8-24 months

#### PART-TIME



#### START DATES

September, January



#### COMPLETION

16-40 months

The flexibility of the Schulich MBA enables our students to pursue the program on their terms and to chart a course that aligns with their career goals. Graduates of the Schulich MBA program are entrepreneurs, leaders in financial services, consulting and consumer packaged goods, and agents of change in the social and health sectors.



Dan Tzotzis (MBA '10)  
Schulich Accelerated MBA  
Founder and Managing Partner  
AWAKE Chocolate  
View Dan's story:  
[schulich.yorku.ca/dan](http://schulich.yorku.ca/dan)



Jacqueline Simatovic (MBA '17)  
Schulich Full-Time MBA  
Manager, US Marketing Communications  
Tim Hortons

## MBA Program Course Structure (full-time)\*



\*Part-time students typically complete the MBA in 10 terms or as little as 4 terms with Accelerated status.

# THRIVE

**SHILPA KESWANI LAKHANI (MBA '12)**

Managing Content Partnerships at YouTube  
Google

**LOCATION**  
Bangalore, India

**PROGRAM**  
Schulich MBA in India

**SCHULICH EXPERIENCE**  
“I was looking for a business school which could give me the opportunity to interact with peers and teachers from across the globe, yet keep me close to home. Schulich was undoubtedly the perfect match that helped me to thrive as an individual.”

**SPECIALIZATIONS**  
Marketing and Strategic Management

**HOMETOWN**  
Pune, Maharashtra, India

View Shilpa's story:  
[schulich.yorku.ca/shilpa](http://schulich.yorku.ca/shilpa)



# The Schulich MBA in India

## Absorb the Best of Both Worlds

Pursue the first half of your MBA at our Hyderabad campus in India and the second half in Toronto.



Tej Kumar Mehta (MBA '12)  
Schulich MBA in India

Client Manager, Global Banking & Markets  
HSBC Bank Canada

View Tej's story:  
[schulich.yorku.ca/tej](http://schulich.yorku.ca/tej)

### BENEFIT FROM OUR DUAL ECONOMY MBA

Enjoy a small cohort and tightly knit community of faculty, staff and students at our Hyderabad campus. With classes taught by Schulich's award-winning faculty, you'll enjoy all the benefits of the Toronto MBA, while gaining key insights into the Indian market. Exposure to corporate India comes in many forms, including high-profile guest speakers at the Hyderabad campus. Past speakers have included: Vinita Bali, Former Managing Director, Britannia Industries; Bhaskar Pramanik, Former Chairman, Microsoft India; Narayan Ramanchandran, Former Country Head, Morgan Stanley India; and Charu Sharma, Sports Commentator.



In May or September, travel to Toronto to complete the second half of your program. Explore career opportunities in Canada and pursue a variety of immigration pathways post-degree.

Students in the Schulich MBA in India program enjoy \$15,000 in entrance funding, as well as the lower cost of living in Hyderabad.

Accredited by the All India Council for Technical Education (AICTE), Schulich's MBA in India is offered in partnership with the GMR School of Business.



Schulich's campus located in Hyderabad, India is a partnership with the GMR School of Business

### FULL-TIME ONLY



#### START DATE

September



#### COMPLETION

16-20 months

### ADVISORY BOARD

**Mr. G.M. Rao (Hon LLD '11)**  
(Chair) Group Chairman,  
GMR Group

**Mr. O.P. Bhatt** Independent  
Director, Tata Steel Limited

**Mr. Ratan Tata (Hon LLD '14)**  
Chairman Emeritus,  
Tata Sons Limited

**Mr. Bhaskar Pramanik**  
Chairman, Microsoft  
Corporation (India) Pvt. Ltd.

**Mr. Debu Bhattacharya**  
Managing Director,  
Hindalco Industries

**Dr. Preetha Reddy**  
Executive Vice-Chairman &  
Executive Director, Apollo  
Hospitals Enterprise Limited

**Mr. Bahram Vakil** Founding  
Partner, AZB & Partners

**Mr. Uday Kotak** Executive Vice  
Chairman, Kotak Mahindra Bank

**Mr. R.K. Krishna Kumar**  
Trustee, Tata Trusts

**Mr. Nasser Munjee**  
Chairman, DCB Bank

**Mr. Gunit Chadha**  
Chairman, Everstone Capital

**Dr. V. Raghunathan**  
CEO, GMR Foundation



Students in the Schulich MBA in India program benefit from the connections they forge in India and Canada. Graduates have gone on to pursue dynamic roles in both countries in areas such as financial services, marketing, supply chain management and consulting.

