Georgia Tech
Evening MBA
2018
Evening MBA at a Glance

Georgia Tech Brand

Technology Square

Career Services

Powerful Network

Student Experience

World-class Faculty

Curriculum

MBA Immersive Tracks
Highlights on Business Analytics, Leading New Ventures, Managing Technology Products, and Supply Chain Innovation tracks

Elective Spotlight
International Practicum and Lean Six Sigma

Admission Checklist and Deadlines

Tuition and Financing

Class Profile

Ernie Scheller, IM 1952
Chairman Emeritus of Silberline Manufacturing Inc.
The Georgia Tech Scheller MBA prepares you to excel in a global economy constantly transformed by new technologies. As a world-ranked program, we go beyond the traditional MBA because to succeed in business today, you need more than just an MBA — you need an MBA that matters.

We focus on developing business leaders who are innovative, entrepreneurially minded, analytically skilled, and have the capabilities to leverage technology in business around the world.

An MBA that matters

Located in the heart of Midtown’s acclaimed Tech Square, Scheller MBA students have an unparalleled opportunity to learn in one of the nation’s premier high-tech business centers. Unmatched by any other university, the future of business is literally on your doorstep. Interact with global executives and Fortune 500 innovation centers, learn from successful entrepreneurs, and work on “live” business challenges for some of the world’s leading companies as part of your MBA experience.

A self-paced format ideal for working professionals, the Evening MBA program includes a curriculum portfolio of electives, concentrations, and immersive tracks that allow you to specialize your MBA, gain in-depth knowledge, and increase skills in the leading-edge business areas most in demand and key to advancing careers.

If you want an MBA that matters — that gives you opportunities found nowhere else, puts you ahead of the crowd, is recognized around the world, and is vital today — and tomorrow — then this is where you need to be.

Welcome to Georgia Tech.
GEORGIA TECH EVENING MBA AT A GLANCE

Your competitive advantage starts with a Scheller MBA. Earning an MBA from Georgia Tech offers an experience unlike any other program.
Flexible Format
Self-paced and customizable curriculum

24-36 Months
Average time students complete the Evening MBA program

January & August
MBA start dates

Monday-Thursday Evenings
Each class meets once/week

Customized MBA
Choose from electives, concentrations, and immersive tracks

Professional Experience
Average is 6 years

GMAT/GRE
Required

Optional International Residency
Offered each spring semester
Join a Global Powerhouse

Where you earn your MBA is important. You are investing your time and resources to get the degree. Make sure it’s from a university valued and recognized around the world.
The Tech Square Innovation Ecosystem

An unparalleled opportunity found nowhere else.

Globally recognized, Tech Square is a 1.4 million square-foot business innovation district anchored by Georgia Tech Scheller College of Business and home to business accelerators, startup incubators, investor offices, and leading startup companies. More than a dozen Fortune 500 corporations including Panasonic, AT&T, The Home Depot, Coca-Cola, Southern Company, and Delta Air Lines have located key innovation centers here.
Earning your MBA in Tech Square puts you at the forefront of business acumen and directly connects you with leading thought generators, top business leaders, and global corporate giants based here. As part of your experiential learning, you will interact with successful entrepreneurs, expand your professional network, and work on real-world business challenges at some of the world’s leading corporations. A once in a lifetime experience.
Translate Your MBA with our Nationally Ranked Career Services

Advance your career. Make a career change. Start a new business venture. Wherever you’re headed, we’ll help you get there.
Evening MBA students have a broad range of experience, skill sets, and career aspirations. Ranked No. 4 in the U.S. for Best MBA Job Placement, let the experts at the Jones MBA Career Center help you take your career to the next level.

Career Services support is an important part of your Evening MBA experience. A variety of resources, including career advancement workshops and on campus recruiting, help you leverage your MBA for promotion within your current organization or pivot to a new position or career path.

