PREPARING INNOVATIVE LEADERS FOR GLOBAL IMPACT
I learned how to recruit and build a team and shape a SUSTAINABLE BUSINESS. Today I’m running...
on the **THRILL** of doing exactly **WHAT I WANT** to do.
UTC Aerospace Systems values my ability to work through tough problems and find solutions. I truly owe the **SUCCESSES** I’ve been blessed to have to the **SOLID FOUNDATION** I established with the UC Davis MBA.

**ARACELI CORTEZ**  
MBA 09  
UTC Aerospace Systems | Chicago, Ill.  
Program Engineer

**PREVIOUS POSITION**  
Program Manager  
UTC Aerospace Systems | Chicago, Ill.

**PREVIOUS DEGREE**  
BS, Computer Engineering  
University of California, Davis
Known for **DRIVING RESULTS** in the workplace, innovative thinking and effective collaboration, UC Davis MBA graduates are in **HIGH DEMAND** across a wide range of industries.

**OUR APPROACH**  
At the Graduate School of Management, you’ll find a vibrant, close-knit community where each student matters. Our career development team will work with you on site via one-on-one consultations and workshops. You’ll pinpoint industries and companies where you want to work, and we will promote you directly to those employers. It’s almost like having your own talent broker.

We’ll help you find your next great job—and the right career.

**OPENING DOORS**  
We have built strong, enduring relationships with a broad network of more than 600 top corporations that know the quality of our graduates. Each year we expand this group with new partnerships that reflect both our students’ emerging interests and talents, as well as hot new companies and industries.

**MAXIMIZE YOUR INVESTMENT**  
The UC Davis MBA delivers outstanding value, outpacing the return on investment of similar programs worldwide. A survey of our 2012–2015 part-time MBA graduates found:

- **92%** EARNED SALARY INCREASES
- **48%** AVERAGE SALARY INCREASE OVER PRE-MBA EARNINGS
- **2/3** PROMOTED OR JOINED A NEW COMPANY

**NEXT STOP: SUCCESS**  
While still in the program some students receive a promotion or land their dream job. Our graduates find success in many fields—finance, consulting, marketing, healthcare, technology and entrepreneurial opportunities. And they are on the fast track to top management positions, such as CEO, CFO, partner, managing director or owner.
It’s exciting to be a leader at one of the nation’s largest credit unions, bringing value to our members across California and giving back to the Sacramento region as we help Golden 1 Center become a reality.
YOUR UC DAVIS MBA WILL TAKE YOU WHERE YOU WANT TO GO

This map highlights some of our current Sacramento MBA students, talented professionals whose leadership and expertise are making an impact on the region—and beyond.

JASON YUEN
Information Systems Analyst
PACIFIC GAS AND ELECTRIC CO.
WEST SACRAMENTO

THOMAS BUFFALO
Research Program Specialist II
(Economics)
CALSTRS
WEST SACRAMENTO

JASON TRUITT
Estimating Systems Manager
PRIDE INDUSTRIES
ROSEVILLE

SEIHA BUTH
QC Associate
GENETECH INC.
VACAVILLE

DREW STROUD
Accounting Manager
MICHAEL DAVID WINERY
Owner, A.CAMPINO VINEYARDS
LODI

BERNADETTE FAKHRISSARALAN
Product Strategy Manager
ORACLE CORP.
ROSEVILLE

OLGA MOSKALEVA-HUGHES
Rebate Analyst
INTEL CORP.
FOLSOM

JIME LIU CPA
Senior Financial Advisory Staff
COHNREZNICK LLP
DOWNTOWN

LESLEY BRADSHAW
Account Manager
GE HEALTHCARE
NORTH SACRAMENTO

JASON TROUTT
Estimating Systems Manager
PRIDE INDUSTRIES
ROSEVILLE

DANIELLE ROSS
Management Analyst
SMUD
CITRUS HEIGHTS

BERNADETTE FAKHRISSARALAN
Product Strategy Manager
ORACLE CORP.
ROSEVILLE

LINDA BRADSHAW
Credit Analyst
COBANK
ROSEVILLE

JASON TRUITT
Estimating Systems Manager
PRIDE INDUSTRIES
ROSEVILLE

DANIELLE ROSS
Management Analyst
SMUD
CITRUS HEIGHTS

NICK SHERRELL
Senior Project Manager, Management of Change
BLUE SHIELD OF CALIFORNIA
EL DORADO HILLS