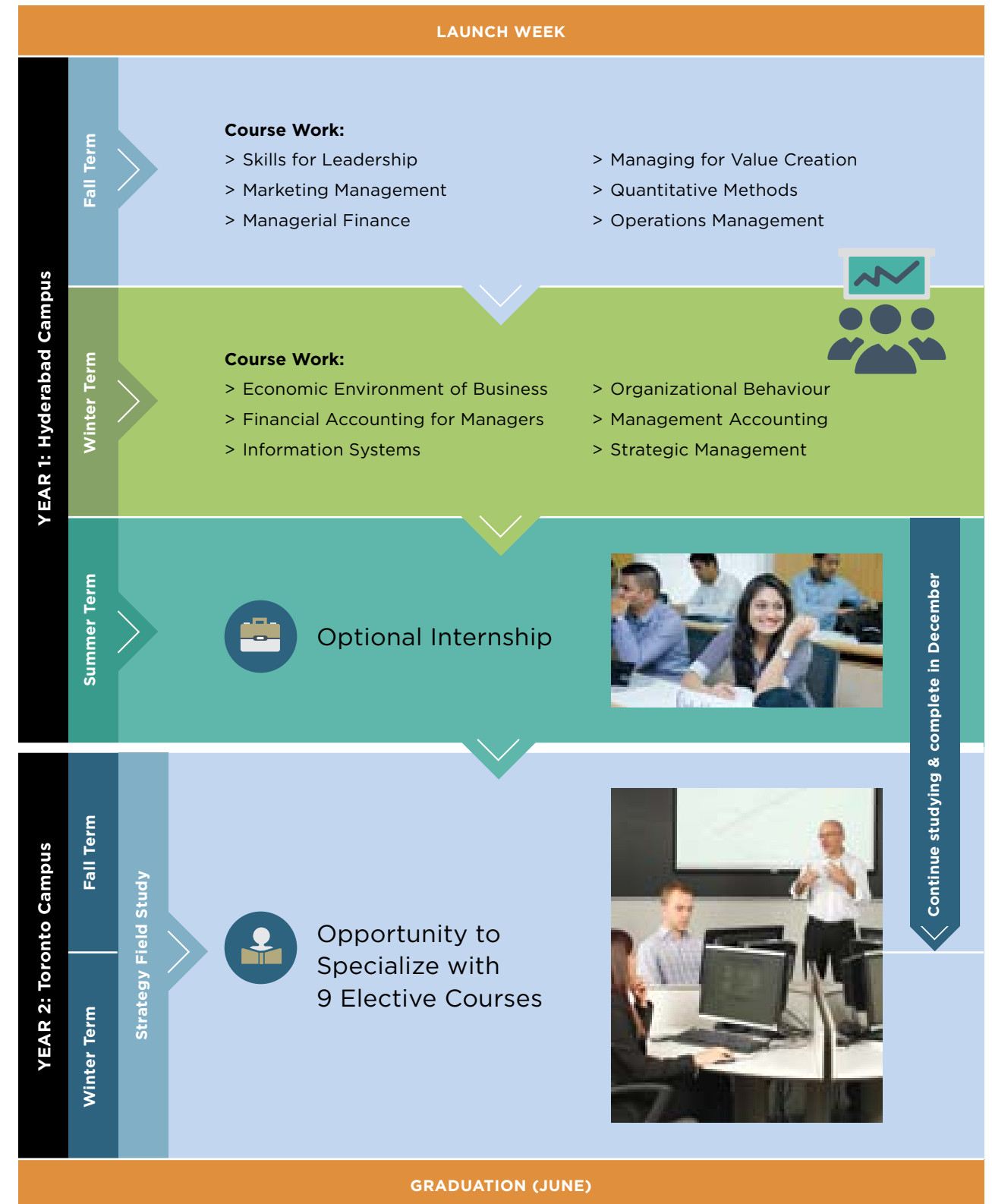


Pankaj Narang (MBA '11)  
Schulich MBA in India  
Expert  
McKinsey & Company



Shanu Utharan (MBA '17)  
Schulich MBA in India  
Senior Consultant  
Deloitte

## MBA in India Program Course Structure



**MEGAN KATES** (IMBA '15)

Senior Brand Manager  
Labatt Breweries of Canada

**LOCATION**

Toronto, Canada

**PROGRAM**

Schulich IMBA

**SCHULICH EXPERIENCE**

"The international work term of the Schulich IMBA provided me not just a rich and rewarding experience, but a job offer as well."

**SPECIALIZATIONS**

International Business  
Marketing

**HOMETOWN**

Miami, Florida, USA

View Megan's story:

[schulich.yorku.ca/megans-story](http://schulich.yorku.ca/megans-story)



# ACHIEVE



# The Schulich IMBA

## Launch Your Global Career

The IMBA program offers you a number of unique opportunities to sharpen your skills and enhance your marketability on an international stage.



Lauren Joseph (IMBA '12)  
Lead, Electronics Industry  
and Global Leadership Fellow  
World Economic Forum  
GENEVA, SWITZERLAND

### INDIVIDUAL DEVELOPMENT

#### Language Development

Graduate with a professional working proficiency in at least two languages, including English, French, German, Spanish, Mandarin, and Japanese.

#### Professional Development

Learn how to stand out in today's competitive marketplace. Enjoy exclusive access to a professional development course designed to help you secure an International Work Term placement and full-time employment upon graduation. Explore topics such as personal branding, effective presentation and career search skills, resume development, interviewing and networking.

#### Beyond the Classroom

Benefit from being part of a small cohort that remains together for the entire first year. Forge lifelong friendships and join a tight-knit global network of IMBA alumni working in over 80 countries all over the world.

### GLOBAL DEPTH

#### International Work Term

Broaden your career choices with the International Work Term, as you experience working in a region in which you have no prior work history. Enhance your second language skills and gain invaluable international business insight as you learn to adapt to different cultures.

#### International Field Study

Apply your IMBA learning to provide strategic consulting advice to a firm that is involved in international business.

#### Global Courses

The IMBA's international business core courses are designed to help you develop a global mindset. Learn about international business negotiations and stakeholder analysis, and apply the theories and models you learn in class in a global business context.

#### Integrated Curriculum

Integrate your knowledge the way managers do. Benefit from a modular course design in your first year, and classes that bring together student learning from all the functional management areas. In your second year, explore your choice of Schulich's 18 MBA specializations.

### FULL-TIME ONLY



#### START DATE

September



#### COMPLETION

20 months

### PREVIOUS IMBA INTERNATIONAL WORK TERMS

#### North America

McCain Foods Ltd.  
Scotiabank  
Grand Challenges  
Canada, MaRS  
Just Energy  
Decentral  
Roots Canada Ltd.  
Labatt Breweries of  
Canada  
Hyundai Auto Canada  
Corp.  
UraniumOne  
Fertoz Ltd.

CIBC World Markets  
KPMG LLP  
UPS Canada  
P&G Canada  
Unilever  
Bank of China  
(Toronto Office)  
Amazon Inc.  
Kellogg Canada Inc.  
Deloitte Touche  
Tohatsu Limited

#### South America

Grupo Modelo, S.A.B.  
DE C.V. / AB INBEV  
Trade Chile  
The Canadian Embassy  
in Argentina  
Scotiabank Chile  
Mackenzie Financial  
Corporation  
Timmins Gold Corp.  
IMS Health Inc.  
Argentine Mining  
Association  
Pacific Rubiales  
Goldcorp Inc.

#### Europe

Canadian Embassy  
in Spain  
The United Nations,  
Geneva  
Fiat Chrysler  
Automobiles UK Ltd.  
Federation Internationale  
de l'Automobile  
Deloitte Audit  
AON Risk Consultants  
Accenture  
Sustainalytics  
Teledyne DALSA  
Savoy Hotel,  
Fairmont Properties

#### Asia Pacific

Celestica  
Bosch (China)  
Investment Inc.  
Deloitte China  
China Merchants Bank  
Schulze Global  
Investment  
Standard Chartered Bank  
Ermenegildo Zegna  
Chanel  
Genesis Capital  
Investment (HK)  
Limited  
Guangdong Jiangmen  
Central Hospital

The International MBA provides a myriad of pathways for global careers. It has opened doors for international students establishing roots in North America as well as for Canadians launching careers in other parts of the globe across a variety of industries and functional areas.

