





"Fuqua has had great success at matching its MBA graduates with world-class companies seeking the best and brightest."

-POETS & QUANTS

Durham

#1

Best city for millennials

-FORBES

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

WEEK!

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.





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

MY FUQUA JOURNEY

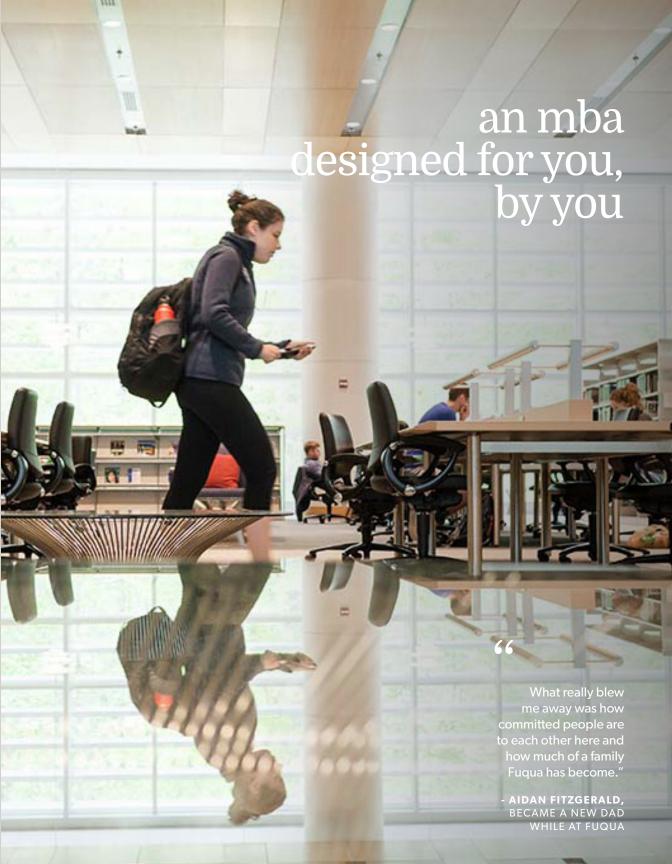


I was living in LA working in energy before coming to Fuqua. The LGBTQ weekend showed me that this school was where I could have a transformative MBA experience. But for most new MBAs, your past career doesn't define where you're going once you walk through Fuqua's doors.

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.)





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.



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

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.

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

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.
- 4. 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.
- 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!

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)



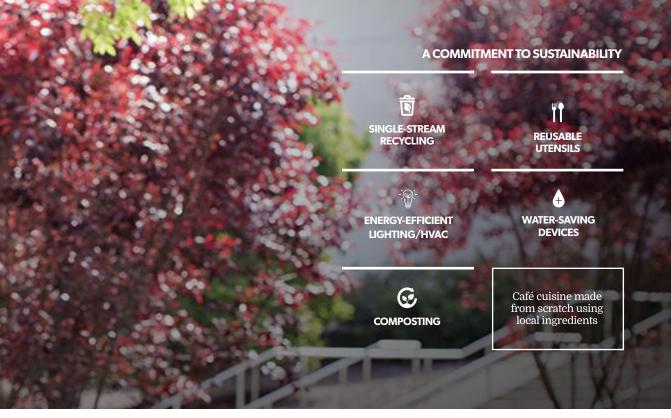
learn all ways

UNLIKE MOST B-SCHOOLS

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.

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



FACULTY SPOTLIGHT

AARON CHATTERJI

RESEARCH INTERESTS:

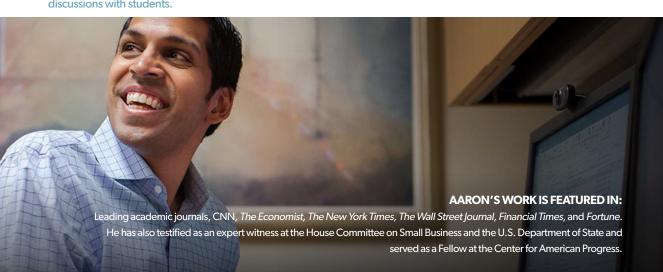
Entrepreneurship, innovation, and the expanding social mission of business

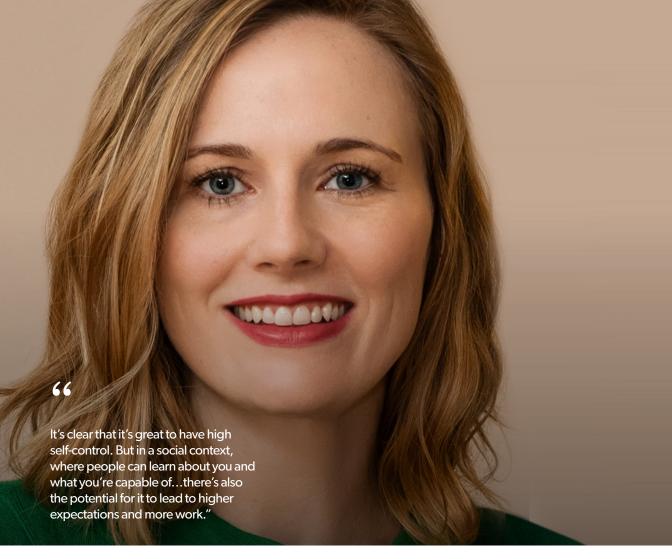
GET AN INSIDE LOOK:

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.