**Top Georgia Tech MBA Recruiters:**

Amazon • AT&T • Bank of America • Cisco
Deloitte • Delta Air Lines • Emerson • Georgia-Pacific
Hewlett Packard Enterprise • Johnson & Johnson
Liberty Mutual • McKesson • Microsoft
North Highland • PwC • ScottMadden
The Home Depot • The Walt Disney Company • UPS

“...The Career Center helped me put my skills and experience together in a way that set me apart from other candidates and led to amazing offers.”

Dacia Tarleton Bleeker, MBA Alumna
Big Data Project Manager, Hewlett Packard Enterprise
A Strong Network
· 145,000+ members

A Global Network
· All 50 states
· 132 countries
· 100 alumni clubs worldwide

A Corporate Network
Including: Accenture · AT&T · Bank of America · Chick-fil-A · Cisco · CNN · Coca-Cola · Deloitte · Delta Air Lines · Disney · Equifax · Georgia-Pacific · Home Depot · HP · IBM · Invesco · JP Morgan Chase · Manhattan Associates · Microsoft · Morgan Stanley · Newell Rubbermaid · North Highland · Porsche · St. Jude · Southern Company · SunTrust · Target · Turner Broadcasting

A Leadership Network
· 4,000+ C-level executive alumni
Join a powerful alumni network
The only U.S. business school awarded two Top 5 MBA ratings by Bloomberg Businessweek. (2016 Full-time MBA Rankings)
“I chose Georgia Tech Scheller for my MBA because I wanted a school with an outstanding reputation. What I’ve found as a student is a vibrant and collaborative synergy that flows throughout Scheller. There’s a strong sense of camaraderie among my classmates that is very inspiring, the professors truly want me to succeed, and my career advisor is genuinely vested in my success. I feel confident about my future.”
“We train leaders for the knowledge-based world of the 21st century.”

Frank Rothaermel
Professor of Strategy & Innovation and Russell and Nancy McDonough Chair

Learn from faculty members who are world-renowned for their teaching and research.

World-class Faculty

Georgia Tech MBA faculty are teacher-scholars who practice an interactive learning approach.

Many professors consult for national and international organizations, bringing industry connections and knowledge into the classroom.

MEET faculty and experience the Evening MBA program firsthand. Schedule a class visit at: scheller.gatech.edu/MBAClassVisit
Strengthen your business acumen through the MBA core curriculum, then tailor your degree by delving deeper into selected business areas through electives, concentrations, and immersive tracks.

MBA Coursework
MBA coursework consists of 54 total credit hours
- 12 core courses (21 credit hours)
- 11 elective courses (33 credit hours)

Flexibility
- The length of the program depends on how many classes you complete per semester.
- Classes are offered fall, spring, and summer semester; you choose the number of courses that fit your schedule.
- Evening classes are Monday through Thursday; each class meets once per week.

21 Hours 33 Hours 54
Core Credits Elective Credits Total Credit Hours
MBA Core Courses

MBA core courses provide a solid foundation in the functional areas of business, preparing you to get the most out of your elective coursework.

MBA Electives

- Customize your MBA curriculum to fit your needs and interests.
- Complete 33 hours of MBA electives (11 courses), including one required international business course, in any combination of the following:
  1. Non-core courses taken in any academic areas that meet your goals
  2. Concentrations (optional)
  3. Immersive tracks (optional)
- MBA Program Office staff will advise you on customizing your curriculum.

Concentrations:
Tailor your curriculum and focus your studies in a variety of functional and interdisciplinary business areas. Each concentration is nine credit hours (three courses) that count toward the required 33 hours of electives.

Choose one or more concentrations in:
- Accounting
- Business Analytics
- Cross-Cultural HR Management
- Entrepreneurship
- Finance
- IT Management
- International Business
- Law & Ethics
- Leadership & Collaboration
- Managing Innovation & Technology
- Marketing
- Operations Management
- Quantitative Finance
- Real Estate
- Strategic Sustainability
- Strategy & Innovation

LEARN MORE
scheller.gatech.edu/EveningCurriculum

Explore our MBA Dual Degree
Combine an MBA with an engineering or computing M.S. or Ph.D. degree at Georgia Tech
scheller.gatech.edu/DualDegree
MBA Immersive Tracks in LEADING INNOVATION

Make immersive tracks part of your MBA electives.