HINESH SHAH
Senior Program Manager
INTEL CORP.
FOLSOM

SEAN BUNTON
Senior Business Analyst
SUTTER HEALTH
RANCHO CORDOVA

DEREK HARLESS
Finance Analyst
E & J. GALLO WINERY
MODESTO

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SUTTER HEALTH
RANCHO CORDOVA

DEREK HARLESS
Finance Analyst
E & J. GALLO WINERY
MODESTO
I’m able to immediately APPLY my classroom education to day-to-day decisions at work. Now I’m a more data- and process-driven CONTRIBUTOR. I’ve learned how to COLLABORATE BETTER in teams, effectively negotiate with stakeholders and—most importantly—manage time.

ANAND MUDLAPUR MBA Student
Intel Corp., Folsom, Calif.
Client Graphics Emulation Manager

PREVIOUS POSITION
Emulation Engineer
Intel Corp., Folsom, Calif.

PREVIOUS DEGREES
MS, Electrical and Electronics Engineering
Auburn University, Auburn, Ala.
BE, Electrical, Electronics and Communications Engineering
Bangalore Institute of Technology, India
Transformative Experience

The UC Davis MBA prepares you to be an INNOVATIVE leader with global impact. You’ll gain the strong foundation, PERSPECTIVE and balance to deliver immediate RESULTS.

Through our IMPACT curriculum, you will build a broad foundation of business knowledge and skills.

| Integrated Management Project | Articulation and Critical Thinking (IMPACT) core courses. Students team on 10-week projects for client firms. |

**Our IMPACT MBA curriculum**

- Agilent Technologies
- Chevron
- HP
- VSP
- AT&T
- Wells Fargo
- NetApp
- Mars
- Johnson & Johnson

**Recent corporate sponsors include**

**YOUR NEEDS**  | Every aspect of our program, from scheduling and logistics to faculty office hours and support services, is designed to meet your needs as a professional. This flexibility provides options to accelerate or extend your studies, to immediately apply new knowledge and skills on the job—and to meet work commitments while earning your MBA and advancing your career.

**YOUR COMMUNITY**  | Our distinguished professors’ depth of knowledge and personal attention form the foundation of your UC Davis MBA experience. And you will benefit from the insights of your colleagues, who bring diverse backgrounds and industry experience to the classroom.

**YOUR SCHEDULE**  | Most classes meet Monday through Thursday evenings; there are optional weekend courses. Flexibility is key. Most students earn their degree within three years. Some chose to accelerate the program and complete their degree in two years. You have up to four years to complete the degree.

**Dialing up digital:** An MBA team recently worked on a plan for AT&T Wireless to transition from direct mail to digital marketing for a key product.
## Two-Year Curriculum

### Three Classes Per Week

<table>
<thead>
<tr>
<th>YEAR 1</th>
<th>FALL</th>
<th>WINTER</th>
<th>SPRING</th>
<th>SUMMER</th>
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<td>CORE COURSES (3)</td>
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<td>MARKETS &amp; THE FIRM DATA ANALYSIS FOR MANAGERS ARTICULATION &amp; CRITICAL THINKING</td>
<td>FINANCIAL ACCOUNTING MARKETING MANAGEMENT ORGANIZATIONAL STRUCTURE &amp; STRATEGY</td>
<td>THE INDIVIDUAL &amp; GROUP DYNAMICS FINANCIAL THEORY &amp; POLICY MANAGING FOR OPERATIONAL EXCELLENCE</td>
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### Comments

"I’m learning how to LEVERAGE my clinical EXPERIENCE as an RN to build high-quality, efficient and affordable healthcare delivery systems that BENEFIT both my patients and Kaiser Permanente."

