



Texas MBA at Dallas/Fort Worth Program

# Texas MBA

Fall 2012 Program and Admissions Guide



## The Texas MBA

### Flexible, Portable, Powerful

The Texas MBA constitutes six programs in four cities. Whether delivered in Austin, Dallas/Fort Worth, Houston or Mexico City, the goals of the programs are the same. Using the resources of The University of Texas at Austin and the McCombs School of Business, the programs for full-time students or working professionals develop leaders of influence fully prepared to meet today's most pressing business challenges. As the dynamic global economy changes every day in ways unimaginable just a few years ago, our programs keep pace through a distinguished faculty engaged in exploring and introducing new ideas.

With nearly 200 members in six departments, the McCombs faculty includes scholars representing all of the major management disciplines and functions. At the forefront of research that furthers the understanding of how those fields contribute to management success and excellence, they are in demand as business consultants

in addition to being engaging teachers. Our faculty has proven adept at helping companies improve their operations and refine their strategies as well as at translating their contextual experiences into powerful classroom knowledge as they teach in the six programs that are the Texas MBA.

The varying structure and location of the six Texas MBA programs reflect the commitment of the McCombs School of Business to provide this essential and exciting knowledge to the widest possible audience of professionals interested in preparing for executive success. So whether you're in Austin or Houston, Dallas/Fort Worth or Mexico City, or whether you want to work as you earn your advanced degree or be a student full time, you have the opportunity to tap into the power of the Texas MBA—recognized worldwide for its excellence, its portability and its potential to advance your career.



A handwritten signature in black ink, appearing to read "Tom Gilligan".

Thomas W. Gilligan  
**Dean**



A handwritten signature in black ink, appearing to read "Eric Hirst".

Eric Hirst  
**Associate Dean**



A handwritten signature in black ink, appearing to read "Trent Thurman".

Trent Thurman  
**Director**



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Dean Eric Hirst addresses MBA students at the AT&T Executive Conference Center.

## The University and McCombs

### The University of Texas at Austin

#### What Starts Here Changes The World

The University of Texas at Austin consists of 17 colleges and schools and some 150 research units situated on 350 acres in the center of the state's capital city. More than 51,000 students are enrolled in over 100 undergraduate and 170 graduate programs. The students come from all 50 states and more than 100 countries around the world. The university is a national leader in graduate degrees awarded and boasts more than 450,000 living alumni. As a student here, you connect to a learning community of substantial worldwide renown; and upon graduation, you become part of one of the largest and most powerful professional networks in the world.

The university plays a vital role in providing human and financial capital not only for Texas, but also for the rest of the country and the world. Its 150 research units are funded by over \$640 million annually in federal, state and private grants, fueling groundbreaking research programs that have led to the filing of nearly 800 patents since the institution's founding. It is estimated that \$5.8 billion in economic activity resulting from the university's work and presence is generated in Texas alone. The University of Texas at Austin has truly come a long way since it was first founded nearly 130 years ago. Its 21st century future promises to be just as spectacular as its rise to preeminence in the last half of the 20th century. Learn more at [www.utexas.edu](http://www.utexas.edu)

### The McCombs School of Business

#### An Impressive Past, An Unbounded Future

The McCombs School of Business, one of the first established business schools in the nation, graduated its first class of bachelor of business administration degree students in 1922 and is among the preeminent business schools in the world today. It awards undergraduate, master's and doctoral degrees and is actively involved in executive education programs for professionals. More than 200 faculty teach 6,000 students each semester and engage in original research both independently and through the school's 15 research centers. Many are also actively engaged in consulting for major corporations in their fields of expertise.

Among the most highly sought-after degrees at the university, the hallmarks of the Texas MBA include world-renowned faculty, exceptional student culture and a powerful global network of corporate and alumni contacts. Through rigorous coursework and a vast array of hands-on and experiential opportunities, McCombs' faculty prepare business leaders who can meet the demanding and complex challenges of today's business world.

The school has more than 86,000 graduates who reside in all 50 states and in 118 countries. Alumni hold important leadership positions in business and related fields and together make for a diverse and influential business network available to graduates.

Start your journey here, and your ensuing career opportunities will take you wherever you want to go.

“One of the key differentiators that the program offers is the opportunity to learn and grow both in and out of the classroom. Although challenging, it has allowed me to pursue a quality education with the flexibility to continue growing in my professional career. Nothing is more satisfying than being able to apply what you learn in the classroom to your job.”