Develop deep expertise in emerging areas through differentiated curricula and by working on live business projects with top-notch companies and novel startups.

Optional immersive tracks combine academic coursework with practical, hands-on projects with Fortune 500 companies, nonprofits, startups, and incubators. Supplement in-class activities with co-curricular activities such as speakers, networking events, and industry panels organized by world-class research centers at Georgia Tech Scheller.

Georgia Tech Scheller MBA students have worked with leading incubators, startups, and Fortune 500 companies including:

- ATDC (Advanced Technology Development Center)
- AT&T
- Bank of America
- Deloitte
- Equifax
- Kimberly-Clark
- Microsoft
- Nike
- The Coca-Cola Company
- The Home Depot
Immersive Tracks:

Business Analytics • Computational Finance
Innovating for Sustainability • Leading Digital Transformation
Leading New Ventures • Managing Technology Products
Supply Chain Innovation • TI:GER® Technology Commercialization

Each track requires four courses (12 credit hours) that count toward the required 33 hours of electives.
Immersive Track Highlight

Business Analytics

Acquire the skills to manage data analytics programs, interface with data scientists, frame the right questions, obtain meaningful insights, and translate insights into business actions.

Work on real data analytics projects in cross-functional teams. Leverage corporate connections and intellectual assets of the Business Analytics Center at Scheller College.

Business Analytics Track

➤ Foundation Course
  • Data Analytics for Business

➤ Practicum Course
  • Business Analytics Practicum

➤ Choose Two
  • Business Process Analysis and Design
  • Database Development and Applications
  • Information Security Strategies and Policy
  • Marketing Analytics and Pricing Strategy
  • Marketing Research
  • Pricing Analytics and Revenue Management
  • Risk Analytics
  • Supply Chain Modeling
  • Understanding Markets with Data Science
Explore the challenges of a new technology venture. Learn to apply Lean Startup methodology to create a startup or bring innovation to a large organization.

Work on projects with Georgia Tech's ATDC, one of the world's largest university-based startup incubators and with Tech Square's renowned research and development centers to commercialize existing intellectual property.

Leading New Ventures Track

> Foundation Course
  • Technology Ventures OR
  • Venture Creation

> Practicum Course
  • New Venture Practicum

> Choose Two
  • Business Process Analysis and Design
  • Collaborative Product Development
  • Electronic Commerce
  • Entrepreneurial Finance and Private Equity
  • Financial Reporting and Analysis of Technology Firms
  • Innovation and Entrepreneurial Behavior
  • Law for Entrepreneurs

LEARN MORE
scheller.gatech.edu/EveningMBAtracks
Managing Technology Products Track

Immersive Track Highlight

Managing Technology Products

Develop the skills to excel as a product manager or director. Delve into product positioning, pricing, and forecasting. Learn to interface with sales teams to identify key customer needs and with engineering teams to translate requirements into product features. Work on corporate sponsored projects to gain the expertise necessary to solve marketing issues faced by companies in a global market.

Managing Technology Products Track

> Foundation Course
  - Collaborative Product Development OR
  - Product Planning

> Practicum Course
  - Marketing Practicum

> Choose Two
  - Emerging Technologies
  - Financial Reporting and Analysis of Technology Firms
  - Innovation and Entrepreneurial Behavior
  - Intellectual Property Strategy
  - Managing Innovation
  - Marketing Research

LEARN MORE
scheller.gatech.edu/EveningMBAtracks
Learn the strategic and tactical skills essential to developing and sustaining supply chain excellence. Implement crucial supply chain innovation to support product development, as well as promote a flexible, efficient, and predictable product delivery. Enhance the value proposition to customers and create significant competitive advantage.