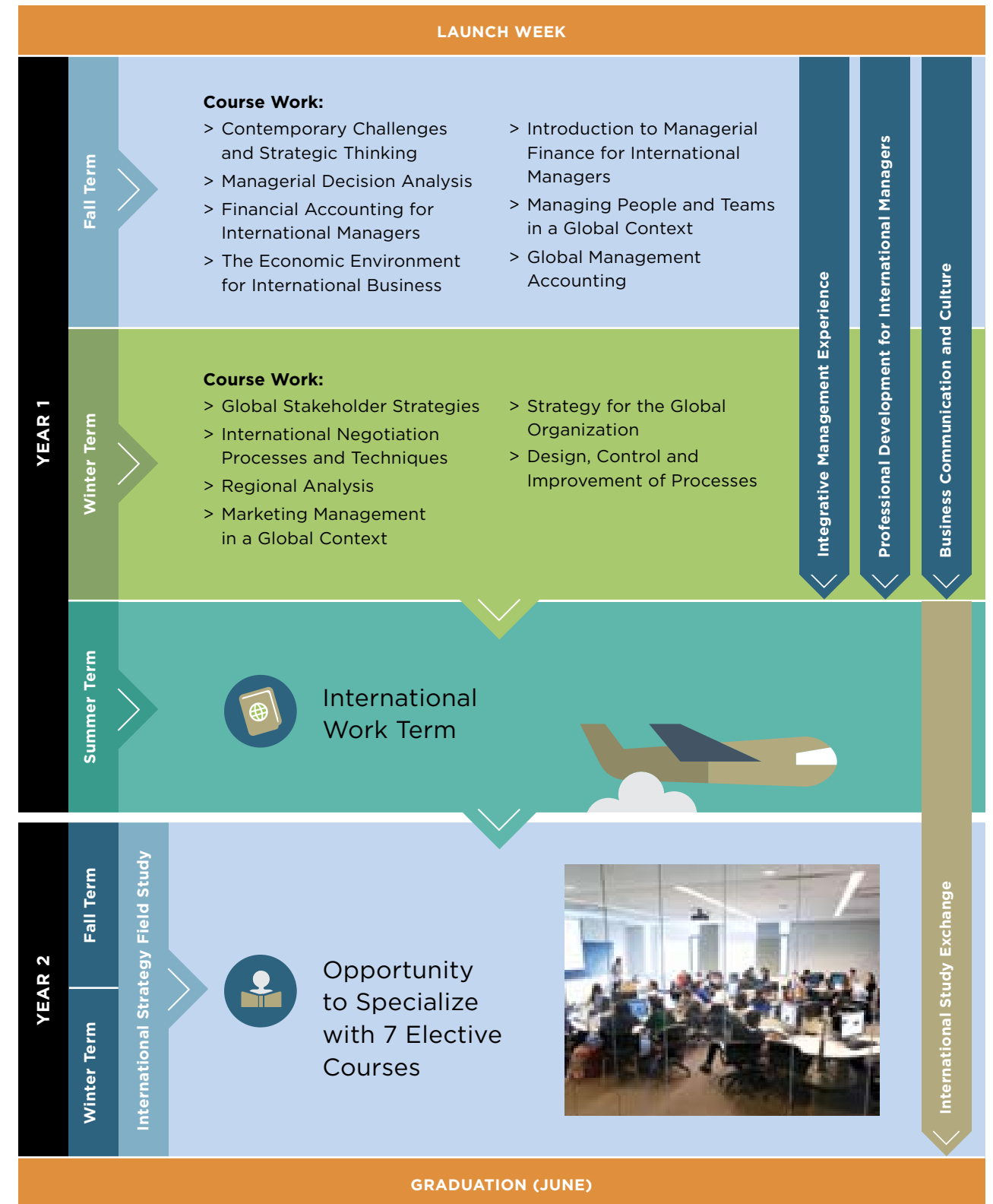


Juan Aja Aguinaco (IMBA '16)  
Chief Operating & Marketing Officer  
BlockUnity  
TORONTO, CANADA



Regina Muggenburg Esteinou (IMBA '16)  
International Associate  
Scotiabank  
TORONTO, CANADA  
View Regina's story:  
[schulich.yorku.ca/regina](http://schulich.yorku.ca/regina)

## International MBA Program Course Structure



## Schulich Faculty Ahead of the Curve

Enjoy a dynamic learning environment with over 100 elective courses to choose from. Work closely with Schulich faculty, who are both researchers and practitioners, as they bring theory and application into the classroom.

### INSTRUCTOR GRAEME DEANS

BSc (Queen's); MBA (Dartmouth)

Partner at Ernst & Young LLP

**Teaches:** Mergers and Acquisitions;  
Integrated Management Experiences II

Winner of the 2015 Seymour Schulich  
Teaching Excellence Award

"Mr. Deans' expertise and knowledge of M&A and sense of humour allowed for a great classroom experience. His evaluation style was very fair, and he made himself available long after class for questions and concerns. He even gave valuable career advice. Mr. Deans is, hands down, one of the best MBA instructors at Schulich."

**HASSANAIN KALFAN (MBA '16)**



### PROFESSOR MARKUS GIESLER

BA, MBA, PhD (Witten/Herdecke, Germany)

Associate Professor of Marketing

**Teaches:** Market Systems Strategy;  
Entertainment Marketing and Culture;  
Marketing Management; Customer Experience Design

"There is an immense need for the progressive theory and practices taught by Professor Giesler. He showed us that by adopting the 2% big designer approach, we can create and nurture lasting customer relationships that lead to improved engagement and loyalty. His course transformed my view of and approach to marketing."