Danny Jo, Texas MBA '11;  
Consultant, Accenture

## The Texas MBA

### A Standout In Its Class

With all of the options for advanced business programs available today, it can be a daunting task to choose the right program for you. Consider your universe of alternatives, then choose the program that stands out from the crowd and best meets your individual needs. You're sure to find that the many advantages of the Texas MBA speak for themselves:

- A tradition of educating leaders, including an impressive number of alumni who have or are serving as CEOs of S&P 500 and Fortune 1000 firms
- In U.S. News & World Report's most recent ranking of graduate business programs (America's Best Graduate Schools, 2011 edition), the McCombs School of Business ranks 7th in the nation for best working professional MBA program with top 20 rankings in nine out of 10 graduate business specialties, providing national academic leadership in all major fields of business education
- McCombs holds the #1 ranking for Best Professors by Princeton Review (October, 2011)
- Home to the Texas Venture Labs Investment Competition, the world's original student business plan competition
- Collaboration with business through 15 research centers, including the Energy Management and Innovation Center, Center for Research in Electronic Commerce, the Herb Kelleher Center for Entrepreneurship and the Center for Customer Insight and Marketing Solutions
- The Women in Business Leadership Conference, an

annual symposium that addresses the invaluable strengths women bring to business

- Diversity, with a multicultural student body and an international faculty
- Consistent and high admissions standards across all Texas MBA programs, ensuring an incomparably rich classroom experience, where students gain significant insight from their accomplished peers in addition to a top-quality education from our outstanding faculty
- Immediate recognition and respect for the Texas brand around the world—a consequence not only of the distinction that our alumni bring to the degree, but also of the venerable, hard-earned pioneering and entrepreneurial image of Texas itself
- Many options: one MBA, six programs, four cities. The Texas MBA is accessible to those who choose to pursue full-time study as well as those who prefer to continue working while earning an advanced business degree

### The Bottom Line

If you are searching for a first-class MBA program to both sharpen your focus and broaden your perspective—to help translate your greatest ambitions into real career progress—look no further. The Texas MBA offers a high-caliber cohort, world-renowned faculty, an empowering alumni network, brand recognition and program flexibility. The choice is yours.



**QUINN DEVERY, MBA 2012**

**Hometown:** Dallas, TX

**Undergrad Institution:** The University of Texas at Austin

**Job:** Account Manager at Parant Solutions

**Favorite Class:** Accounting

**Favorite Professor:** Clemens Sialm

“Having professors that come from the McCombs School of Business was the biggest factor in my decision to join the Texas MBA program in Dallas. I wanted a solid education with a brand that would be relevant in 10, 20 or 30 years irrespective of where I would live in the United States or who I would work with in our global economy. People know The McCombs School of Business, The University of Texas and the Longhorns.”

# Texas MBA at Dallas/Fort Worth

## Ideas with Power

The Texas MBA at Dallas/Forth Worth is designed for working professionals who choose to continue in their full-time jobs while pursuing their MBA from The University of Texas at Austin. The McCombs School of Business offers this program as one of six ways candidates can earn the Texas MBA. The school awards one MBA degree, and the expectations of this program are fully equivalent to the other five options—providing a comprehensive and rigorous MBA learning experience.

Our goal is to teach all MBAs the fundamentals of business and endow them with the general management competence they need to lead, build and manage enterprises that create value in a dynamic, global economy. The MBA at Dallas/Forth Worth delivers an educational experience that prepares you for success in a collaborative learning environment.

The program is about the power of ideas to enhance what you know and how you perform. Through the curriculum, the faculty instills these essential business skills and values:

- A contemporary, global and real-world managerial perspective
- Teamwork and leadership skills
- Cross-functional problem-solving abilities
- Business ethics
- Effective written and oral communications
- The ability to manage change, risk and crises
- The ability to manage human resources and diversity
- Personal presentation skills

## Coursework and Schedule

The Texas MBA at Dallas/Fort Worth is a 24-month graduate program providing 48 credit hours of courses and several unique learning experiences. Each of the two years begins in August at the AT&T Executive Conference Center on the UT Austin campus with a weeklong Austin Intensive to prepare you for the academic year. Topics include introductions to the courses you will take during that year and the skills you will need to master the materials.

Year One includes the International Management Seminar/Global Trip, consisting of a seminar and an international study trip. Year Two concludes with the Capstone Integrative Course, giving you the opportunity to further integrate your two-year learning experience through analyzing and addressing a current strategic business issue.

Courses are held on Fridays (4:00 p.m.–8:30 p.m.) and Saturdays (8:00 a.m.–5:30 p.m.) every other weekend in Dallas. This allows you to work with your company to create a schedule that minimizes disruption of normal working hours. You will attend classes in the fall, spring and summer semesters for a total of six consecutive semesters. The program begins in August 2012 and continues through mid-July 2014.

## Texas MBA at Dallas/Fort Worth Campus

Texas MBA at Dallas/Fort Worth classes are held at the University of Texas Southwestern Medical Center in downtown Dallas, which provides state of the art classroom space and facilities for co-curricular events and professional development activities, as well as study space, dining areas and parking. The residential component for the Texas MBA at Dallas/Fort Worth program takes place at the Hilton Anatole Hotel in Dallas. While optional, many students pursue the residency component as it encourages additional opportunities for faculty interaction, community building and networking.