---

**MATTHEW BENSLEY**

MBA Student
Kaiser Permanente | Sacramento, Calif.
Director of Neurosciences

**Previous Position**
Manager, Cardiology and Cardiac Lab Services
Kaiser Permanente | Sacramento, Calif.

**Previous Degrees**
BS, Nursing
Samuel Merritt College | Oakland, Calif.
BS, Physiological Science
University of California, Los Angeles
## Three-Year Curriculum

### YEAR 1

<table>
<thead>
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<th>FALL</th>
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<tr>
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<td>- The Individual &amp; Group Dynamics</td>
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<td>CORE COURSES (2)</td>
<td>- Marketing Management</td>
<td>- Financial Theory &amp; Policy</td>
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<td>- Markets &amp; the Firm</td>
<td>- Data Analysis for Managers</td>
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### YEAR 2

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<td>- Managing for Operational Excellence</td>
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### YEAR 3

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## Sample Electives

- Business Development Clinic
- Business Intelligence Technologies and Data Mining
- Business Strategy Consulting
- Corporate Finance
- Corporate Social Responsibility
- Evaluation of Financial Information
- International Study Trip
- Investment Analysis
- Leadership
- Management of Innovation
- Marketing Analytics
- Marketing Strategies
- Multi-Channel Marketing
- Negotiations in Organizations
- New & Small Business Ventures
- Power & Influence in Management
- Product Management
- Robert A. Fox Executive-in-Residence
- Teams & Technology
- Technology Competition and Strategy

## IMPACT Curriculum

Our MBAs solve real-world strategic problems for Fortune 500 firms and Silicon Valley startups. Through the IMPACT curriculum, you can:

- Build a broad foundation of business knowledge and skills.
- Sharpen your writing, speaking and critical-thinking abilities.
- Deepen your expertise in business analytics, entrepreneurship and innovation, finance, general management, marketing, organizational behavior, strategy or technology management.
- Customize your MBA courses to meet your career goals.

[gsu.ucdavis.edu/impact-sacramento](gsu.ucdavis.edu/impact-sacramento)

## Principled Leadership Program

Our Principled Leadership Program, modeled after high-impact approaches used by global companies, includes:

- 360-degree leadership competencies assessment.
- Coaching and feedback sessions.
- Personal leadership development plan.
- Targeted development workshops.

### TIME TO DEGREE

Most students complete their MBA in 33 months.
A Passion for Teaching Excellence

YOU’LL STUDY WITH EXPERTS in their fields, thought leaders who are developing innovative solutions for today’s business challenges. Through their pioneering research, teaching and consulting work, our faculty helps shape the management practices of leading U.S. and multinational corporations, nonprofits and public agencies—and the global markets in which they operate.

OUR PROFESSORS ARE LEADING-EDGE SCHOLARS who trained at top schools, including Stanford University, MIT, the Wharton School, Rice University, Harvard University, the University of Chicago, Cornell University and Northwestern University. Through a powerful combination of case studies, seminars, guest speakers, simulations and team projects, they turn complex concepts into actionable tools you will use throughout your career.

We combine the INTIMATE LEARNING experience of a small liberal arts college with the opportunities of a premier public research university known for harnessing the power of INTERDISCIPLINARY COLLABORATION.

— Nicole Woolsey Biggart, 2015–16 Edward A. Dickson Emeriti Professorship
You will learn from the same **WORLD-CLASS FACULTY** who teach in our internationally ranked Full-Time MBA program. **RELATIONSHIPS** take root and thrive in our collaborative learning environment.

Professor **Shannon Anderson** is an internationally recognized thought leader on managerial accounting, performance-measurement and cost-control systems. Recent research explores data mining’s potential to improve results in the classroom.

Professor **Andrew Hargadon** is at the forefront of teaching, research and practice in cross-disciplinary entrepreneurship. A former product designer at Apple, he directs the UC Davis Child Family Institute for Innovation and Entrepreneurship.

**NO. 13**

**WORLDWIDE, RESEARCH PRODUCTIVITY**

Financial Times Global MBA, 2014

**38%**

**FEMALE FACULTY**

**44%**

**ETHNIC MINORITIES WITHIN THE FACULTY**

**10:1**

**STUDENT: FACULTY RATIO**

**YOUR PROFESSORS WILL KNOW YOU BY NAME**

**Distinguished Professor of Management**

Chih-Ling Tsai

**Senior Scholar**

Harold Schmitz

Chief Science Officer, Mars, Incorporated

**Associate Professor**

Anna Scherbina

explores investment management and behavioral finance.

**Associate Professor of Organizational Behavior**

Gina Dokko

**Jim Olson**

CEO, WestShore Management Group

**Associate Professor of**

Organizational Behavior

Jim Olson

| CEO, WestShore Management Group |

**Associate Professor**

Anna Scherbina

explores investment management and behavioral finance.