**JACQUELINE TSEKOURAS (MBA '16)**



### PROFESSOR ASHWIN JOSHI

BAS Hons (Trent); PhD (Queen's)

Associate Professor of Marketing  
Academic Co-Director, Schulich MBA Program in India  
Director, MBA Program

**Teaches:** Consumer Behaviour;  
Marketing Management

"One of the best features of the Schulich MBA program is its responsiveness to feedback. As a student, I felt the need for more resources in the areas of analytical and presentation skills. I was able to work with Professor Joshi to develop a course that focuses on the development of these skills. I am delighted to learn that today there are multiple sections of this course that are offered in the program."

**TRISTAN CAMMAERT (MBA '03)**



**PROFESSOR ALEXANDRA CAMPBELL**

*BA Hons (York); MBA & PhD (Toronto)*

Associate Professor of Marketing  
Director, IMBA Program

**Teaches:** Relationship Marketing;  
Marketing Management; International Marketing;  
Direct and Database Marketing; Export Marketing;  
Leadership Skills for Management;  
Strategic Marketing

“During my time at Schulich, I always felt that Professor Campbell had my best personal, academic and professional interests at heart, took the time to listen to my concerns and worked with me to find workable solutions.”

**SOPHIE BERTRAND (IMBA '16)**



“Schulich is a very diverse school with many options for students to engage themselves both in and outside the classroom. In addition to many different electives, we encourage students to get involved with case competitions, business conferences and specialized student clubs. Regardless of your interests, Schulich has something to offer you.”

**PROFESSOR CAMPBELL**

**PROFESSOR MATTHIAS KIPPING**

*MA (Sorbonne, France); MBA (Harvard);  
Dipl (EHESS, France); DPhil (München, Germany)*

Professor of Strategic Management/Policy  
Richard E. Waugh Chair in Business History  
Academic Director, Kellogg-Schulich EMBA Program

**Teaches:** Managing Globally: Past, Present and Future

“Professor Kipping exposed me to various perspectives on business from the past that will help me apply and create best practices in the future. He was inspiring and engaging, well-read and traveled, which showed in his teaching.”

**SANTOSH PRASAD (MBA '16)**



**PROFESSOR MOSHE ARYE MILEVSKY**

*BA (Yeshiva); MA & PhD (York)*

Associate Professor of Finance  
Chair, Finance Area

**Teaches:** Personal Financial Management;  
Options, Futures and Other Derivative Securities;  
Retirement Income Planning Models

“In Schulich’s MBA program, classroom learning is highly interactive and challenging. You have to roll up your sleeves and get involved.”

**PROFESSOR MILEVSKY**



**PROFESSOR MARCIA ANNISETTE**

BSc Hons (West Indies); MSc (UMIST, UK);  
PhD (Manchester, UK); FCCA (UK); CPA, CGA

Associate Professor of Accounting  
Program Director, Master of Accounting  
Associate Dean, Students, Student  
Services and International Relations

**Teaches:** Financial Accounting  
Fundamentals

“Professor Annisette is one of the  
greatest professors I have met at  
Schulich. Her continuous support and  
guidance through both the academic  
program and the transition to my career  
have provided me with an excellent  
grounding in business and accounting  
in the workplace.”

**MICKY ZHANG (MAcc '14)**



“Today, more than ever before, the widest variety of perspectives is needed when making business and financial decisions. Schulich graduates will be highly valued in the workplace for their ability to bring more culturally, ethically and environmentally-informed frameworks into business settings.”

**PROFESSOR ANNISETTE**

**PROFESSOR MOREN LÉVESQUE**

BSc & MSc (Laval); PhD (British Columbia)

Professor of Operations Management  
and Information Systems  
CPA Ontario Chair in International Entrepreneurship

**Teaches:** Entrepreneurship and Technology Ventures;  
Entrepreneurship and New Firm Creation;  
International Entrepreneurship

“I see individual actions as a key to the success  
(or failure) of entrepreneurial activity. Thus, I view  
individuals’ decision-making as one of the most  
important aspects of developing an understanding of  
entrepreneurship.”

**PROFESSOR LÉVESQUE**



**PROFESSOR KEVIN TASA**

BComm (Saskatchewan); MSc & PhD (Toronto)

Associate Professor of Organizational Behaviour  
Program Director, Master of Management

**Teaches:** Negotiations; Organizational Behaviour

“While life experience and negotiation skills seem  
to go hand-in-hand, Professor Tasa provided a new  
perspective – one that allowed me to re-evaluate my  
skills and interpret those of others. *Negotiations* was  
remarkable not only for its real-life application, but  
also because it challenged me in ways most classes  
did not. Professor Tasa is bar none one of the best  
teachers I’ve ever had in my life.”

**HAILEY HALPERN (MBA '16)**



# Student Life

## Make Life-Changing Connections

Hone your strengths and discover your passions alongside students from an array of different backgrounds. Build lasting connections and memories as you participate in clubs, case competitions and a host of other activities.

### Discover your leadership skills



Explore your business interests by joining one of over 30 clubs and student-run organizations. From mining and investment banking to sustainable enterprise and women in leadership, pursue a broad spectrum of interests alongside your studies.



### Enjoy new social activities



Join a tightly knit group of students and connect through sports, pub nights and community engagement. Schulich brings you a world of opportunity to expand your interests alongside students from an array of different backgrounds and regions.



### Participate in case competitions



Strengthen your analytical and presentation skills.



### Personalize and enrich your experience



Engage in a wide selection of networking and personal development activities.



### Student life key highlights



#### September

Enjoy the Graduate Business Council's (GBC) Fall Weekend Getaway with fellow students for canoeing, campfires and other adventures.



#### January

Experience a true Canadian winter with the GBC Winter Getaway. Dog sledding, skiing and tobogganing are some of the activities available.



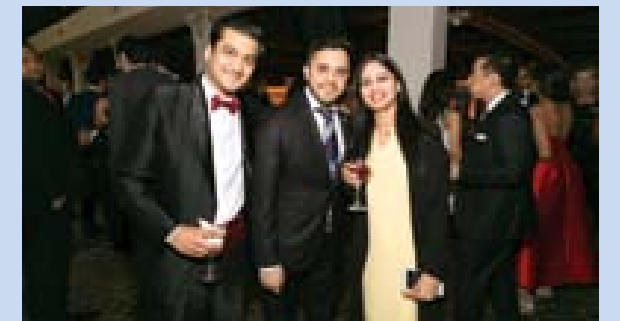
#### October

Schulich's Culture Crawl is a terrific opportunity to sample cuisines from around the globe - courtesy of your fellow students.



