

# Full-time and Flex MBA



GEORGETOWN  
UNIVERSITY

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McDonough  
SCHOOL *of* BUSINESS





# Ready to Leave Your Mark?

You already know you're capable of greatness. But wondering just how much you can achieve isn't enough. To truly have an impact on the world, you have to go find out exactly what you're made of.

With a curriculum that prepares you for the global stage, plus the unrivaled access to influencers only Washington, D.C., can offer, Georgetown's McDonough School of Business is the perfect launchpad for discovering your true strength and exceeding the expectations you have of yourself. We prepare students to become globally minded, principled leaders ready to address the most significant challenges and opportunities facing business and society.

When you earn your Full-time or Flex MBA at Georgetown, you'll no longer wonder how much you can accomplish. Instead, you'll know.

Full-time MBA ranked

# 17

in the United States by  
Financial Times (2019)

Full-time MBA ranked

# 1

Best-trained Graduates by  
Bloomberg Businessweek  
Recruiter Insights (2019)

Flex MBA ranked

# 12

by U.S. News &  
World Report (2019)

# Transform Your Future

We offer a transformational experience. You'll push yourself, learn about yourself, turn thought into action, gain real-world experience, and learn how to be comfortable outside your comfort zone.

## Become Global Ready

In today's environment, business has no borders. From day one, we'll help you become global ready so you're savvy enough to work with a variety of cultures no matter where you end up. From our signature Global Business Experience consulting course to international student-led career treks, we help you make the right connections with global executives in business, government, and nonprofit organizations.

## Discover *Cura Personalis*

Established in 1789, Georgetown University is the oldest Jesuit institution in the United States. The Jesuit concept of *cura personalis*, or "care for the whole person," is integrated throughout the MBA program. We're a collaborative, not cutthroat, community. We care about shareholders and society. And we provide an ethical framework you can bring to the smallest startup or the largest bank on Wall Street.

## Access World Leaders

Our location in Washington, D.C.—at the intersection of business, policy, and international affairs—provides incredible access to the movers and shakers of the world. We bring them to campus and also encourage you to engage off campus, making introductions in the halls of the World Bank or on Capitol Hill.



Four miles to the U.S. Capitol and two miles to the White House provides you unparalleled access to business leaders and policymakers





**“McDonough fosters a unique learning experience that is enormously transformative. We become better business leaders, colleagues, and stewards of society.”**

**Katherine Miyamasu**

MBA'18

President, McDonough Military Association  
Weapons and Tactics Officer, U.S. Navy

# Prepare for the Global Stage

At Georgetown McDonough, global is in our DNA. From the opening term's Structure of Global Industries course and through the rest of the curriculum, we will challenge you to expand your worldview and management skill set. You will work with students who have lived, worked, or studied on nearly every continent.

Through experiences managed by the Global Business Initiative, our students discover their strengths through understanding business and cultures around the world. They graduate global ready—and ready to lead.

## Gain Global Business Experience

The Global Business Experience pairs groups of students with executives from Fortune 500 companies, nonprofits, and NGOs to address complex business challenges. The experience starts on campus, where you spend six to eight weeks as a consultant, applying strategic and analytical theories to develop solutions. The course and consulting engagement also includes a week-long, in-country residency, where students perform in-country research, present findings, and receive feedback from executives.

The coolest part: Many clients tell us they implement our students' recommendations and see improved business outcomes.