FACULTY SPOTLIGHT

GRÁINNE FITZSIMONS

RESEARCH INTERESTS:

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

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!"

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

-JENNIFER MILLER, BLACK BELT

experiential learning



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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



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 Leanln.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



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 Fugua'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 APPETII



MBA Association VP Melissa Blette's Top Five Durham Restaurants

- 1. Guasaca
- 2. Watts Grocery
- 3. The Palace International
 - 4. Pizzeria Toro
 - 5. Elmo's Diner





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.

The
Career
Management
Center
has dedicated
career coaches who
help guide your

employment

journey.

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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

Committed
Sector
directors
help you navigate
internships
and recruiting
for specific



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.

TOP EMPLOYERS INCLUDE:

McKinsey & Company

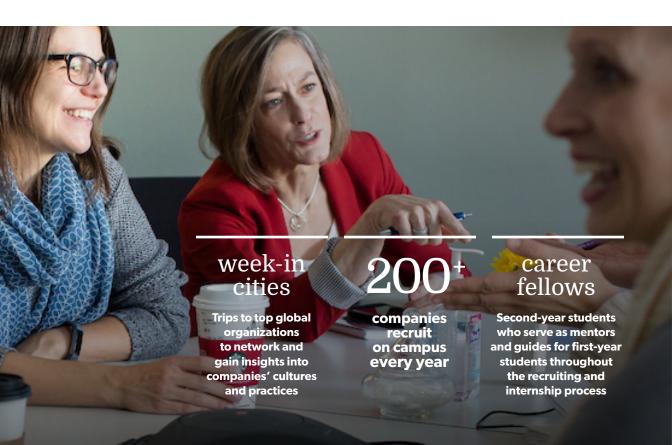


Bank of America.





Google



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 FuguaPride

Women hold

190+

student leadership positions at Fugua

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.



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:

> **FINANCE CLUB**

> > **ENERGY CLUB**

CONSULTING **CLUB**

> **NET IMPACT CLUB**

HIGH TECH CLUB

DIVERSITY CLUBS

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

ASSOCIATION OF WOMEN IN BUSINESS

BUSINESS ASSOCIATION

FUQUAPRIDE

BLACK AND LATIN AMERICAN LATINO MBA ASSOCIATION

STUDENT ASSOCIATION

DUKE ARMED FORCES ASSOCIATION

100%

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

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:

> FUQUA PARTNERS CLUB

CULINARY CLUB

RUNNING & TRIATHLON CLUB

WINE CLUB

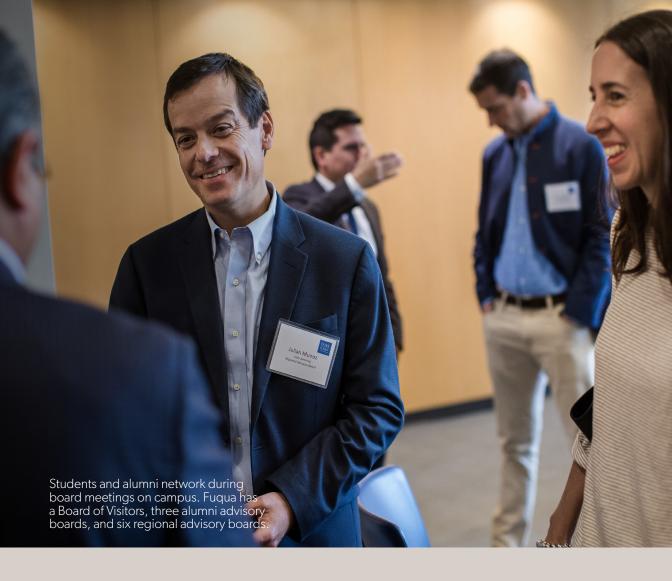
FUQUA IMPROV

CRICKET CLUB

ARTS @FUQUA

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 student-run 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.



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.

57

active Duke regional Alumni Groups <u>acr</u>oss 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



Define Your Brand, Imagine Your Future Fuqua Around The World

Annual event with

2,000+

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

66

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

14%

of alumni live outside the U.S.

Fuqua grads live and work in

98

MY JOURNEY AFTER FUQUA



Cross-cultural and interdisciplinary teamwork is something I learned a lot about at Fuqua, 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.



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.

Fuqua'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 Fuqua'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.

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MY JOURNEY AFTER FUQUA



My classmates joke we would have paid double our salaries just to be friend 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."

my journey *after* fuqua

MY JOURNEY AFTER FUQUA



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