## Opportunities for Learning

### Distinctions of Merit

Among MBA programs, Texas is known for its collegial environment, and collaboration is integral to the Texas MBA at Dallas/Fort Worth curriculum. All students participate in the cohort system, designed to strengthen and develop teamwork and leadership skills. Study teams, usually of five students, facilitate cross-functional and cooperative problem solving, while bringing together professionals with varied backgrounds.

Students are highly qualified and carefully selected, and the curriculum encourages you to take advantage of the opportunity to learn from each other as well as from your coursework and professors. You are encouraged to take full advantage of the opportunities afforded to share

experiences, support each other, expand your team's capabilities and develop future professional networks. You have access to the full set of resources the university offers, including our online library and research tools.

Learning, however, is not limited to the classroom. The Texas MBA program purposely defines learning very broadly, and you are continuously exposed to opportunities for gaining insight and honing skills. Students in the Dallas/Fort Worth program participate in an expansive range of activities including panel sessions and social events. The Texas MBA program is a truly holistic experience that extends far beyond the time spent on coursework.

### ONE TEXAS MBA: SIX OPTIONS

Which Texas MBA is Right for Me?

	Full-time	Texas Evening MBA	Texas MBA at Dallas/Fort Worth	Texas MBA at Houston	Texas Executive MBA at Mexico City	Texas Executive MBA
<b>Degree Granted</b>	<b>All programs grant a Master of Business Administration (MBA) from The University of Texas at Austin</b>					
<b>Typical Work Experience</b>	2-10 years	2-10 years	2-10 years	2-10 years	5-10 years	8-18 years
<b>Median Work Experience</b>	5	6	6	6	8	14
<b>Typical Age</b>	25-34	25-34	25-34	25-34	28-38	32-42
<b>Median Age</b>	28	29	30	29	32	37
<b>Curriculum</b>	Cohort-based core with option to specialize in one of many concentrations	Cohort-based, broad management focus	Cohort-based, broad management focus	Cohort-based, broad management focus	Cohort-based, broad management focus	Cohort-based, broad management focus
<b>Career Focus</b>	Professional advancement or career transition with opportunity for specialization	Professional advancement or transition without career interruption	Professional advancement or transition without career interruption	Professional advancement or transition without career interruption	Mid-career professionals seeking progression to senior-level management without career interruption	Mid-career professionals seeking progression to senior-level management without career interruption
<b>Location</b>	Austin	Austin	Dallas/Fort Worth	Houston	Mexico City	Austin
<b>Schedule</b>	Monday-Thursday day-time classes	Monday and Tuesday evenings	Alternating weekends, Friday evenings and all day Saturday	Alternating weekends, Friday evenings and all day Saturday	Alternating weekends, Friday and Saturday all day	Alternating weekends, Friday and Saturday all day
<b>Program Length</b>	21 months	33 months	24 months	24 months	21 months	21 months

All Texas MBA programs welcome applicants with wide and varying backgrounds. Please contact the program office with any questions you may have or explore our programs online at [www.mcombs.utexas.edu/mba](http://www.mcombs.utexas.edu/mba)

# Curriculum

*The curriculum outlined below is a sample schedule only. Courses and schedule are subject to change.*

<b>Year One</b>	
August	Austin Intensive I (one week)
Fall	Financial Accounting Statistics and Decision Analysis Managing People and Leading Organizations
Spring	Financial Management Marketing Management International Management Seminar/Global Studies Trip
Summer	Strategic Management Information Technology Management
<b>Year Two</b>	
August	Austin Intensive II (one week)
Fall	Managerial Economics Operations Management Investment Theory and Advanced Corporate Finance
Spring	Art and Science of Negotiation Advanced Marketing Management Managerial Accounting and Financial Statement Analysis
May, mid-July	Legal Environment of Business Business Ethics Capstone Integrative
<b>Teaching Style</b>	Lecture, discussion, case study, group projects
<b>Schedule</b>	Fridays 4:00–8:30 p.m., Saturdays 8:00 a.m.–5:30 p.m. (every other week) 15-25 hours per week of class preparation/study/study groups
<b>Students</b>	Professionals in various industries, mostly from the metropolitan Dallas area
<b>Admission</b>	Accredited four-year undergraduate degree Minimum of two years of work experience Competitive GMAT or GRE (GMAT Range 600–750, typical average 660) Competitive GPA (Range 3.0–4.0, typical average 3.4) Full-time employment
<b>Tuition and Fees</b>	The program cost for the class entering in August 2012 will be set in spring/summer 2012. Please consult our website at that time for details. Program costs—divided into five equal payments due at the beginning of each semester—include tuition, required books and material. An optional residential component which includes class-weekend Friday night accommodation at the Hilton Anatole Hotel may be added. Cost for the residential option will be set in spring 2012.
<b>Information Sessions</b>	Held on a regular basis in Dallas. Consult our website for details/registration.



Students in the Houston and Dallas/Fort Worth programs Class of 2012 visited China in April 2011 as part of their International Seminar and Study Trip. In addition to taking company tours and meeting with businesspeople and government officials, the group also had time to take in the sights.

