daytime mba



welcome to fuqua

Fuqua is attracting and nurturing a new kind of business leader. The kind that thrives on difference, has the power to bring out strength in others, and moves an entire team forward toward a common purpose. We recruit students from around the world who share these values. It's why our culture and environment feel different—more supportive, more collaborative, more immersive, more diverse. "Fuqua has had great success at matching its MBA graduates with world-class companies seeking the best and brightest."

-POETS & QUANTS



How do you pronounce Fuqua? Remember:

"It's not a one-kwa or a twokwa—it's a few-kwa!"

learn it. live it.

Fuqua students truly care about being leaders who uphold their values—which is evident in the way our entire community upholds the Fuqua honor code.

MY FUQUA JOURNEY



When initially considering an MBA, I visited a few campuses but walked away crestfallen. It was difficult to identify role models in the greeting groups, investment in student culture seemed perfunctory, and opportunities for leadership development were cursory. I had worked the past 7 years in the business of education and empowerment, and a global, ethical MBA mindset mattered as much to me as the curriculum. I was skeptical when I set foot on the Duke campus for the first time.

I HAD WORKED THE PAST 7 YEARS IN THE BUSINESS OF EDUCATION AND EMPOWERMENT, AND A GLOBAL, ETHICAL MBA MINDSET MATTERED AS MUCH TO ME AS THE CURRICULUM.

But I found students discussing unlimited staff support for their nontraditional paths, leaders relaying purposeful peer support and feedback, self-aware Fuquans ruminating on the application of business strategies to improve society at a global scale... I saw myself in these students and was in awe of the growth potential at Fuqua.

6 WEEKS

Terms are 6 weeks long, with each class meeting twice a week—allowing you to take a wider variety of courses and pursue electives sooner.

14 CONCENTRATIONS AVAILABLE

Specialized concentrations provide you the option to deepen your educational experience so you're more fully prepared for the specific challenges of your career.

100+ ELECTIVE OPTIONS

Our curriculum has fewer core requirements than most business schools, allowing you to explore more disciplines or go deeper in your field.

PLACES YOU'LL FIND OUR FACULTY CONTRIBUTING TO THE CONVERSATION:

Financial Accounting Standards Board

The Food and Drug Administration

White House Council of Economic Advisors

B Corporations' Standard Advisory Council

hall of flags

Every year, Fuqua changes out its collection of 210 flags—which hang in the long corridors of our main buildings—to reflect the nations represented by each member of the student body. Over the last 20 years it has grown to include Native American nations, Belarus, branches of the U.S. military, Somalia, the rainbow flag of the LGBTQ community, Lesotho, and the Peace Corps.

winning the right way

Ultimately, we measure the success of our graduates by their impact on workplaces and the world around them, by relationships and reputations. We help you develop the sharp skills to analyze options, an open mind to appreciate other perspectives, and a leadership style that inspires entire organizations to do better while doing what's best.

At graduation, you could see my family's excitement at seeing the South Vietnamese flag. It's different from the current Vietnamese flag, and it remains so important to the culture and history of Vietnam before communism."

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- KRYSTINA NGUYEN, FORMER PEACE CORPS BUSINESS ADVISOR

GRIFFIN MUELLER

I attended the Cisco Women of Impact conference, where the chief of staff to Cisco's CEO shared her career journey. She explained how she became the youngest member of Cisco's Executive Leadership team, as Cisco's VP of Growth and Strategy. I remember learning about how her background in management consulting prepared her to be a trusted advisor to C-suite level executives at an early stage in her career. That moment inspired me to pursue a similar career path. Since management consultants are recruited from business school programs, I decided to pursue my MBA.

FIRMS UNIQUELY VALUE FUQUA GRADUATES FOR THEIR ABILITY TO IMMEDIATELY BECOME COLLABORATIVE AND EFFECTIVE TEAM MEMBERS.

Fuqua was at the top of my list, as Duke has an exceptional track record of employment in the consulting industry. Since consulting requires heavy teamwork, firms uniquely value Fuqua graduates for their ability to immediately become collaborative and effective team members.