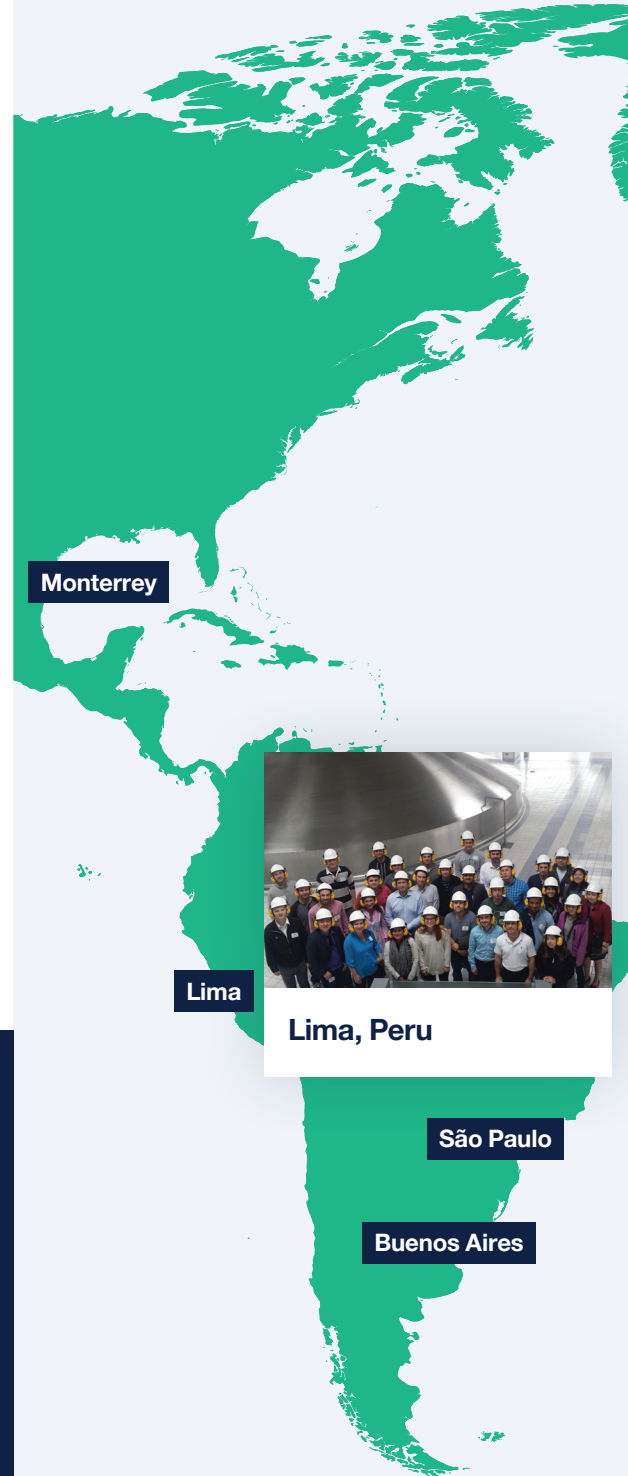
## Select Project Topics

Business Intelligence, E-Commerce, Environmental Tech, Impact of Debt, Logistics, Market Entry, Product Distribution, Real Estate, Strategy (Business, Marketing, Corporate Social Responsibility, Finance)

## Select Companies

3M, AB InBev, AIG, Bombay Stock Exchange, Citibank, Coca-Cola, Colgate-Palmolive, Desigual, Embraer, Estée Lauder, GE, GlaxoSmithKline, Gransolar, Gulf Capital, Lamborghini, L'Oreal, Marriott International, Microsoft, Nokia, SAP, Siemens, Tata International, Tishman Speyer, Uber

## Recent Global Business Experience Locations



Monterrey

Lima

Lima, Peru

São Paulo

Buenos Aires



London Berlin  
Prague  
Barcelona Bologna  
Madrid Rome



**Madrid, Spain**



**Shanghai, China**

Beijing  
Seoul  
Shanghai  
Hong Kong

Tel Aviv

Abu Dhabi

Delhi

Mumbai

Accra

Ho Chi Minh City



**Accra, Ghana**

Nairobi



**Abu Dhabi, United Arab Emirates**



**Hong Kong**

Johannesburg

Cape Town

# Trek and Study Abroad

MBA students can take treks abroad and have recently traveled to Mexico, Israel, China, Tanzania, the United Arab Emirates, and the United Kingdom, where they have met with employers, alumni, and even volunteered their time to make a social impact.

Additionally, Full-time MBA students can study abroad for a semester through partnerships with six top business schools: London Business School, ESADE in Barcelona, HEC Paris, IAE in Buenos Aires, Beijing International MBA at Peking University, and Copenhagen Business School in Denmark.

## Mexico City, Mexico



On a career trek to Mexico City, MBA students immersed themselves in the culture and met with representatives from Goldman Sachs, McKinsey, Inter-American Development Bank, Central Bank of Mexico, Banco Azteca, and the Ministry of Foreign Affairs.