## Beyond the Walls

### Melding Theory and Practice

Textbooks and lectures have their place within our program, but the classroom is only one of many venues in which you find yourself learning, doing and growing. In the Texas MBA Program, we strive to make every activity something that enhances the overall experience.

### Student Organizations

Many students take part in organizations - such as the Graduate Business Council, Texas Entrepreneurs, Graduate Consulting Group and others - which enrich the overall experience by assisting with community service activities, networking events, company meetings and speaker series and conferences.

### Global Studies Trip

Our global studies trip combines intensive stateside learning about the culture, politics and economics of a particular country with a one-week visit to the region. By touring cultural sites and companies and meeting with local business leaders, government officials and academics, you gain multiple perspectives of the country of interest and get a first-hand glimpse of how business is conducted in another part of the world. Recent destinations for the working professional MBA program trips include Dubai, UAE; Sao Paulo/Rio de Janeiro, Brazil; Beijing, China; Bangkok, Thailand; and Ho Chi Minh City, Vietnam. Students consider the trip to be a highlight of the entire program.

## Capstone Integrative

The Capstone Integrative course is an opportunity for you to put into practice what you've learned in class by tackling a topical and compelling current business challenge and competing to develop the best and most plausible set of strategic scenarios to resolve it. As with the world-renowned annual Venture Labs Investment Competition, you face distinguished panels of judges that include industry leaders, successful alumni and faculty—engaging in priceless, off-the-record interaction that adds immeasurably to the MBA experience.

### Venture Labs Investment Competition

The Venture Labs Investment Competition (formerly MOOT Corp)—dubbed the “Super Bowl of World Business Plan Competitions”—began at The University of Texas in 1984 and today attracts graduate students from around the globe to present their business plans to panels of potential investors. Texas MBA students have had a successful track record at the competition, with several ideas becoming working ventures. Success stories from students in our working professionals programs include FocalPop, uShip, Bigfoot Networks and Pure Golf on XM Satellite Radio. Learn more at <http://vlic.utexas.edu>

All of these opportunities, and many more, provide a strong base of networking, build class ties, synthesize knowledge and provide untold opportunities to meld theory and practice.

“The Texas MBA+ Leadership Program provided me the additional knowledge and confidence I needed to push me to the next level within my organization.”

Karen Trotter, Texas MBA '11

## Texas MBA+ Leadership Program

As you develop into an influential business leader, the Texas MBA+ Leadership Program facilitates an individually tailored graduate experience that includes:

- Micro-consulting projects that connect you with companies in your area of interest and allow you to apply knowledge instantaneously
- Access to a hand-selected group of professional communication and executive coaches that help you craft and deliver messages with more meaningful impact
- Seminars from industry experts that teach critically needed skills that augment knowledge gained in the classroom

The MBA+ Program is highly relevant, immediate, tangible and built to evolve a personal leadership style. As recruiters search around the globe for candidates with applicable experience, “fit” and initiative, MBA+ helps ensure Texas MBAs are at the top of their lists.

### MBA+ Projects (formerly ENHANCE Projects)

The MBA+ Program is an experiential leadership program unique among top MBA programs in its scale and depth of service. As a Texas MBA, you will inevitably identify companies with which you want to work. MBA+ helps connect you with these organizations, regardless of industry or location, by facilitating a micro-consulting project. The client company provides a current business question to be addressed; MBA+ guides them through the project management process. At the end of a 4 to 10 week project period, the team reports their findings and recommendations to their client.

### Communication Workshops & Coaches

Effective leadership is directly linked to versatile communication skills. Communication coaches prepare you to have stronger, more compelling interactions—whether at corporate receptions, career fairs, job interviews, or alumni gatherings; when presenting to C-level executives in a Fortune 1000 company; or when pitching an idea to future investors. Through one-on-one coaching and expert-led workshops, you learn to collaborate productively and communicate dynamically.

The MBA+ Program also offers a variety of executive coaches to help you set life goals, promote personal leadership presence and develop a greater sense of your own leadership style. One-on-one executive coaching sessions and individually-designed activities arm you with skills and techniques to navigate your career path in a rapidly changing business environment.

### Industry Seminars & Speakers

To further build on classroom knowledge and understanding, MBA+ brings tools and methods to you through industry-oriented seminars and speakers.

Seminars and event topics may include sales training, financial modeling, leadership development, project management and more.



*“The MBA+ program gave me an opportunity to source a project with a company I admire. I picked a company and defined our project scope far in advance of the kickoff. It made for a fun and efficient project.”*

**Mae Sattam, Texas MBA '12, Alamo Drafthouse Project Leader**

## Sample MBA+ Project: **Alamo Drafthouse, Spring 2011**

### ISSUE

The Alamo Drafthouse is a company that offers dinner, drinks, movies and events, all under one roof. In growth mode right now, Alamo Drafthouse sought a fresh perspective on the best way to fully develop specific markets within a given geographical area.