#### April

Celebrate the end of the Winter term with the Graduate Formal!





# International Opportunities

## Expand Your World

Internationalize your experience and explore all the world has to offer while earning degree credit toward your program of study.

### Participate in a study tour



Immerse yourself in a different culture and business environment.

Earn degree credit as you travel to another part of the world with classmates to learn about the social, political and economic forces at play in the region.



### Provide strategic advice

Advise a firm seeking entry in the Canadian market, through the Global Leadership Program.



### Compete on the international stage

Challenge yourself at competitions such as the Hult Prize and L'Oreal Brandstorm.



“My exchange semester was one of the most incredible and defining experiences of my life. It gave me a chance to broaden my perspectives both academically and personally.”

**JUDY PATLA (MBA '15)**

MANAGER, MARKETING ACQUISITION AND RETENTION  
SCOTIABANK

Globalize your MBA experience and expand your professional network by completing a short-term program or semester abroad at one of our exchange partners.

### 53 partner schools in 30 countries

#### ARGENTINA

- IAE Business School, Universidad Austral, Buenos Aires

#### AUSTRALIA

- Melbourne Business School, University of Melbourne, Melbourne
- Australian Graduate School of Management (AGSM), University of New South Wales (UNSW), Sydney

#### AUSTRIA

- Wirtschaftsuniversität Wien – Vienna University of Economics and Business (WU), Vienna

#### BRAZIL

- Fundação Getulio Vargas – Escola de Administração de Empresas de São Paulo (FGV-EAESP), São Paulo

#### CHILE

- Pontificia Universidad Católica de Chile (PUC) – MBA UC Escuela de Administración, Santiago

#### CHINA

- Beihang University – School of Economics and Management (SEM), Beijing
- Peking University – Guanghua School of Management, Beijing
- CUHK Business School, Hong Kong
- HKUST Business School, Hong Kong
- CEIBS – China Europe International Business School, Shanghai
- Fudan University – School of Management, Shanghai

#### DENMARK

- Copenhagen Business School (CBS), Copenhagen

#### FINLAND

- Aalto University School of Business, Helsinki

#### FRANCE

- ESSEC Business School, Cergy-Pontoise
- EMLYON Business School, Lyon
- IAE Aix-Marseille Graduate School of Management, Aix-Marseille University, Puyricard

#### GERMANY

- WHU – Otto Beisheim School of Management, Düsseldorf
- University of Mannheim Business School, Mannheim

#### HUNGARY

- CEU Business School, Central European University, Budapest

#### INDIA

- Indian Institute of Management, Ahmedabad (IIMA), Ahmedabad
- Indian Institute of Management, Bangalore (IIMB), Bangalore
- Indian School of Business, Hyderabad
- SP Jain Institute of Management & Research, Mumbai

#### ISRAEL

- Recanati School of Business, Tel Aviv University, Tel Aviv

#### ITALY

- Bocconi Graduate School, Università Bocconi, Milan

#### JAPAN

- International University of Japan (IUJ) – Graduate School of International Management, Niigata
- Keio Business School (KBS), Graduate School of Business Administration, Keio University, Tokyo

#### MEXICO

- EGADE Business School, Tecnológico de Monterrey, Mexico City
- IPADE Business School, Universidad Panamericana, Mexico City
- Instituto Tecnológico Autónomo de México (ITAM), Mexico City

#### NETHERLANDS

- Rotterdam School of Management (RSM), Erasmus University, Rotterdam

#### NORWAY

- BI Norwegian Business School, Oslo

#### PERU

- ESAN Graduate School of Business, Universidad ESAN, Lima

#### PHILIPPINES

- Asian Institute of Management (AIM) – W.SyCip Graduate School of Business, Makati City

#### SINGAPORE

- Nanyang Business School, Nanyang Technological University, Singapore
- NUS Business School, National University of Singapore, Singapore

#### SOUTH AFRICA

- Wits Business School, University of Witwatersrand, Johannesburg

#### SOUTH KOREA

- Korea University Business School (KUBS), Seoul
- Yonsei University School of Business – Global MBA Program, Seoul

#### SPAIN

- ESADE Business School, Barcelona
- IE Business School, Madrid

#### TAIWAN

- National Chengchi University – College of Commerce (NCCU), Taipei
- National Sun Yat-sen University (NSYSU), Kaohsiung City
- National Taiwan University (NTU) – College of Management, Taipei

#### THAILAND

- SASIN Graduate Institute of Business Administration, Bangkok

#### TURKEY

- Koç University – Graduate School of Business, Istanbul

#### UNITED KINGDOM

- Warwick Business School (WBS), University of Warwick, Coventry
- University of Edinburgh Business School, Edinburgh
- Manchester Business School, University of Manchester, Manchester

#### USA

- NYU Stern, New York
- Howard University School of Business, Washington, DC

#### VENEZUELA

- IESA – Instituto de Estudios Superiores de Administración, Caracas

# Career Development

## Shape Your Success

The Schulich Career Development Centre (CDC) offers a wealth of innovative programs and resources to help students accelerate their careers and facilitate employment opportunities.

Our CDC Advisors are certified career coaches who work closely to help you identify your strengths, determine career objectives and develop a tailored plan to achieve your career goals. Benefit from our career assessment and research tools, career modules, professional development workshops, on-campus corporate information sessions and recruitment events. This winning formula for career success supports consistently high placement rates for graduating students.