## Mumbai, India



# 60%

of incoming 2018 Full-time MBAs can speak another language

# 73%

of incoming 2018 Full-time MBAs have lived, worked, or studied abroad



40

countries represented  
by incoming MBAs in 2018

Barcelona, Spain

Negev Desert, Israel



Beijing, China



**“I grew up with one foot in Southeast Asia, but spending time in a different part of the continent and viewing it from a professional perspective was eye-opening. China impacts our global economy more than ever. Having a front-row seat for six months gave me a whole new paradigm by which to view global business and trade.”**

**Benjamin Ebenezer**

MBA'16

Vice President, Blu Venture Investors, LLC

# Challenge Yourself Academically

Whether you enroll in our Full-time or Flex MBA program, you will experience the same rigorous curriculum with the same top-notch faculty. Through complex coursework, experiential learning, and in-depth case studies, you will learn fundamental business skills and study current trends. Our professors will inspire you to think outside the box. You will pitch business plans to executives and new ideas to angel investors. You will stay up late, get up early, and be on a first-name basis with your favorite barista.

## Opening Term

During Opening Term in August, you'll take Leading Teams for Performance and Impact (LTPI) and Structure of Global Industries (SGI). These courses are intense and your moment of truth. LTPI is an innovative new learning experience designed to help students form high-impact teams that deliver impactful results. You achieve this by exploring dynamics of diversity and inclusion, implicit biases, conflict and civility, and giving and receiving feedback. SGI is a highly integrated course focused on understanding global markets, business regulation and policy, and the impact of emerging business and industry trends such as the future of technology, and globalization and trade. SGI requires students to hone persuasive communication skills while practicing ethical decision-making. You'll learn what you don't know, what you want to know, and what you need to know to become a global business leader.

## Core Courses and Electives

Both Full-time and Flex students will take 36 credits of core courses across a breadth of business topics. In addition, you'll finish the final 24 credits of your curriculum by choosing from over 100 elective options.

## Intensive Learning Experiences

These one- to two-week elective courses allow you to explore topics outside of the traditional curriculum such as data visualization, startup factory, six sigma, national security, and coaching and leadership while emphasizing experiential learning, client-centered work, and off-site visits.

## Dual Degrees

Full-time students can earn dual degrees with four other Georgetown University schools: Law Center (JD), Medical School (MD), McCourt School of Public Policy (MPP), and Walsh School of Foreign Service (MSFS).

**60**  
credit hours

**100+**  
electives

**21**  
months for  
Full-time MBA

**28-60**  
months for  
Flex MBA



**“The curriculum is challenging and the pace is intense. Training in the classroom prepares you for the high stakes of the boardroom.”**

**Lee Pinkowitz**

Associate Professor of Finance

MBA Excellence in Teaching Award 2017



# Put Your Skills to Work

We know that learning isn't confined to textbooks. You need the real world brought to the classroom and also the opportunity to step out into the real world. You need to roll up your sleeves, interact with business leaders, and work on business problems. The Georgetown McDonough MBA offers a wide variety of co-curricular experiential learning opportunities. Here are just a few:

## Certificate Programs

### Consumer Analytics and Insights

Based on the growing interest among businesses to use consumer data to make decisions, this certificate prepares you to identify data sources, select methods to analyze the data, and understand the risks.

### Nonmarket Strategy

This certificate program leverages the resources of D.C. to explore the nexus of business, economics, and public policy. Experience how business and leadership are shaped by regulatory, political, and social forces.

### Venture Fellows Program

Breaking into venture capital right out of an MBA is not an easy task. With the Venture Fellows Program, you can get a leg up by working with real investors through a year-long apprenticeship at a local VC firm.

### Real Estate Clinic

Through the Steers Center for Global Real Estate, you will underwrite live real estate investments being considered by commercial real estate firms. Our students actively engage in top-quality investment and financial processes and gain experience in debt and equity investments.

## Impact Consultants

Through Impact Consultants, a student-run consulting group, you can consult for D.C.-area nonprofits. Each consulting team is mentored by an alumnus and provides valuable real-world client experience.