**Associate Professor of Organizational Behavior**

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**Associate Professor**

Anna Scherbina

explores investment management and behavioral finance.
My managers recognized my DEDICATION to growing my career—and this opened OPPORTUNITIES for advancement. I was PROMOTED into an assistant vice president, relationship manager role halfway through my MBA program.

YULIA YEVSUKOVA MBA 15
River City Bank | Sacramento, Calif.
Assistant Vice President, Relationship Manager

PREVIOUS POSITION
Portfolio Manager
River City Bank | Sacramento, Calif.

PREVIOUS DEGREE
BS, Managerial Economics
University of California, Davis
You will feel the energy and CAMARADERIE the moment you arrive at our Sacramento campus. We offer an intimate, diverse and VIBRANT environment where learning and relationships flourish.

STRATEGIC LOCATION | You will benefit from the interdisciplinary strengths and rich offerings of UC Davis, one of the world’s top research universities—and from the state-of-the-art learning environment at our Sacramento campus. Recognized for its modern design, the $46.2 million, 121,000-square-foot Education Building is at the heart of the 140-acre UC Davis Health System.

COLLABORATIVE ACTION | UC Davis MBA students have a dual commitment to excel as individuals and to see one another succeed. They:

- Galvanize teams, motivate classmates and ignite innovative thinking.
- Challenge and hold each other accountable.
- Explore fresh approaches shaped by the talents, diversity and creativity of their peers, the campus and the business community.

INCLUSIVE & DIVERSE | The Graduate School of Management prepares results-driven, innovative and agile learners to lead, collaborate—and make a positive impact.

We are committed to building equity, inclusion and diversity across our community, broadening and deepening both the educational experience and the scholarly environment. This emphasis on ethnic, racial, cultural, gender, sexual orientation, geographic, professional and experiential diversity promotes our belief that you learn and grow more when exposed to new ways of thinking and doing business.

OUR 2014 PART-TIME MBA STUDENT PROFILE

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<th>INDUSTRIES REPRESENTED</th>
<th>TECHNOLOGY 25%</th>
<th>OTHER 18%</th>
<th>HEALTHCARE 10%</th>
<th>MANUFACTURING 9%</th>
<th>PUBLIC/GOVERNMENT 8%</th>
<th>SERVICES 8%</th>
<th>EDUCATION 5%</th>
<th>FINANCE 5%</th>
<th>BIOTECH 4%</th>
<th>ENERGY 4%</th>
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<tr>
<th>BUSINESS 23%</th>
<th>SOCIAL SCIENCE 20%</th>
<th>ENGINEERING 16%</th>
<th>MATH/SCIENCE 16%</th>
<th>ECONOMICS 12%</th>
<th>HUMANITIES 7%</th>
<th>COMPUTER SCIENCE 6%</th>
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<td>UNDERGRADUATE MAJORS</td>
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<tr>
<td>BUSINESS</td>
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<td>ECONOMICS</td>
<td>HUMANITIES</td>
<td>COMPUTER SCIENCE</td>
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</table>

| AVERAGE AGE     | 30 | 24–36 |
| AVERAGE WORK EXPERIENCE | 7 YEARS | 1–12 YEARS |
1 **IDEAS INTO ACTION** | Our students collaborate in global, national and regional business and investment competitions—with dramatic results. In recent years these contests have included the Hult Global Case Challenge, the Nespresso Sustainability MBA Challenge and the Walmart Better Living Business Plan Challenge.

2 **DINING WITH THE DEANS** | Sacramento MBA students enjoy quarterly informal lunches with our deans. It’s an opportunity to get to know one another and to discuss important issues, including curriculum, course scheduling and program updates.

3 **MEET WARREN** | Billionaire businessman and philanthropist Warren Buffett has hosted more than 200 UC Davis MBA students at Berkshire Hathaway’s headquarters in Omaha since 2005. He praised our MBAs: “There’s a lot more to education than just the basic curriculum, and UC Davis should be proud of turning out first-rate human beings.”

4 **WORLD OF OPPORTUNITY** | The International Study Trip course opens a window to global business. After a quarter-long study of a region, students take lessons learned on a two-week tour with site visits and executive meetings. Recent trips include Switzerland, Chile, Hungary and the Czech Republic, China, Vietnam, Ecuador and Panama, Germany, and Italy and Turkey—including a visit to the Blue Mosque in Istanbul.