MY FUQUA JOURNEY



I was living in LA working in energy before coming to Fuqua. The LGBTQ weekend showed me that this school was where I could have a transformative MBA experience. But for most new MBAs, your past career doesn't define where you're going once you walk through Fuqua's doors.

As recruiting got into full swing, an almost overwhelming number of employers began coming on campus. I kept an open mind about industry, networking with everyone from consulting firms to auto companies, all while trying to understand fit more than anything else.

YOUR PAST CAREER DOESN'T DEFINE WHERE YOU'RE GOING ONCE YOU WALK THROUGH FUQUA'S DOORS.

While we're blessed at Fuqua with an unbelievable support network, recruiting can still be a daunting, grueling process. I applied to many internships that met my basic criteria. Some companies gave me interviews, but most of them declined to move forward after the interview. But it only takes one to get you employed for the summer, and the day Amazon extended a summer internship offer with their Retail Leadership Development Program was almost as exciting as the day Fuqua called me with my admissions decision. (Key word: almost.)

MY FUQUA JOURNEY

an mba designed for you, by you



What really blew me away was how committed people are to each other here and how much of a family Fuqua has become."

AIDAN FITZGERALD, BECAME A NEW DAD WHILE AT FUQUA



an mba built for your future

The Fuqua difference starts with the structure of our Daytime MBA program. Here, you'll find opportunities to learn and grow by going outside your comfort zone exploring classes and experiences that help you take initiative, push your limits, and develop the many different skills you'll need for long-term success.

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During Mi Comida Latina, a weeklong celebration, representatives from Latin American countries cook and share small samples of traditional dishes. I bonded with classmates as we selected the dish, went grocery shopping, and cooked and having the chance to share a traditional food with my classmates really made me feel at home."

- DIEGO DE LOS RIOS MONCAYO VP, LATIN AMERICAN STUDENT ASSOCIATION

Fuqua's research centers provide access to emerging insights, along with opportunities to extend your education beyond the classroom.

TEAM

You'll be put in a team with 4-5 classmates hand-picked to facilitate learning from peers who look, think, and work differently.

> CENTER FOR THE ADVANCEMENT OF SOCIAL ENTREPRENEURSHIP (CASE)

CENTER FOR ENTREPRENEURSHIP AND INNOVATION (CEI)

THE FUQUA/COACH K CENTER ON LEADERSHIP AND ETHICS (COLE)

CENTER FOR ENERGY, DEVELOPMENT, AND THE GLOBAL ENVIRONMENT (EDGE)

> HEALTH SECTOR MANAGEMENT (HSM)

LEAD

Start your MBA journey in our Global Institute, a hands-on program of three courses that emphasize leadership in a global society.

Diego's Colombian Patacones with Mango Salsa

PATACONES: These are fried green plantains served as small bites with pretty much anything on top; the advice is to use a local fruit.

- 1. Peel the plantains and cut crosswise into 1/2'' slices.
- 2. In a frying pan, add and heat enough vegetable oil cover the plantain slices.
- 3. Fry the plantains for about 3-4 minutes, then carefully remove them using a slotted spoon and place them on a plate.
- Put the pieces in a kitchen mold you can use a lime-squeezer and press well on the pieces shaping them into a basket form.
- 5. Add them back into the hot oil to finish frying for 3 minutes on each side.
- 6. Remove the patacones, dry the excess oil with paper towels, and add a sprinkle salt.

MANGO SALSA

- 1. Peel and dice one mango
- 2. Add 1/2 cup of diced cucumber, 1/3 cup diced red onion, 1 tablespoon of lime juice, and 1/3 cup roughly chopped cilantro leaves
- 3. Top the patacones with the mango salsa, and Listo!



learn all ways

At Fuqua, you'll gain insights from case studies, strategic games, simulations, and visiting execs—not to mention our world-class faculty and your diverse classmates.

You'll have the chance to apply theory to real-world experiences, refine your leadership skills, and collaborate with other students to build on each other's strengths—all while putting new concepts and new ideas to the test.