### PROJECT

The project team was asked to focus on the Colorado market for potential expansion and find answers to the following questions:

- What markets within Colorado should Alamo Drafthouse focus on?
- Where in Colorado should they start?
- How many Alamos can the market sustain?
- What will their fill rates be compared to the competition in the market (such as traditional movie theatres)?
- What is the projected revenue and bottom line of the locations in Colorado?

### APPLICATION

Based on historical data from current Alamo Drafthouse markets, the team developed recommendations for the target markets, time line, number, market competition, and project revenues of expansion. The project team gave these recommendations to a group of senior executives at Alamo Drafthouse in Austin.



“The diversity of the students’ backgrounds, motivations, and career objectives makes teaching in the Texas MBA at DFW Program both interesting and rewarding for me. The students are bright, hard-working and display a genuine interest in learning. Even as I am teaching them “the financial way of thinking” I am constantly learning from their myriad perspectives.”

Ramesh Rao,  
Professor, Finance Department

## McCombs Faculty

### McCombs Faculty: Our Intellectual Capital

Experienced, Knowledgeable, Dedicated

One of the strongest attributes of the Texas MBA at Dallas/Fort Worth is the highly acclaimed faculty of the McCombs School of Business. The academic reputation and industry experience of the faculty have made McCombs one of the top business schools in the world.

Among the professors are distinguished scholars who have achieved national and international recognition for their teaching and research. Combining academic talent with real-world business expertise, the MBA faculty provides a rich, multidimensional educational experience, making an essential real-time link between the classroom and industry. The faculty is uniformly dedicated to maintaining the high standards of teaching excellence that are expected from The University of Texas at Austin.

Just a few of the premier scholars and educators at McCombs are Management Professor Janet Dukerich, an organizational management expert and recipient of many scholarly and teaching awards, and Finance Senior Lecturer Sanford Leeds, a former prosecutor, who draws on his background in law and as a chartered financial analyst to enliven his teaching.

Leveraging his experience as a partner with ARCH Venture Partners and CEO of Zeoionics, Inc., Marketing Lecturer Kevin Williams imparts practical knowledge about value creation, marketing strategy and entrepreneurship. Gaylen Paulson, Associate Dean and Director of Texas Executive Education, toggles between administration and faculty positions, as he conducts management courses in negotiations and conflict resolution.

While impossible to detail here the expertise of every member of the McCombs faculty, suffice it to say that each lends considerable heft to the reputation of the school and the quality of the education offered.

### Research

McCombs has consistently been recognized nationally and globally as a top business school for research according to surveys conducted by the University of Texas at Dallas and ranks as a top 20 school for Intellectual Capital (Bloomberg Businessweek, November 2010). Our faculty have published approximately 800 articles in refereed journals in the past five years alone. Additionally, McCombs collaborates with over a dozen collaborative research centers, often led by prominent faculty members.

Learn more about the latest McCombs research at  
[www.mcombs.utexas.edu/research](http://www.mcombs.utexas.edu/research)

“I am really impressed at the quality of my classmates. Absolutely everyone is engaged in class each weekend and is able to bring meaningful insights and analysis into our projects and discussions. Everyone helps each other out and wants the whole group to learn. That is a great environment for me.”

Laura Deaton, Texas MBA '12;  
Supply Chain Coordinator, Frito Lay

## Texas MBA Culture

### A Class Built on Character

#### Talent, Intellect, Integrity and Passion

When you enter the Texas MBA program, you are surrounded by men and women of the highest caliber who have come together to prepare themselves for exceptional service to their organizations and communities.

Our classes are made up of students who have the ability and drive to make a real difference in the world of business and the strength of character to be the kind of colleagues people enjoy working with and learning from. Texas MBAs are not just ephemeral classmates, they become lifelong sources of friendship and support, of professional and personal strength.

Although each program chooses its own candidates, the criteria of excellence are the same. All class members have:

- The capacity to do outstanding academic work at the graduate level
- Professional experience from which their classmates will learn and benefit
- The qualities and abilities to reach levels of greater responsibility
- The ability to make and sustain a multiyear commitment to a rigorous MBA program while still performing at a very high level within their organizations
- Robust interpersonal and communication skills that will enable them to be strong and successful contributors to the program

Students in the Texas MBA at Dallas/Fort Worth primarily come from the greater metropolitan area—although some travel farther to participate in the program—and are as diverse as the companies they represent. They include managers, engineers, financial analysts and researchers, to name a few. Their industries represent the economic demography of Dallas/Fort Worth and the global economy: manufacturing (technical and general), energy, finance, consulting, software, telecom, health care, government, education and small startup businesses.