**Supply Chain Innovation Track**

> **Foundation Course**
  - Global Operations and Supply Chain Strategy OR
  - Supply Chain Modeling

> **Practicum Course**
  - Supply Chain Innovation Practicum

> **Choose One**
  - Electronic Commerce
  - Collaborative Product Development
  - Technology Strategy

> **Choose One**
  - Accounting for High-Tech Firms
  - Business Process Analysis and Design
  - Business Strategies for Sustainability
  - Leadership and Organizational Change
  - Managing Resources of the Technological Firm
  - Operations Strategy
  - Product Planning
  - Service Operations Management
Elective Highlight

International Practicum

Designed to provide industry and international consulting experience, the International Practicum is a semester-long, project-based elective that includes an international residency.

During the semester, student teams work on assigned projects for global corporations such as GE, HP, IBM, Microsoft, and UPS. The practicum includes a presentation of team findings and recommendations to the corporations at their overseas locations during spring break.
Elective Highlight

Lean Six Sigma

Learn the tools and techniques of Lean Six Sigma employed by leading companies to decrease inefficiencies, improve processes, and boost the bottom line.

Apply Lean Six Sigma methodology and statistical analysis to a live company-sponsored project.

Sponsoring companies have included AT&T, Autotrader, State Farm, and The Coca-Cola Company.
“I want to grow my career and lead an organization. We’re learning leadership skills, what it takes to think like a leader, and the courage to manage.”

Morgan Lemond, Evening MBA Candidate
Manager of Financial Analysis, Georgia-Pacific
Application & Admissions

Admission Checklist

☐ Complete and submit application at scheller.gatech.edu/MBA
   A complete application includes:
   • Online application with required essays and $75 application fee
     (fee waiver available for military)
   • Academic transcripts: Accredited U.S. bachelor's degree or equivalent required
   • Valid GMAT or GRE scores: Scores are valid for five years
   • Two letters of recommendation
   • Test of English as a Foreign Language (TOEFL) for non-native English speakers
   • Resume

☐ Admission interview
   Scheduled after review of your application and on an invitation-only basis.

☐ Receive admission decision
   We'll contact you by the decision date that corresponds to your application round.

☐ Enroll online
   Visit the admitted student website (information will be provided with your admission decision) to complete the enrollment form and submit your enrollment fee to secure your place in the Evening MBA class.

APPLY online at scheller.gatech.edu/MBA
# Deadlines

## Spring 2018 (Classes start January)

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<th>Application</th>
<th>Notification</th>
<th>Deposit</th>
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<td>One</td>
<td>August 15, 2017</td>
<td>October 2, 2017</td>
<td>November 1, 2017</td>
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<td>October 15, 2017</td>
<td>December 1, 2017</td>
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<tr>
<td>Three</td>
<td>November 15, 2017</td>
<td>December 15, 2017</td>
<td>December 20, 2017</td>
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</table>

## Fall 2018 (Classes start August)

<table>
<thead>
<tr>
<th>Round</th>
<th>Application</th>
<th>Notification</th>
<th>Deposit</th>
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<td>April 2, 2018</td>
<td>May 1, 2018</td>
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<td>Two</td>
<td>April 15, 2018</td>
<td>June 1, 2018</td>
<td>July 1, 2018</td>
</tr>
<tr>
<td>Three</td>
<td>June 15, 2018</td>
<td>July 16, 2018</td>
<td>August 1, 2018</td>
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TUITION & FEES
2017-2018 ACADEMIC YEAR

Tuition
Georgia Resident | $1,121 per credit hour

Student Fees
> 4 Credit Hours | $1,005 per semester

Estimated Tuition & Fees (Completing MBA in 2-3 years)
Georgia Resident | $66,564 to $69,579

Academic Year Term
Fall 2017 and Spring/Summer 2018.