UNLIKE MOST B-SCHOOLS

Fuqua gives students Wednesdays off instead of Fridays encouraging students to stay in Durham over the weekend and fostering strong community relationships.



FACULTY SPOTLIGHT

RESEARCH INTERESTS:

Entrepreneurship, innovation, and the expanding social mission of business

GET AN INSIDE LOOK:

Search "Advanced Corporate Strategy with Aaron Chatterji" on YouTube to see some of his post-class discussions with students.

SHAPING POLICY:

Aaron previously served as a senior economist on the White House Council of Economic Advisors (CEA), where he worked on a wide range of policies relating to entrepreneurship, innovation, infrastructure, and economic growth.

AARON'S WORK IS FEATURED IN:

Leading academic journals, CNN, The Economist, The New York Times, The Wall Street Journal, Financial Times, and Fortune. He has also testified as an expert witness at the House Committee on Small Business and the U.S. Department of State and served as a Fellow at the Center for American Progress.

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It's clear that it's great to have high self-control. But in a social context, where people can learn about you and what you're capable of...there's also the potential for it to lead to higher expectations and more work."

FACULTY SPOTLIGHT

GRÁINNE FITZSIMONS

RESEARCH INTERESTS:

Organizational behavior, social cognition, interpersonal relationships, self regulation, motivation, negotiation

TEACHES & GUIDES:

Leadership, Ethics & Organizations and an advanced elective course in negotiation

GRÁINNE IS SHOWCASED IN A RANGE OF ACADEMIC JOURNALS AND PRESS:

Journal of Personality and Social Psychology, Psychological Science, NPR, CNN, The New York Times, and The Wall Street Journal

IN A STUDENT'S WORDS:

"She challenged us to think more deeply about how to drive employee engagement, improve leadership, and build a meaningful culture that celebrates cognitive diversity. Her class is where I discovered my passion for human capital! Also, she was kind enough to come out for a 'ladies' night' and discuss her research with a small group of Fuqua women over wine!"

-JENNIFER MILLER, BLACK BELT

experiential learning

GLOBAL ACADEMIC TRAVEL EXPERIENCE: Study the economics of a region—then visit.



FUQUA CLIENT CONSULTING PRACTICUM: Serve on a consulting team for a real-life business client.

WHITEWATER RAFTING EXPERIENCE:

Build teamwork and leadership skills at the U.S. National Whitewater Center in Charlotte, NC.

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I learned new skills as part of my Fuqua on Board assignment with Habitat for Humanity that will help me serve other nonprofits in the future. But those skills pale in comparison to the impact my experience hopefully made on the lives of others."

> - MATTHEW THACKER, U.S. ARMY VETERAN

FUQUA ON BOARD: Join the board of an area nonprofit.

student voices

MY FUQUA JOURNEY



Before Fuqua, I worked in the social impact and international development sector in six different countries. Much of my experience was centered around advocacy for women, youth, and low-wealth communities. Most recently, I worked at LeanIn.Org, a nonprofit committed to helping all women achieve their ambitions.

I'm passionate about encouraging women to start and lead entrepreneurial ventures. I'm able to work on this passion through the Association of Women in Business and in collaboration with Duke Innovation & Entrepreneurship.

I learn and work best within team environments. Therefore, I wanted a program that demonstrates teamwork inside and outside the classroom. I wanted more than to join a top business school—I wanted to feel like I was a part of a community. I also wanted a program that valued my nonprofit and international development experience. Finally, I wanted a program where I could expand my business acumen while applying to impact projects and initiatives.

I'm passionate about encouraging women to start and lead entrepreneurial ventures. I'm able to work on this passion through the Association of Women in Business and in collaboration with Duke Innovation & Entrepreneurship. In addition, I enrolled in the Program for Entrepreneurship course to launch an edtech venture that helps youth answer the question, "What do I want to be when I grow up?"