## Exposure to Technology

Our students have opportunities to receive training on tools like Excel, Tableau, SAS, and R through the HoyAlytics organization. Georgetown FinTech hosts speakers on topics like student lending and crypto-currencies and provides access to hackathons through industry partnerships. Additionally, Georgetown McDonough hosts the annual D.C. Blockchain Summit. At least 20 electives focus on technology, and we infuse technology across our core classes.

## Independent Study

Through independent study tutorials, you can explore topics in more depth for class credit and work directly with distinguished professors. Recently, students have completed tutorials with organizations like the World Bank/IFC.



**“The McDonough experience accelerated my growth as a person, a creative thinker, and a business innovator more deeply than I could have imagined.”**

**Clare Burnham** (pictured above right)

MBA'17

Senior Manager, Product & Service Innovation,  
Marriott International



# Lead the Way

At Georgetown, we aim to develop principled leaders through a focus on our Jesuit values and its ethos of development of the whole person. Learning to lead comes from both inside and outside the classroom.

## Leadership Curriculum Series

Four core courses—Leading Teams for Performance and Impact, Leadership Communication, Managing the Enterprise, and Ethical Leadership—will teach you critical leadership skills through hands-on assessments, simulations, constructive feedback, and teamwork.

## Leadership Fellows

Leadership Fellows are a group of students selected to participate in an experiential learning program. Fellows have the unique opportunity to shape, develop, and mentor first-year students as they engage in the Leadership Communications course, as well as support them through the Executive Challenge.

## Access to Thought Leaders

Through initiatives such as the Stanton Distinguished Leaders Series, you will have access to leaders from business, government, and beyond. Recent speakers have included:

### **Ann Sarnoff (B'83)**

Chair and CEO,  
Warner Bros.

### **Colin Powell**

Former U.S.  
Secretary of State

### **Michael Corbat**

CEO,  
Citigroup

### **Seth Goldman**

TeaEO (CEO),  
Honest Tea

### **Fabrizio Freda**

President and CEO,  
The Estée Lauder  
Companies

### **Alessandro Bogliolo**

CEO,  
Tiffany & Co.



## Case Competitions

Through industry-specific case competitions, students develop leadership skills, assess problems, and pitch solutions to industry experts within intense 24-48 hour periods.

Georgetown McDonough MBA students have won first place in the global Venture Capital Investment Corporation (VCIC) four out of the past six years.

## The Executive Challenge

Embedded into the Leadership Communication class, this day-long experience simulates real-world executive presentations and board meetings. You will engage 125 alumni at the executive level in an action-packed day of intense problem-solving and competition.

## Leading for Social Impact

Through MBA Volunteers, Net Impact, our Leadership Trek, Coverdell Fellows Program for Returned Peace Corps Volunteers, Segal AmeriCorps Education Award, and the November Month of Volunteerism, students spend time making an impact in the community. A key McDonough initiative, Business for Impact, welcomes student leaders to solve social and environmental issues through partnerships with corporations, nonprofits, and government leaders.

## Co-curricular Opportunities

The Full-time and Flex MBA Student Government Associations allow you to hone your leadership skills and represent the voice of the student body at McDonough. Additionally, with 380 board positions available in over 40 student clubs, you will gain hands-on experience leading your peers and making an impact at Georgetown McDonough. Student leaders also gain access to exclusive leadership training opportunities.

### Industry Clubs

Adam Smith Society  
 Business and Government Alliance  
 Consulting Club  
 Emerging Markets Network  
 Energy and Cleantech Club  
 Entertainment and Media Alliance  
 Finance Club  
 FinTech Club  
 Graduate Investment Fund  
 Graduate Marketing Association  
 Healthcare Business Alliance  
 Hospitality and Lodging Club  
 HoyAlytics Club  
 Human Capital and Leadership  
 Net Impact  
 Operations and Management Association  
 Real Estate Society  
 Retail & Luxury Association  
 Entrepreneurship and Venture Capital Club  
 Technology Club

### Affinity Clubs

Asia Business Consortium  
 Black MBA Association  
 California Business Association  
 Christians in Business  
 European Business Association  
 Graduate Women in Business  
 Greater China Business Association  
 Japan Society  
 Jewish Business Alliance  
 Korean Business Association  
 Latin American Business Association  
 McDonough Military Association  
 Middle East Graduate Alliance  
 Out@MSB  
 South Asian Business Alliance