### CLASS OF 2016 - GRADUATE EMPLOYMENT AT A GLANCE

**89%** of students were hired within three months of graduation

**92%** of graduating class participated in the survey

**\$91,860\***

Average salary (includes base salary and other guaranteed compensation)

**140**

Number of companies that hired Schulich MBA /IMBA students

**\$12,050\*\***

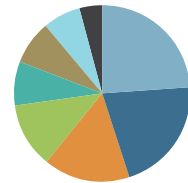
Average signing bonus

**\$60,000 - \$175,000**

Salary range

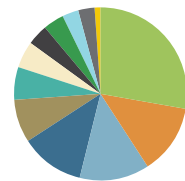


### CLASS OF 2016 - EMPLOYMENT BY FUNCTION



- Finance/Accounting (24%)
- Consulting (21%)
- Marketing/Sales (16%)
- Operations/Supply Chain/Logistics (12%)
- General Management (8%)
- Law/Education/Real Estate (8%)
- Other (7%)
- Technology (4%)

### CLASS OF 2016 - EMPLOYMENT BY INDUSTRY



- Financial Services (28%)
- Consulting (13%)
- Technology/Telecomm (13%)
- Law/Other (12%)
- Consumer Services/Packaged Goods (8%)
- Public Admin/Non-Profit/Government (6%)
- Manufacturing/Operations/Transportation (5%)
- Accounting/Corporate Services (4%)
- Medical/Science/Pharma (4%)
- Real Property (3%)
- Retail (3%)
- Energy/Oil/Gas (1%)



\*These results are for full-time graduate level students only and do not include signing bonuses or students from part-time MBAs, EMBA, or other Master level programs.

\*\*For those who reported salary numbers

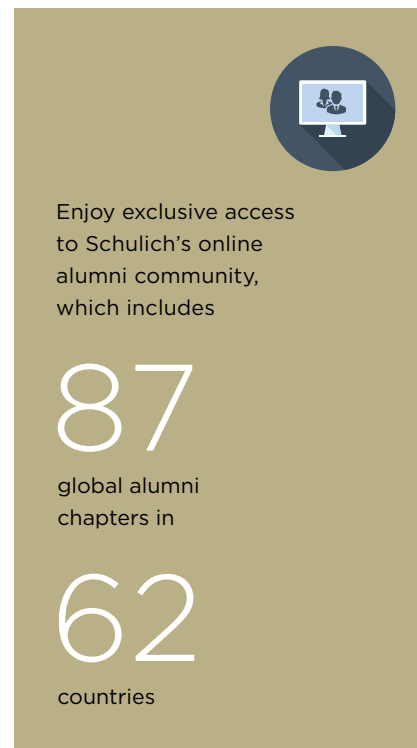
\*\*For those who reported signing bonus

## Schulich Global Alumni Network

### Notable Alumni are Leading by Example

When you graduate from Schulich, you become part of one of the largest business alumni networks in Canada. Here's a brief look at the scope of the Schulich alumni network and a sampling of those who are leading by example.

#### Connect and benefit from access to the Schulich Global Alumni Network



As a student, participate in the **SCHULICH ALUMNI MENTORSHIP PROGRAM**

or engage with alumni at events and conferences to gain key insights into the industries and careers that you're passionate about.

Take advantage of life-long professional development activities, career management resources, and alumni events.



Jasper Cheung (MBA '90)  
President, Amazon.com, Japan



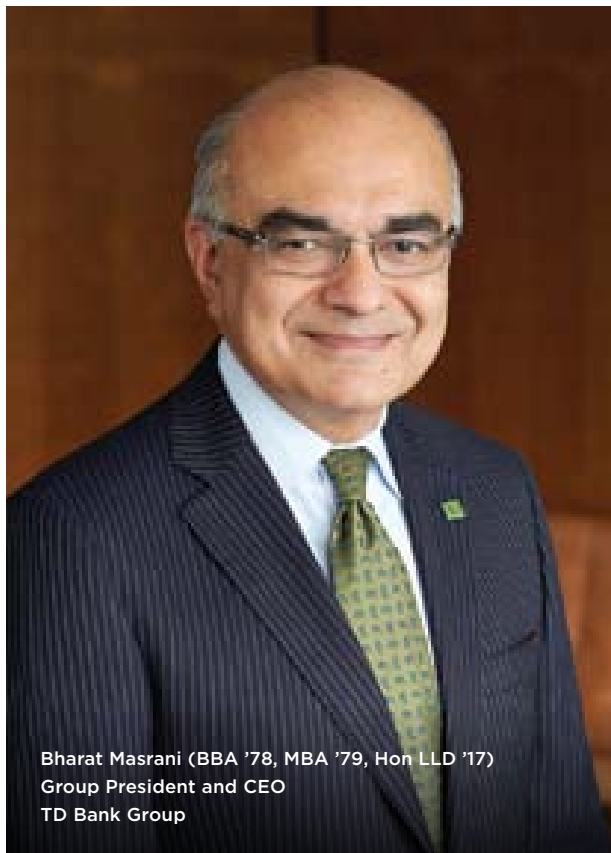
Laura Michalchyshyn (MBA '93)  
President and Co-Founder, Sundance Productions  
Photo: Francis Hills



Frank M. Vettese (BBA '86, MBA '91)  
Managing Partner and Chief Executive  
Deloitte



Kathleen Taylor (MBA/JD '84, Hon LLD '14)  
Chair of the Board, Royal Bank of Canada



Bharat Masrani (BBA '78, MBA '79, Hon LLD '17)  
Group President and CEO  
TD Bank Group



Vincenzo Commisso (MBA '92)  
Co-Founding Partner, President and CEO  
9 Story Media Group

Events like the Alumni Mentorship Program and Schulich CONNECT are valuable platforms for students to gain industry insights, build a professional network and to develop effective job search strategies. Students are encouraged to participate in various alumni events that are hosted throughout the year at Schulich.



# The Toronto Advantage

## Why Toronto Rocks

Come to Canada to study, and stay to build a life post-degree through favourable immigration pathways.