5 **LEADING WITH HONOR** | Believing that ethics are a cornerstone of leadership, students begin their MBA experience with a student-initiated pledge to “complete my degree with honesty and integrity” and to “hold myself and my classmates to the highest standards of honor from this day forward.”

6 **A WORLD OF OPPORTUNITY** | Sacramento MBA students may spend one to three weeks at LUT School of Business in Finland during the summer quarter. Relax in a sauna after a day in the classroom studying energy, innovation or international business in an intensive MBA course—or visit the nearby Baltic States or St. Petersburg.

---

1 **WOMEN IN LEADERSHIP** | Our annual, high-profile “UC Davis Study of California Women Business Leaders” tracks the number of women in the C-suites and board rooms of the largest public companies in the state. The bottom line: the glass ceiling persists.

[1] gsm.ucdavis.edu/women
You’ll enjoy a calendar packed with opportunities, many of which you’ll have a hand creating and planning. Here is just a sample of the many events, activities and thought leaders that have engaged UC Davis MBA students.

7 Igniting Entrepreneurship
UC Davis MBAs network and learn alongside like-minded students from Rice University, the University of Texas, Houston, and Baylor College of Medicine at Ignite. The annual conference has included presentations by successful and up-and-coming entrepreneurs and a whirlwind tour of San Francisco Bay Area startups and VC firms—including Coursera, Facebook, Dropbox, Square, SurveyMonkey, Benchmark Capital, Proteus Digital Health, Autodesk, Khosla Ventures, Google, Kleiner Perkins Caufield & Byers.

8 Make a Big Bang!
Launched in 2000 by a team of Sacramento MBA students, UC Davis’ annual business competition provides a wealth of resources for developing and testing entrepreneurial visions. MBA students teamed with UC Davis researchers to launch recent Big Bang! People’s Choice winner Zasaka. The startup offers agricultural solutions to sub-Saharan farmers.

Enterprise for Innovation
UC Davis is noted globally for its expertise in the converging issues of food, water, health, society, energy and the environment. Faculty and students work across disciplines to generate new discoveries—and help solve the world’s most critical challenges.

Distinguished Speakers
Top executives, company founders, veteran entrepreneurs, venture capitalists and financiers share valuable insights and lessons learned. Our recent speakers include:

- Vivek Ranadive, Owner and Chairman, Sacramento Kings
- Sandy Weill, Former Chairman and CEO, Citigroup
- Bernard Tyson, President and COO, Kaiser Permanente
- Harold Schmitz, Chief Science Officer, Mars, Incorporated
- John Mackey, Co-founder and Co-CEO, Whole Foods Market
- Nancy E. Pfund, Founder and Managing Partner, DBL Investors
- Edward Zhu, Founder and CEO, CHIC Group
- James C. Davis, President, Chevron Energy Solutions
- Rick Ridgeway, Vice President of Environmental Initiatives, Patagonia
- Carl J. Schramm, Former President and CEO, Ewing Marion Kauffman Foundation; named the “Evangelist of Entrepreneurship” by The Economist
- Ron Canion, Co-founder, First President/CEO, Compaq Computer
- Anne Simpson, Senior Portfolio Manager of Investments and Director of Corporate Governance, California Public Employees’ Retirement System (CalPERS)
- Bill McKibben, Founder, 350.org
- T. Gary Rogers, Former Chairman, Safeway Inc.; and Former Chairman and CEO, Dreyer’s Grand Ice Cream
- Angel R. Martinez, Chairman, CEO and President, Deckers Brands

UC Davis at a Glance
1905
Founded
1 of 10
University of California Campuses
35,000+
Students
240,000+
Alumni
No. 11
Top Public U.S. Research Universities
$750+
Million
Annual Research Budget
96
Graduate Programs
6
Professional Schools
No. 2
“Cool School”
Sierra Magazine
No. 2
Access and Upward Mobility in U.S.
5,300
Acres
Largest UC Campus
No. 1
Tie for Top Producer, U.S. Fulbright Scholars
The UC Davis Graduate School of Management seeks EXCEPTIONAL MBA candidates with impressive records of achievement and the promise to MAKE A DIFFERENCE in the world.