Tuition & Fees
Subject to change at the end of each academic year.

Non-Georgia Residents
Visit our website for tuition and eligibility for the Economic Advantage Program to receive a non-resident tuition waiver.
FINANCING YOUR DEGREE

Fellowships
We award a limited number of merit-based fellowships. Applicants who apply by Rounds 1 or 2 receive first consideration.

Education Loans
U.S. citizens and permanent residents may be eligible for education loans.

Employer Tuition Reimbursement
Contact your employer’s human resources department for available tuition assistance programs and eligibility.

The Evening MBA is eligible for the University System of Georgia’s Employee Tuition Assistance Program.

Economic Advantage Program
Not a Georgia resident, but recently moved to the state? You may still be eligible for Georgia resident tuition. Candidates who have relocated to Georgia for full-time employment, as well as their spouses, may qualify for Georgia resident tuition through the Economic Advantage Program.

The Post-9/11 GI Bill & Yellow Ribbon Program
Qualified U.S. veterans may be eligible to receive financial support for resident tuition and mandatory fees, and a stipend for books and housing.

LEARN MORE scheller.gatech.edu/MBA
Class Profile
2016 - 2017 ACADEMIC YEAR

145 NEW ENROLLED STUDENTS
35% WOMEN
18% UNDERREPRESENTED MINORITIES
28 AVERAGE AGE

80% RANGES AND AVERAGES

GMAT SCORE
- 530
- 603
- 680

GRE SCORE
- Verbal
  - 150
  - 156
  - 162
- Quantitative
  - 152
  - 158
  - 165

UNDERGRADUATE GPA
- 3.0
- 3.2
- 3.7

YEARS OF WORK EXPERIENCE
- 2
- 6
- 11

UNDERGRADUATE MAJORS
- 43% Business/Economics
- 34% STEM
- 13% Humanities
- 10% Other

FUNCTIONAL AREAS
- Human Resources 4%
- Other 6%
- IT/MIS 8%
- Consulting 9%
- General Management 9%
- Finance/Accounting 13%
- Operations/Production 23%
- Marketing/Sales 28%
Take the Next Step

Info Sessions
Join us for an MBA info session! Check for upcoming dates and register at scheller.gatech.edu/MBA.

Website
Visit scheller.gatech.edu/MBA for more in-depth information about the Evening MBA program.

Class Visits
Schedule a class visit and experience the Evening MBA program firsthand. Register at scheller.gatech.edu/MBAClassVisit.

Contact Us
Questions? Our Evening MBA program managers are happy to talk with you. Contact them at 404.894.8722 or mba@scheller.gatech.edu.

INDUSTRY

<table>
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<tr>
<th>Industry</th>
<th>Percentage</th>
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<tr>
<td>Real Estate</td>
<td>4%</td>
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<tr>
<td>Media/Entertainment</td>
<td>4%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
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<tr>
<td>Petroleum/Energy</td>
<td>6%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>6%</td>
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<tr>
<td>Government/Military</td>
<td>6%</td>
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<tr>
<td>Transportation/Logistics</td>
<td>6%</td>
</tr>
<tr>
<td>Nonprofit</td>
<td>6%</td>
</tr>
<tr>
<td>Consulting</td>
<td>8%</td>
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<tr>
<td>Consumer Products</td>
<td>9%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>11%</td>
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<tr>
<td>Financial Services</td>
<td>12%</td>
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<tr>
<td>Technology</td>
<td>15%</td>
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TOP EMPLOYERS

Cox Media Group
Delta Air Lines
Georgia-Pacific
Georgia Power
NCR
UPS
U.S. Military
University System of Georgia
Contact us

Georgia Tech Scheller College of Business
MBA Admissions Office
800 West Peachtree Street NW, Suite 302
Atlanta, GA 30308
mba@scheller.gatech.edu
404.894.8722

scheller.gatech.edu/MBA

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Keep up with news, events, and deadlines.

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