### Social Clubs

Beer Appreciation Society  
 Georgetown Partners and Families  
 Georgetown Explorers Club  
 Gourmet Society  
 MBA Adventure Club  
 MBA Golf Club  
 MBA Volunteers  
 Wine Society

**5,100+**  
 volunteer hours  
 served by MBA  
 Class of 2019



**40+**  
 student clubs

**380+**  
 board positions  
 available

# Embrace Our Diverse Community

Diversity and inclusion are essential to the Georgetown MBA experience. From day one, you will work with and learn from peers offering a variety of professional, personal, and cultural perspectives. To attract and help support the diverse communities that make us stronger, we partner with local and national organizations and offer numerous campus resources.

## Underrepresented Minorities

### Resources and Partnerships

#### ***Management Leadership for Tomorrow (MLT)***

We are proud to be one of 17 MLT core partner schools. MLT equips African Americans, Latinos, and Native Americans with the skills, coaching, and connections they need to lead.

#### ***MBA JumpStart***

We sponsor the JumpStart Advisory Group to educate diverse working professionals about career advancement opportunities provided by pursuing an MBA.

#### ***National Black MBA Association (NBMBAA)***

Scholarships for student members of NBMBAA, which provides educational opportunities and economic growth for black professionals.

#### ***Prospanica University Partnership Program***

Scholarships for students of Hispanic heritage.

#### ***The Consortium for Graduate Study in Management***

Scholarships for students admitted as part of The Consortium, an organization that helps reduce the underrepresentation of African Americans, Hispanic Americans, and Native Americans in MBA programs.

#### ***Toigo MBA Fellowship***

Recognizing high-potential minority MBA students with a passion for finance careers.

### Career Support

Our students attend national career fairs such as the Prospanica Conference and Career Expo, National Association of Asian MBAs Conference, National Black MBA Association Conference, and Reaching Out MBA Conference.



**“Georgetown’s MBA curriculum, along with The Consortium’s valuable network and resources, has allowed me to successfully pivot my career into marketing and become a global business innovator.”**

### **Austin Watzlavick**

MBA’18

Consortium Fellow

Innovation Brand Manager for Baking and Global Foods, Nestlé





“Attending McDonough gave me the foundation to develop a business that employs veterans and helps build better Americans through its events.”

**Jason McCarthy**

MBA'11

Founder and CEO, GORUCK

## Military

### Resources and Partnerships

#### ***McDonough Military Association***

The association works with the MBA Career Center to accelerate the transition of its members from military service to new careers. The club also hosts speakers and exclusive networking events.

#### ***Georgetown University Veterans Office***

Our Veterans Office helps student veterans navigate the admissions process, apply for scholarships, receive Post-9/11 GI Bill benefits, and prepare to re-enter the workforce. Contact them at [veteranservices@georgetown.edu](mailto:veteranservices@georgetown.edu).

### Scholarships and Financial Aid

#### ***Yellow Ribbon***

\$15,000 per year in funding for eligible graduate business students, matched by the U.S. Department of Veterans Affairs.

#### ***Tillman Military Scholarship***

As a university partner, we support the military veterans and spouses selected as Tillman Scholars.

#### ***Military MBA Scholarship***

Merit awards to fund MBA education for veterans.

# 110+

Consortium students  
since 2014

# #4

College for Veterans by  
U.S. News & World Report  
(2018)



## LGBTQ

### Resources and Partnerships

#### ***Out@MSB***

Out@MSB promotes acceptance and creates awareness for all sexual orientations by increasing visibility of the LGBTQ community through networking among students, alumni, business professionals, and other LGBTQ MBA organizations.

#### ***Tagliabue Initiative for LGBTQ Life***

Run by the Georgetown University LGBTQ Resource Center, this initiative offers education, programming, support services, and advocacy on campus.

### Scholarships and Financial Aid

#### ***Reaching Out MBA (ROMBA)***

ROMBA fellowship recipients receive scholarships and exclusive mentorship and leadership development programming. Also, the student-organized ROMBA Conference is held annually for LGBTQ graduate students from top business schools with industry speakers, workshops, and networking.