### Class of 2013 Profile

Number of Students: 76  
Women: 18%  
Average GPA: 3.4  
Average GMAT: 660  
Average Work Experience: 6 years  
Average Age: 30

### Industry Distribution

Computer Related Services: 14%  
Aerospace: 13%  
Energy: 4%  
Engineering Related: 10%  
Healthcare: 8%  
Telecommunications: 8%  
Manufacturing: 7%  
Government: 5%  
Financial Services: 5%  
Transportation: 4%  
Other: 22%





**CHRIS NORTHUP, MBA 2012**

**Hometown:** Fort Worth, TX

**Undergrad Institution:** The University of Texas at Austin

**Job:** Systems Engineer at Lockheed Martin

**Favorite Class:** Marketing Management

**Favorite Professor:** Kapil Jain

“The Texas MBA culture can best be described as a ‘we’re all in this together’ attitude; a group of young professionals who all have similar drive, intelligence, and goals are working towards a huge accomplishment in their lives. Although competition is high, more often you will find that you bond and grow strong relationships with your classmates as you all struggle together to keep up with the high demands of the program.”



**ROGLLY CENTENO LIRA, MBA 2012**

**Hometown:** Caracas, Venezuela

**Undergrad:** Universidad Simon Bolivar

**Job:** Senior Economic Research Analyst

**Favorite Class:** Marketing Management

"I think the program has strengthened my confidence. I am able to better communicate my ideas and present them in a more convincing way to others. I am more willing and able to take initiative at my work, defend my position and express my point of view, all of which has enhanced my ability to lead projects."

“The MBA career management resources are great. From résumé and cover letter refinement to case interview preparation, the opportunity to improve your ability to sell yourself is one that should not be missed. Even if you have no desire to change positions after graduation, the advice and guidance provided is valuable.”

Brad Morian, Texas MBA '12;  
Program Manager, Advanced Systems at Elbit Systems of America

## Career Management

### From the Classroom to the Boardroom

#### Managing Careers in Transition

The McCombs School of Business recognizes that, as students who are also fully employed, those in the Texas MBA at Dallas/Fort Worth may be on a career footing that is different or similar to traditional full-time MBA students. Rather than seeking to make a wholesale career or industry change, the students in our working professional programs are more often in search of greater responsibility within their companies, have been identified by their employers to take on larger roles or seek opportunities different from those available with their current employers.

Unlike other programs, McCombs has a career management team dedicated to assisting these students. Our career management staff is well-seasoned in providing advice, coaching and services for MBA students with professional experiences in most industries and job functions. They are mobile, meeting students onsite during class weekends for one-on-one and/or small group meetings to discuss, determine and further the process of achieving career goals and are available by phone and email for more immediate advice.

For those students who are seeking new opportunities, McCombs' Career Management helps students set a plan and prepare for interviews and offers career management modules on topics including career transition, networking, business writing, interviewing preparation, and negotiations. Additional offerings include peer and employer mock interviews, executive speakers series, case competitions, career fairs, an online career management guide and much more. Dedicated Meet & Greet networking events are set up as another means to introduce students to recruiters and alumni. For those students seeking new employers and meeting some qualifications, the program offers the opportunity to interview in Austin with top companies across the country. Throughout the program and after graduation, students also can take advantage of our online alumni network tool, making it easy to connect with some of the 86,000 McCombs alumni employed at companies all over the world.

The Texas MBA brand is well known and respected by employers, and many students find unmatched opportunities through the traditional and customized channels supported by our career management team.

## McCombs Alumni Network

### It's All About the Network

#### Connect, Converse and Collaborate

The minute you become a McCombs student, you also become a member of the McCombs Alumni Network and can begin to take advantage of all the benefits that your membership bestows. Because McCombs has more than 18,000 graduate business alumni—and more than 86,000 total graduates—in leadership positions around the world, Dallas/Fort Worth graduates enter a network of exceptional contacts. We have more than 30 local chapters worldwide, helping alumni maintain a strong affiliation with the school and its current students. The chapters provide professional development and networking opportunities, represent and promote McCombs and assist with the recruitment of top-notch students. As a student, you have opportunities to attend alumni programs and events throughout the year. The McCombs Alumni Directory is a dynamic resource that allows you to locate alumni in your own neighborhood or across the world. This international community of CEOs, leading managers and thriving professionals significantly adds value to every Texas MBA degree. Students and alumni can search by geography, industry, graduation year, position and other criteria. We also maintain pages on Facebook, LinkedIn and Twitter to facilitate alumni connections.

Current students will want to find alumni in target cities or ask questions about specific career paths or skill sets necessary for success. It's never too early to start networking.

McCombs Alumni Network services include:

- Chapters in more than 30 cities, which maintain a strong affiliation with the school, provide professional and social networking opportunities, represent and promote the Texas MBA program and assist with recruitment of top-notch students
- Alumni Web site, with current chapter and class information, a calendar of events and opportunities for involvement  
[www.mccombs.utexas.edu/alumni](http://www.mccombs.utexas.edu/alumni)
- Alumni directory, with contact information for more than 18,000 MBA graduate alumni and 65,000 undergraduate alumni
- Lifetime e-mail, which keeps alumni accessible wherever they go
- The McCombs Alumni Business Conference, which brings graduates back to campus to network with fellow alumni, to hear about the latest happenings at McCombs and to focus on current issues of importance to the business community
- Career resources such as access to the McCombs Job Board and discounted coaching and career enhancement programming
- Continuing education through Texas Executive Education, monthly Knowledge To Go webinars, and local chapter events such as Access McCombs and the Faculty Speaker Series
- Open magazine, a publication for all graduates and friends of the McCombs School that provides updates on school news and topical business issues
- McCombs TODAY blog that includes the latest McCombs and alumni news  
[www.mccombstoday.org](http://www.mccombstoday.org)
- Twitter, Facebook and LinkedIn groups