Ranked as the

**SAFEST METROPOLITAN CITY IN NORTH AMERICA**

**3<sup>rd</sup> LARGEST**

Aggregate stock exchange in North America

**RANKED #3 IN THE WORLD**

*PWC Cities of Opportunity 2016*

**Ranks among the top five most livable cities in the world**

*Economist Intelligence Unit, 2016*

**76,000 TOTAL BUSINESSES**

Source (unless specifically indicated): Invest Toronto



One of the most multicultural cities in the world -

**1/2 OF TORONTO'S POPULATION WAS BORN OUTSIDE OF CANADA**

Ranked in the

**TOP 5**

cities in the world to do business

**82** Companies with over \$1 billion in annual revenues

**TOP 10**

Best cities to live and work

*Boston Consulting Group, 2014*



# Admission Requirements

## What You Need to Apply

REQUIREMENTS	MBA / MBA IN INDIA	IMBA	MBA/JD	MBA/MFA/MA
EDUCATION	3- or 4-year degree from recognized post-secondary institution			A 3- or 4-year Fine Arts degree from a recognized post-secondary institution
GPA	B	B	A-	B+
GMAT/GRE	Acceptable score on all dimensions			
WORK EXPERIENCE	<ul style="list-style-type: none"> <li>2 years with 4-year degree</li> <li>3 years with 3-year degree</li> </ul>	<ul style="list-style-type: none"> <li>2 years with 4-year degree</li> <li>3 years with 3-year degree</li> </ul>	Preferred	Relevant work experience within the arts or cultural industries
LANGUAGE PROFICIENCY	<b>IELTS: 7.0</b> (minimum 6.5 on each dimension)  <b>TOEFL: 100</b> (minimum 23 on each dimension)	<b>IELTS: 7.0</b> (minimum 6.5 on each dimension)  <b>TOEFL: 100</b> (minimum 23 on each dimension)  <i>Other language testing:</i> <b>Oral Proficiency Interview (OPI): Intermediate-High</b>	<b>IELTS: 7.0</b> (minimum 6.5 on each dimension)  <b>TOEFL: 100</b> (minimum 23 on each dimension)	<b>IELTS: 7.0</b> (minimum 6.5 on each dimension)  <b>TOEFL: 100</b> (minimum 23 on each dimension)

Pursuing a business degree is an important decision. At Schulich, we support you with an application experience that leaves you feeling informed and empowered.

REQUIREMENTS	MBA / MBA IN INDIA	IMBA	MBA/JD	MBA/MFA/MA
ESSAYS	2 video, 2 written, 1 timed written			
REFERENCE LETTERS	2 reference letters			
OTHER			Admission into Osgoode Law School required  85 <sup>th</sup> percentile on the Law School Admission Test (LSAT)	Admission into Faculty of Graduate Studies required
ADMISSIONS DEADLINES	<b>SEPTEMBER ENTRY (Full-time and Part-time*)</b> Round 1**: Dec. 1 Round 2: Feb. 1 Round 3: Mar. 15 Round 4***: Apr. 30  <b>JANUARY ENTRY (Full-time and Part-time*)</b> Round 1**: July 5 Round 2: Sept. 5 Round 3: Oct. 1 Round 4***: Nov. 15  <small>*The part-time downtown cohort and full-time downtown cohort start in September only.            **International students and those interested in being considered for scholarships are encouraged to apply in Round 1.            ***Late applications are accepted pending space availability.</small>	<b>SEPTEMBER ENTRY (Full-time only)</b> Round 1*: Dec. 1 Round 2: Feb. 1 Round 3: Mar. 15 Round 4**: Apr. 30  <small>*International students and those interested in being considered for scholarship are encouraged to apply in Round 1.            **Late applications are accepted pending space availability.</small>	<b>SEPTEMBER ENTRY (Full-time only)</b> Round 1*: Dec. 1 Round 2: Feb. 1 Round 3: Mar. 15 Round 4**: Apr. 30  <small>*2<sup>nd</sup> year entry candidates must apply to the joint program by the deadline provided by the school that they will be attending in their 2<sup>nd</sup> year. i.e. MBA 1 students must apply by deadlines provided by Osgoode; 1L students must apply by deadlines provided by Schulich.            **Late applications are accepted pending space availability.</small>	<b>SEPTEMBER ENTRY (Full-time only)</b> Round 1*: Dec. 1 Round 2: Feb. 1 Round 3: Mar. 15 Round 4**: Apr. 30  <b>GRADUATE STUDIES DEADLINES**</b>  <small>*International students and those interested in being considered for scholarship are encouraged to apply in Round 1.            **Please refer to Graduate Studies at York (<a href="http://www.gradstudies.yorku.ca">www.gradstudies.yorku.ca</a>) for the exact deadline for the MA or MFA program that you are interested in.</small>

# Financial Aid

## Invest in Your Future

We welcome the opportunity to discuss ways to finance your education and the return on investment our programs offer.

**Over \$4 Million**

**in Scholarships, Awards, Bursaries and Funding for Student Experience**



### Top Awards

**ROBERT KREMBIL  
SCHOLARSHIP OF MERIT**

**3 @ value of domestic tuition  
+ \$5,000**

**SEYMOUR SCHULICH  
MBA ENTRANCE SCHOLARSHIP**

**5 @ \$24,200**

**TANNA H. SCHULICH  
MBA ENTRANCE SCHOLARSHIP**

**5 @ \$24,200**

### Line of Credit for Domestic Students



up to \$115,000  
at prime



up to \$90,000  
at prime



up to \$125,000  
at prime

### Loans for International Students

To learn more about funding opportunities for international students, please visit:  
[www.schulich.yorku.ca/financial-aid/loans/](http://www.schulich.yorku.ca/financial-aid/loans/)

Partnerships with:



### Contact Us

Email: [finaid@schulich.yorku.ca](mailto:finaid@schulich.yorku.ca)  
[www.schulich.yorku.ca/financialaid](http://www.schulich.yorku.ca/financialaid)

# Tuition Fees

*All fees are in Canadian dollars*

		<b>DOMESTIC STUDENTS</b> Canadian Citizen, Landed immigrant, Permanent Resident	<b>INTERNATIONAL STUDENTS</b> Visa/Study Permit
<b>MBA IMBA*</b>	Cost Per Term** 2018 - 2019	\$ 19,930 (Full-time) \$ 8,020 (Part-time)	\$ 25,470
	<b>TOTAL TUITION†</b> (Approx.)	<b>\$ 85,500 (Full-time)</b> <b>\$ 85,500 (Part-time)</b>	<b>\$ 106,200</b>
<b>MBA/JD MBA/MFA MBA/MA</b>	Cost Per Term** 2018 - 2019	\$ 19,930	\$ 25,470
	<b>TOTAL TUITION TO SCHULICH†^</b> (Approx. based on 3 terms)	<b>\$ 60,800</b>	<b>\$ 77,700</b>