ROB FRAZIER, U.S. MARINE CORPS VETERAN

CAROLINE VINCENT

I'm interested in the science behind human behavior and looking at how we can help people make better choices for themselves. Before Fuqua, I worked at Deloitte Consulting in their Federal Human Capital practice. I sincerely enjoyed the challenge of helping agency leaders determine how departmental policies and programs could better accomplish the agency's mission, whether that was to service other agencies' payroll or protect the homeland.

I'm interested in the science behind human behavior and looking at how we can help people make better choices for themselves.

Post Fuqua, I want to continue work in the human capital space with a tightened focus on applied behavioral economics as it relates to the employee and customer experience. I'm eager to explore opportunities at companies that empower employees and customers to make better choices for themselves and for the company, ranging from health and wellness to cybersecurity.

MY FUQUA JOURNEY

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I have the most amazing team! Jiang worked in tech in China; Jon is an entrepreneur from New York; Cristobal worked in renewable energy in Chile; and Andrea worked in consulting in North Carolina. We have incredibly different backgrounds, life experiences, and goals, but we're able to come together and enhance each other's learning experience. I consider these people part of my family now."

MY FUQUA JOURNEY



Before Fuqua, I worked in financial services in Sao Paulo, Brazil. I was a business development manager at Itau Unibanco, the leading bank in Latin America.

In business school, I wanted to meet incredible people from all over the world and build lifelong friendships. I chose Fuqua because of its supportive, inclusive community. During the application process, when I talked with students and visited the school, I realized how amazing Fuqua is. People do care about and help each other all the time.

I plan to work in the intersection of financial services and technology and help organizations create better products and services. Most importantly, I want to work in a company or institution that shares Fuqua's values.

I've had the opportunity to build friendships with people from more than 30 countries with the most diverse backgrounds. I know in 10 or 20 years I'll still be connected with them.

I plan to work in the intersection of financial services and technology and help organizations create better products and services. Most importantly, I want to work in a company or institution that shares Fuqua's values. I was born in Nairobi, raised in Tel Aviv, and lived in New York, and after living in Durham, I can share that I love this place!"

> -MICHAL SHTOFMAN AVIRAM, FUQUA PARTNER

"America's foodiest small town."

-BON APPÉTIT





we <3 durham

In Durham, you'll have the best of city, suburban, and rural living. It's an eclectic city, with a diverse mix of historical and cultural places, offbeat shopping, sports venues, arts festivals, houses of worship, and great restaurants.

Within just a few hours' drive from campus are the Blue Ridge Mountains for hiking and mountain activities, the Atlantic coast for beaches and water sports, or the NC Sandhills area for championship golf. Washington, D.C., is just 4 hours by car—or hop a 1-hour flight to New York City or a direct flight to London.

planning for your career

Whether you're focused on health care, energy, finance, entrepreneurship, consulting, social impact, consumer goods, sustainability, technology, sports, entertainment, media, or another industry—we've got someone for you to meet.

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Fuqua taught me that great leaders never stop learning. It's critical to draw upon the collective experience and expertise of your team, thought leaders within your industry, and insights from the local market you're operating in."

CAROL WILLIAMS, WEST AFRICA DIRECTOR, WORLDREADER The Career Management Center has dedicated career coaches who help guide your employment journey.

Committed sector directors help you navigate internships and recruiting for specific industries.



DISTINGUISHED SPEAKER SERIES

Fuqua brings C-suite executives from around the globe for lectures, small-group discussions, and luncheons—hear from leaders like Tim Cook (Apple), Mary Barra (General Motors), and Adam Silver (National Basketball Association) to gain insights into key industry issues.

SYMPOSIA

Industry professionals discuss their organizations and educate you about different careers in the field—so you learn about typical career paths within a company, roles and responsibilities for a recent MBA grad, and perspectives on business challenges.

CONFERENCES

Senior leaders, professionals, and knowledge experts in the field convene to discuss emerging trends and how organizations are approaching different issues. Connect with others in your field—and expand your network.