**MICHE'LA JOLLY, MBA 2012**

**Hometown:** Dallas, TX

**Undergrad Institution:** University of North Texas

**Job:** Consultant

**Favorite Class:** Global Management

**Favorite Professors:** Thomas Sager and Doug Dierking

"I have leveraged the alumni database to network with HR professionals in consulting roles and senior-level in-house roles. They have been very transparent in providing me with insight on how to plan my next career move."



**MATTHEW MORALES, MBA 2012**

**Hometown:** Keller, TX

**Undergrad Institution:** Washington University in St. Louis

**Job:** Equipment Specialist at BNSF Railway

**Favorite Class:** IT Management

**Favorite Professor:** Bob May

“After being out in the working world for a few years I began looking at the MBA programs available to help me further my career. I initially began looking at full-time programs because I was seeking a combination of excellent professors, students, networking and leadership opportunities that I didn’t believe I could find in a part time program. When I learned about the Texas MBA at Dallas/Fort Worth I realized it fit all of these needs and would allow me to continue working and gaining valuable experience at the same time as furthering my education.”

# Becoming a Texas MBA

Admission to the Texas MBA at Dallas/Fort Worth program is highly competitive. The admissions committee reviews applications on an individual basis, looking at both quantitative and qualitative aspects of an applicant's professional and academic background. In reviewing applications, the committee assesses an individual's potential for academic success and future professional growth.

## Timetable and Deadlines

The Texas MBA at Dallas/Fort Worth program starts accepting applications each September. We strongly recommend that all applicants apply as early as possible. The earlier the application is submitted, the better are the chances of being accepted. Applications received after the final deadline will be considered but may be denied if space is not available. Application deadlines can be found on our website, [www.mcombs.utexas.edu/mba/dallas/admissions](http://www.mcombs.utexas.edu/mba/dallas/admissions)

## Interviews

Interviews are by invitation only. Applicants selected for an interview will receive an invitation by e-mail at any time from the point of submittal until the end of the review process. Interviews are conducted by the program director or designated representative. Interviews are conducted in the Dallas/Fort Worth area.

## Characteristics of a Strong Application

The Admissions Committee considers the totality of a person's application in assessing his or her potential to successfully complete the program. Determining factors include work experience, personal essay, letters of recommendation, ability to contribute to their classmates' learning, GMAT or GRE score, undergraduate GPA, other advanced degrees and a personal interview.

## Work Experience

MBA applicants must have a minimum of two years of full-time, post-undergraduate work experience, although most applicants have more. The Admissions Committee is especially interested in the progression in job responsibilities, professional skills development and leadership potential. Students are expected to continue their full-time work while in the program, providing opportunities for real-time transfer of learning and enhancing the quality of student interaction with lessons learned from their various professional experiences.

## Undergraduate and Previous Graduate Achievements

The equivalent of a four-year U.S. bachelor's degree from an accredited institution is required for program eligibility. The MBA program has no mandatory minimum grade-point average. For admission purposes, the university calculates a GPA using undergraduate upper-division (junior- and senior-level) coursework and any completed graduate work. The MBA at Dallas/Fort Worth does not require prior coursework in management or business administration. The ranking and reputation of the applicant's undergraduate institution may be taken into consideration, as will extracurricular involvement during one's undergraduate experience.

## Program Cost

The program cost for the class entering in fall 2012 will be set in spring/summer 2012. Please consult our website at that time for details. Program costs—divided into five equal payments due at the beginning of each semester—include tuition, required books and material. An optional residential component which includes class-weekend Friday night accommodation at the Hilton Anatole may be added. Cost for the residential option will be set in spring 2012.

## Financial Aid

Financial aid information is available on our website. The most common source of federal financial aid is student loans and, in particular, loans available through the federal government. Loan applications will be considered upon a student's admittance to the program; however, a student may begin the process of applying for loans before admittance to the program by completing the Free Application for Federal Student Aid (FAFSA) online at [www.fafsa.ed.gov](http://www.fafsa.ed.gov). The recommended date to apply for financial aid is March 15.

Please contact the McCombs School of Business Financial Aid Office at: [Accounts\\_Manager@mcombs.utexas.edu](mailto:Accounts_Manager@mcombs.utexas.edu) for help with your financial aid questions.