- \* IMBA program is only offered full-time.
- \*\* Domestic tuition fees for 2019 and beyond have not been set. Approximate tuition based on a 5% increase per year on 2018 - 2019 tuition. Fees are subject to change.
- † Total tuition fees are approximate and vary with start date and program length. Please consult the Schulich School of Business website. Total tuition fees listed above include an estimated \$450 per term ancillary and student referenda fee. For supplementary fee information please refer to the student financial services website: [www.sfs.yorku.ca/fees/courses](http://www.sfs.yorku.ca/fees/courses)
- ^ Students in the MBA/JD pay 3 terms of full-time tuition to Schulich and 5 terms of full-time tuition to Osgoode Hall Law School. Students in the MBA/MFA or MBA/MA pay 3 terms of full-time tuition to Schulich and 3 terms of full-time tuition to the Faculty of Graduate Studies. For tuition costs at the Osgoode and the Faculty of Graduate Studies, please visit: [www.sfs.yorku.ca/fees/courses](http://www.sfs.yorku.ca/fees/courses)

*All fees are in Canadian dollars*

	2018-2019 Tuition Per Term	\$ 25,470	2019-2020 Tuition Per Term	\$ 26,720
<b>MBA IN INDIA</b>	Ancillary and student referenda fees per term	n/a	Ancillary and student referenda fees per term	\$ 465
	Less Entrance Funding	\$ 15,000		
	<b>TOTAL YEAR 1 FEES (2 TERMS)</b>	<b>\$ 35,940</b>	<b>TOTAL YEAR 2 FEES (2 TERMS)</b>	<b>\$ 54,370</b>

# Cost of Living

<b>LIVING EXPENSES IN TORONTO<sup>1</sup> (1 Term)</b>		<b>LIVING EXPENSES IN INDIA<sup>1,4</sup> (1 Term)</b>	
Books/Course Materials	\$ 750	Books/Course Materials	\$ 250
Rent (On Campus) <sup>2</sup>	\$ 5,000	Rent (On Campus) <sup>2</sup>	\$ 1,500
Food	\$ 1,500	Food	\$ 600
Personal Expenses	\$ 1,000	Personal Expenses	\$ 500
Health Insurance (UHIP + GSA coverage) <sup>3</sup>	\$ 450		
<b>APPROXIMATE COST PER TERM</b>	<b>\$ 8,700</b>	<b>APPROXIMATE COST PER TERM</b>	<b>\$ 2,850</b>

- <sup>1</sup> The chart above (all figures are approximations) is intended as a budget guide for students studying full-time at the Schulich School of Business. Costs are listed in Canadian dollars.
- <sup>2</sup> Off-campus housing varies in price from \$500 - \$1,200 per month depending on the location and options. For on-campus accommodation visit [www.yorku.ca/stuhouse](http://www.yorku.ca/stuhouse)
- <sup>3</sup> Participation in the University Health Insurance Plan (UHIP) is mandatory only for International Students while in Toronto. The Graduate Student Association (GSA) plan is for dental and drug coverage (mandatory for all domestic and international full-time students unless student has alternative coverage). Coverage for spouse/family is available at additional rates. Health/Drug/Dental plan rates are subject to change. Please visit [www.health.gov.on.ca](http://www.health.gov.on.ca) for details on Ontario Health Insurance Plan (OHIP) coverage (for domestic students only). Subtract UHIP cost for domestic student total average cost.
- <sup>4</sup> MBA in India students reside in India for two terms, and complete the remainder of the program in Toronto.

## Next Steps

Ready to learn more about  
Canada's Preeminent MBA Program?

### FIND OUT MORE ABOUT SCHULICH

1. Visit us online: [schulich.yorku.ca](http://schulich.yorku.ca)
2. Join us for an information session, open house, or webinar.  
Register at: [schulich.yorku.ca/events](http://schulich.yorku.ca/events)
3. Meet one-on-one with our admissions team, in person, on the road or online to discuss your profile.  
Register at: [schulich.yorku.ca/grad-inquiry](http://schulich.yorku.ca/grad-inquiry)

[schulich.yorku.ca](http://schulich.yorku.ca)

### CONNECT WITH US

-  Learn about us on the Web:  
[schulich.yorku.ca](http://schulich.yorku.ca)
-  Follow us on Twitter:  
[@SchulichSchool](https://twitter.com/SchulichSchool)
-  Watch us on YouTube:  
[youtube.com/user/SchulichSchool](https://youtube.com/user/SchulichSchool)
-  Connect with us on LinkedIn:  
[linkedin.com/company/schulichbusiness](https://linkedin.com/company/schulichbusiness)
-  Like us on Facebook:  
[facebook.com/SchulichSchool](https://facebook.com/SchulichSchool)
-  Email us at:  
[admissions@schulich.yorku.ca](mailto:admissions@schulich.yorku.ca)

## Achievements speak louder than words.

Schulich is ranked among the leading business schools in the world and #1 in Canada.

Schulich alumni excel in every industry, and on every continent – providing innovative solutions in the 21<sup>st</sup> century world of business.





A Schulich MBA prepares students to excel within the new business paradigm. Our students graduate ready to lead and make an enduring mark wherever they go.

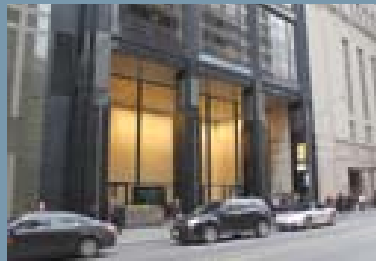
[schulich.yorku.ca](http://schulich.yorku.ca)

#### Locations

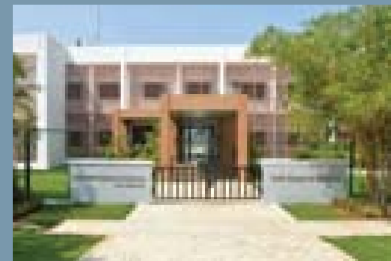
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**KEELE CAMPUS**  
**Schulich School of Business**  
**Seymour Schulich Building**  
York University  
4700 Keele Street  
Toronto, Ontario, Canada  
M3J 1P3



**DOWNTOWN CAMPUS**  
**Schulich School of Business**  
**Miles S. Nadal Management Centre**  
222 Bay Street  
Suite 500  
Toronto, Ontario, Canada  
M5K 1K2



**HYDERABAD CAMPUS**  
**Schulich School of Business**  
**GMRSB Campus**  
Block A-1  
GMR Aerospace Compound  
c/o GMR Hyderabad  
International Airport  
Shamshabad, Hyderabad, India  
500409