#### ***Point Foundation Scholarship***

Financial support, mentorship, leadership training, and internship opportunities for the LGBTQ community.

## Focus on Diversity Events

Join us on campus for our annual **Focus on Diversity** events, held each fall.

- Engage with current students, faculty, alumni, and staff at networking events, panel discussions, diversity-specific breakout sessions, and social outings.
- Gain insight into career and professional development activities and resources.
- Attend a sample MBA class.





## Women

### Resources and Partnerships

#### ***Georgetown Women in Business (GWiB)***

A chapter of the National Association of Women MBAs and a Lean In partner, GWiB increases women's visibility in the academic community, connects members to top business executives, and hosts an annual conference.

#### ***Georgetown University Women's Leadership Institute (GUWLI)***

GUWLI promotes the social and economic advancement of women leaders by addressing their intellectual and practical needs.

### ***Focus on Family***

You can have children and achieve your educational and professional goals. Our lactation room, events like Sippy Cup and the MBA Fall Family Festival, and the Georgetown Partners and Families Club will welcome your family into your MBA experience.

### **Scholarships and Financial Aid**

#### ***Forté Foundation***

Scholarships are available for women through the Forté Foundation, whose goal is to launch women in careers through access to business education, opportunities, and a community of successful women.

# Launch Your Career

The Georgetown McDonough MBA Career Center is your lifelong partner in transforming your career. Whether you are looking to switch careers or advance on your current path, we will connect you to new opportunities from some of the world's top MBA recruiters and our powerful alumni network.

With our dedicated team of certified career advisors, career curricula, and operations staff, you can explore professions and industries and learn strategic career advancement techniques. We're here to help you build relationships, realize your potential, sell your talents, and negotiate salaries. We start working with you before you even step on campus, are by your side as you weigh internship and job offers, and are available as a resource after you graduate through our lifelong alumni services.

**For more detailed employment statistics, please view the website for our most recent Employment Report.**



## Summer Preparation

- Summer Webinar Series
- Summer Deliverables (e.g., Accomplishment Record, MBA Career Prospectus, and Resume)
- Personal Call with Career Advisor (Flex students-January)

## Career Treks and Conferences

- Treks: Wall Street, Consulting, CalTrek, Energy, International, Marketing
- Conferences: Net Impact (nonprofit), Prospanica (Hispanic), NBMBA (Black), Reaching Out MBA (LGBTQ), and numerous pre-MBA opportunities

## Networking Opportunities

- Industry-specific career advisors and student-organized career days
- Second-Year MBA Peer Advisors
- Hoya Gateway digital networking platform and LinkedIn
- Hoyas Helping Hoyas alumni and student networking events

## Courses

- Job Search
- Promotions

# 98%

Full-time Students Received Offer Within  
Three Months of Graduation (2018)

# 200,000+

Georgetown Alumni

# 25,000+

McDonough Alumni

## Expand Your Network

When you become part of the Georgetown McDonough MBA community, your experience is not limited to a few years—you are connected to the entire Georgetown Hoya network for life.

# 9,500+

McDonough MBA Alumni



# 110

countries



# 50+

alumni clubs





# Connect With Us

## Request More Information

■ [msb.georgetown.edu/mba-info](https://msb.georgetown.edu/mba-info)

## Meet Us Around the World

■ [msb.georgetown.edu/mba-events](https://msb.georgetown.edu/mba-events)

## Connect with our MBA Student Ambassadors

■ [msb.georgetown.edu/mba-ambassadors](https://msb.georgetown.edu/mba-ambassadors)

## Read Blogs from Students, Alumni, Admissions Staff, and Faculty

■ [msbgumba.tumblr.com](https://msbgumba.tumblr.com)

✉ [GeorgetownMBA@georgetown.edu](mailto:GeorgetownMBA@georgetown.edu)

☎ (202) 687-4200

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in The McDonough School of Business

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McDonough  
SCHOOL *of* BUSINESS

**Georgetown University**  
**McDonough School of Business**

Rafik B. Hariri Building, Suite 390  
37th and O Streets, NW  
Washington, DC 20057