## Application Procedures

To apply for the Texas MBA at Dallas/Fort Worth program, please visit the admissions section of our website:  
[www.mcombs.utexas.edu/mba/dallas/admissions](http://www.mcombs.utexas.edu/mba/dallas/admissions)

- The Texas MBA at Dallas/Fort Worth Online Application
- Application Processing Fee (\$125)
- Unofficial Transcripts: The equivalent of a four-year U.S. bachelor's degree from an accredited institution is required for program eligibility. Scanned copies of the transcripts should be uploaded to the online application—applicants MUST remove their Social Security Number from the transcript prior to uploading. After submittal of the online application and payment of the application fee, unofficial transcripts must also be uploaded to GIAC (Graduate and International Admissions Center).

[www.utexas.edu/ogs/admissions/usgradcontact.html](http://www.utexas.edu/ogs/admissions/usgradcontact.html)

*Note: Upon admission to the program, applicants will be required to submit official transcripts prior to enrollment.*

- Photocopy of GMAT or GRE score report: official score report must be sent before final admissions decision can be made. Texas MBA for Working Professionals GMAT Code: 396-44-40. The GRE Code is 6882
- A current professional resume (suggested two-page maximum length)

- Two (2) required personal essays. Essay topics can be found on the website
- Two (2) letters of recommendation: Applicant will enter contact information of references into the online application and an automated e-mail prompting them to send in the recommendation form will be sent immediately
- Copy of official TOEFL score report (for non-native English speakers). The University's TOEFL school code is 6882. The TOEFL can be waived under certain circumstances - please visit the website for more information
- Photocopy of Green Card (U.S. Permanent Residents Only) - sent directly to the Graduate and International Admissions Center (GIAC)

*Please note: At the end of the admissions season, decisions may be rendered on applications that have submitted the first four items listed above. Submission of only these four items is greatly discouraged and, in fact, will delay an admissions decision to the very end of the cycle when the class is almost always full.*

### Application Status Check

Please visit the admissions section of our website to check your application status:

[www.mcombs.utexas.edu/mba/dallas/admissions](http://www.mcombs.utexas.edu/mba/dallas/admissions)

Email: [texasmbadfw@mcombs.utexas.edu](mailto:texasmbadfw@mcombs.utexas.edu)

Phone: 512-471-7698

### Fall 2012 Application Deadlines:\*

#### Early Deadlines:

November 18, 2011

January 20, 2012

March 23, 2012

#### Final Deadline:

May 25, 2012

*\*Applicants to the Texas MBA at Dallas/Fort Worth program are encouraged to submit their application as early in the application cycle as possible.*

### Test Codes

**396-44-40**

Texas MBA for Working Professionals  
GMAT code

**6882**

The University of Texas at Austin's  
TOEFL school code

Texas MBA for Working Professionals  
GRE code  
(same as TOEFL)





**SAUNTÉ NICOLE FURNACE, MBA 2011**

**Hometown:** St. Louis, MO

**Undergrad Institution:** University of Southern California

**Job:** Corporate Internal Audit at Lockheed Martin

**Favorite Class:** Business Law

**Favorite Professor:** Christopher Meakin

“The Texas MBA is more than just a purely academic experience. The most enjoyable aspects of the program are learning about so many different industries and companies from two perspectives – from my professors and the experiences of my classmates. These two viewpoints provided me with a comprehensive and cohesive outlook on the complexity of business decisions that I will face as a future business leader.”



## Learn More About the Texas MBA at Dallas/Fort Worth

Choosing the right MBA program investment is an important decision, and we encourage you to use every resource available to make the decision that makes the most sense for you. The following opportunities are great ways to connect with current students and staff, learn more about the program and get a feel for the Texas MBA culture. The Texas MBA at Dallas/Fort Worth has a team of dedicated professionals whose job it is to help guide you through the admissions process. Whether you have a general program question or want to know the status of your application, we encourage you to reach out to us at [texasmbadfw@mcombs.utexas.edu](mailto:texasmbadfw@mcombs.utexas.edu).

### Attend an Information Session

The first step to learn more about the program is to attend one of our monthly information sessions. The program director, admissions staff and current students/alumni will all be on hand to answer questions about the program. Sessions last 1.5 hours and are held in Dallas; please consult the website for details. The admissions committee highly suggests that all applicants attend a session. To register, please visit [www.mcombs.utexas.edu/mba/dallas/info-sessions](http://www.mcombs.utexas.edu/mba/dallas/info-sessions)

### Visit a Class

Visiting a class is a great way to experience the program first-hand. We also welcome you to stay for lunch or dinner with the current students. To register, please visit the Texas MBA at Dallas/Fort Worth website.

### Introduce Yourself

Introduce yourself to the Texas MBA Admissions Team and enable us to stay in touch with you regarding important program information. To register, please visit the Texas MBA at Dallas/Fort Worth website.

### Contact Current Students or Alumni

Visit our online student and alumni gallery to ask questions about their experience in the program [www.mcombs.utexas.edu/mba/dallas/connect](http://www.mcombs.utexas.edu/mba/dallas/connect)

### Read our MBA Insider Blog

Stay up to date with what's happening around McCombs and the MBA programs by reading and subscribing to our MBA Insider blog at <http://blogs.mcombs.utexas.edu/mba-insider>

### Follow Us!

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