Google

TOP EMPLOYERS INCLUDE:

week-in cities

Trips to top global organizations to network and gain insights into companies' cultures and practices

200

companies recruit on campus every year

<mark>c</mark>areer fellows

Second-year students who serve as mentors and guides for first-year students throughout the recruiting and internship process

our community

100^{+}

alumni return to Fuqua for the Duke MBA Workshop for Minority Applicants It feels special here because you'll encounter many differences in our community--of opinion, age, ethnicity, gender, belief, talent, and family circumstance. That's because Fuqua invests deeply in experiences that help us create a shared identity, while also supporting the unique needs of different members of our community, including partners and families, women, underrepresented minorities, veterans and LGBTQ students.

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After a decade of service, what I didn't want to leave behind in my transition to school and beyond was a sense of teamwork, camaraderie, and pride. Fuqua's offerings surpassed those of other top MBA programs.

HUNTER RUDD, FREELANCE PHOTOGRAPHER, SENIOR CONSULTANT AT DELOITTE

130^{+}

LGBTQ students and allies in FuquaPride

Women hold

190+

student leadership positions at Fuqua

WHEN YOU ARRIVE IN DURHAM

Fuqua Partners offers a month-long orientation with daily events for partners and families. Once you settle in, activities taper down to weekly lunches, bi-monthly field trips, meet-ups at local coffee shops, free weekly movies over the summer, and other gatherings for partners—with and without kids.



TRADITIONS

30%

of full-time MBA students bring their young families to Durham

DUKE BASKETBALL CAMPOUT

Bond with classmates and friends as you compete for a chance to get season tickets.

MBA GAMES WEEKEND

A friendly sports competition for teams from 20+ top business schools, benefiting Special Olympics North Carolina.

FUQUA FRIDAY

At the end of each week, Fuqua gathers together for food, refreshments, beer, and wine. All students, faculty, and staff are invited, as well as partners and kids.

There are very few community initiatives in Durham that Fuqua or the broader Duke community doesn't have a hand in. I'm passionate about investing in minority inner-city youth, and I've had the opportunity to participate in everything from Habitat for Humanity to serving on the board of a local nonprofit that works to reduce the dropout rate in inner-city schools. The opportunities are endless."

JAMES COUCH III, BASEBALL AFICIONADO

PROFESSIONAL CLUBS

Build practical skills, stay on top of trends, and connect with leading experts and employers in your industry. Check out a few of your options:



DIVERSITY CLUBS

A shared affinity encourages you to highlight and share the unique parts of yourself with the greater Fuqua community-for example:

ASSOCIATION JEW OF WOMEN IN BUSI BUSINESS ASSOC

JEWISH BUSINESS ASSOCIATION

FUQUAPRIDE

BLACK ANDLATIN AMERICANLATINO MBASTUDENTASSOCIATIONASSOCIATION

DUKE ARMED FORCES ASSOCIATION

SOCIAL AND ACTIVITY CLUBS

Create opportunities for fun and personal development and gather with the entire community for key events-explore a few of these groups:



100%

The MBA Association is Fuqua's student government—this 100% student-run organization oversees 60+ active clubs and organizations.

student life at fuqua

The Fuqua community supports and helps focus your talents—here, we ensure you gain hands-on management experience by putting much of student life in student hands. In addition to the studentrun MBA Association overseeing all extracurricular programs, clubs, and organizations, each club at Fuqua has a student management team responsible for all aspects of that club's activity—marketing, operations, finance, and beyond.

Students and alumni network during board meetings on campus. Fuqua has a Board of Visitors, three alumni advisory boards, and six regional advisory boards.

THE STRENGTH OF A NETWORK

"I was used to working on projects alone, and Fuqua taught me a great deal about working in teams. It was highly rewarding to come together with people you didn't know and to figure out how to leverage each person's strengths to solve a problem together."

> — MARK REUSS, PRESIDENT, GENERAL MOTORS NORTH AMERICA

$22,000^{+}$

enthusiastic grads worldwide

the fuqua network

Duke has more than 160,000 alumni all over the world, and 22,000 of them are Fuqua graduates. When we ask students why they chose Fuqua, many say it was alumni who helped make up their minds. Our grads take the Fuqua spirit of teamwork and the concept of collective success out into the world.