We select applicants whose demonstrated leadership, intellectual capacity, global perspective, academic background and professional experience have prepared them to meet the rigors of our MBA program and an impactful career. Our evaluation considers experience, academic record, GMAT or GRE performance, personal essays, recommendations and an interview.

Our students come from diverse professional, academic and personal backgrounds. Full-time work experience is valuable but is not required for admission. Both entry-level and mid-career applicants are welcome.

No particular area of undergraduate study or prerequisites are required.

Our Holistic Approach

Apply

Please visit our website for application submission dates.

Application materials include:

- Application
- Résumé
- 2 recommendations
- 1 essay
- 1 personal statement
- Transcripts
- GMAT or GRE General Test
- TOEFL/IELTS (For international, non-native English speaking applicants.)
- $125 application fee

Financial Aid and Scholarships

We offer a competitive financial aid program, including grants, scholarships and loans. For full consideration, submit your scholarship application with your admissions application. For priority consideration, apply by Round 3.

We offer the following scholarships:

- Aggie Pride Staff Scholarship
- Cal Aggie Alumni
- Diversity and Inclusion
- Energy and Sustainability
- Entrepreneurship and Innovation
- Healthcare Leadership
- Principled Leadership
- Public Service Leadership
- Sacramento Metro Chamber
- Technology Management

Admissions, Costs and Financial Aid

Admissions Events

Information sessions offer an excellent opportunity to meet students, alumni, faculty and staff; ask questions; and get details on admissions requirements, curriculum, financial aid and career tracks. We also offer personal consultations with our admissions team—or connect with an MBA Ambassador for an insider’s perspective.

Educational Costs (2015–2016)

Course fees are set at the time of enrollment and remain fixed for your MBA studies.

Course Fee $86,328 for the degree, paid $1,199 per unit for 72 units
Access to Student Services Fee $122 per quarter
Student Health Insurance Fee $1,318 per quarter (waived with comparable coverage)
Books and Supplies $300–450 per quarter (estimate)
Next Steps

Attend an Event
  gsm.ucdavis.edu/mba-events

Visit a Class
  gsm.ucdavis.edu/mba-visits

Personal Consultation
  gsm.ucdavis.edu/consultation/sacmba

Start Your Application
  gsm.ucdavis.edu/apply

Questions?
  admissions@gsm.ucdavis.edu
  (530) 752-7658

UC Davis MBA Program
Sacramento Campus
Education Building, Room 2203
4610 X Street
Sacramento, CA 95817

gsm.ucdavis.edu

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AACSB INTERNATIONAL
The Association to Advance Collegiate Schools of Business
The UC Davis MBA EDGE

TOP 9%
PART-TIME MBA PROGRAMS IN U.S.
FOURTH CONSECUTIVE YEAR
U.S. News & World Report
2016 Graduate Business School Rankings

TOP 5
IN U.S.—HIGHEST PERCENTAGE OF INCOMING HISPANIC MBA STUDENTS
Bloomberg BusinessWeek, 2015

TOTAL SACRAMENTO MBA PROGRAM FEES
(Fall 2015)
FEES LOCKED IN WHEN YOU ENROLL

AVERAGE ELECTIVE CLASS SIZE
92%
PART-TIME MBA STUDENTS
REPORT SALARY INCREASES
240,000+
GLOBAL UC DAVIS ALUMNI NETWORK

PART-TIME MBA STUDENTS
PROMOTED OR JOINED NEW COMPANY
2/3

10-WEEK
PROJECT COURSE SOLVING REAL-WORLD STRATEGIC BUSINESS PROBLEM FOR CLIENT FIRM

TOP 5
AMONG TOP U.S. MBA PROGRAMS. BASED ON ALUMNI RETURN ON INVESTMENT
Forbes

TOP 8%
ACCRREDITED MBA PROGRAMS IN U.S.
The Economist, 2014

IN U.S.—HIGHEST PERCENTAGE OF INCOMING HISPANIC MBA STUDENTS
Bloomberg BusinessWeek, 2015

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The UC Davis Graduate School of Management continually reviews the MBA program to provide the best educational experience. The School and the UC Regents reserve the right to change at any time any of its provisions, statements, policies, curricula, procedures, regulations or fees. This brochure has been prepared with the best data available as of October 2015.

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