No matter their year of graduation or location in the world, our alumni remain loyal to the Fuqua community and each other.

> active Duke regional Alumni Groups across the world

LIFELONG LEARNING

As a Fuqua alumnus, you'll have access to learning programs and resources for your whole career.

Fuqua's Career Management Center holds alumni workshops online and in person.

SAMPLE WORKSHOPS:

Establishing and Maintaining Network and Mentor Relationships



Conversations With Business Leaders and Entrepreneurs φ

Define Your Brand, Imagine Your Future

The World Annual event with 2,000+

participants, including alums, who meet up for happy hour events around the globe

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In each and every coffee chat or mock interview I had with Fuquans, I heard a combination of the following: 'If you need anything, let me know'; 'I can connect you with X who can help you with Y'; or 'Send me your cover letter/resume and I'll provide my feedback.'

AMIR ZUR PRODUCT MANAGER, ZYNGA



of alumni live outside the U.S.

Fuqua grads live and work in

> 98 countries

MY JOURNEY AFTER FUQUA



Cross-cultural and interdisciplinary teamwork is something I learned a lot about at Fugua, because the school's culture would push us to practice and implement those situations. I gained a lot from cooperating with people from different backgrounds and different mindsets.

My previous team and my current Tesla team agree on this point—we don't care so much about position titles. Rather, we value whether each individual can provide an impact or not.

At Kaibo, I'd led an interdisciplinary cross-cultural team in a relatively tough environment in North Africa. Resources were very limited, and we were given a very timely mission. I needed a team to finish this project—and a resilient one at that. Only if we complemented and trusted each other could we accomplish our goal.

It's important to provide enough space for the team to develop. Space to develop and room for promotion are different. My previous team and my current Tesla team agree on this point-we don't care so much about position titles. Rather, we value whether each individual can provide an impact or not.

Last but not least, communication is the root of every success as well as every failure. We need to make information transparent and widespread in a team so it can deliver maximum value.

ISELA BAHENA

Managing Director of Infrastructure Investments, Nuveen

Asset management is about more than the \$2 billion portfolio I manage or the sourcing and managing of private equity deals. It's about people and their financial futures, which I have been entrusted with.

Fugua's focus on teamwork and ethics taught me that doing the right thing with and for people are key business tenets. We learned this not only through our classwork, but more importantly through Fugua's team mentality, where respect and collaboration are strong threads in the great cultural fabric that continues to make our community strong. even many years past graduation.

Fugua's focus on teamwork and ethics taught me that doing the right thing with and for people are key business tenets.

MY JOURNEY AFTER FUQUA

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My classmates joke we would have paid double our salaries just to befriend the people in our program. Not only did we grow through each other's differences, everyone supported each other to take the kind of risks that develop you as a leader and transform your life."

LEARNING ALONGSIDE A DIVERSE TEAM

my journey *after* fuqua

MY JOURNEY AFTER FUQUA

KAREEM COOK

Co-Founder and Co-Owner, Naturade and VeganSmart

I'm driven by the desire for people in my community to be educated about healthy options and then enabling access to those options. Within two years of starting our company in Los Angeles, we'd gotten laws changed, effectively banning junk food in public schools. That victory put us on the radar nationally as we continued to combat childhood obesity, and by extension, diet-related illness.

I knew I could take that path and make a real impact in my community.

At Fuqua I'd taken entrepreneurship courses and was inspired by my classmates. When I saw peers pursuing their own ventures and finding success, I knew I could take that path and make a real impact in my community.

It hasn't been easy— I've lived in the office for a year, I've been without a car, we've struggled for long periods. But when we've been in the room with powerful, wealthy individuals to raise funds, they could tell that we were willing to put our lives into making this company succeed.

ERIC JAMISON MANAGER, DATA & ANALYTICS PROCTER & GAMBLE FABRIC CARE



DUKE UNIVERSITY'S FUQUA SCHOOL OF BUSINESS FUQUA.DUKE.EDU