

THIS WAY UP ▶



THE GEORGETOWN MBA – McDONOUGH SCHOOL OF BUSINESS

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“At Georgetown you can transform yourself as you help us transform the school. You will receive a solid foundation in the principles of business. You will be challenged to dig deep for new capacities and perspectives. You will develop a close set of friends and colleagues. And out of it all you can expect a satisfying career to take shape.”

George Daly, Dean, McDonough School of Business, Georgetown University

FINANCIAL TIMES RANKS MCDONOUGH SCHOOL #3 IN THE WORLD FOR INTERNATIONAL BUSINESS * * * CONSTRUCTION BEGINS ON NEW 179

“The general management approach at Georgetown has really helped me in my career, where I serve clients across a broad array of functions.”

JAMES GILLINGHAM, CLASS OF 2001
ASSOCIATE PRINCIPAL, MCKINSEY & CO., WASHINGTON, DC

“You will be amazed at how much you learn in a short period of time, not only from courses but from classmates.”

EMILY LEY, CLASS OF 2008
BA, ART HISTORY AND SPANISH, VANDERBILT UNIVERSITY
PRIOR EXPERIENCE: INTL. TRANSACTIONS, ARNOLD & PORTER
SUMMER INTERNSHIP: INVESTMENTS ASSOC., MERRILL LYNCH





If You Come to Georgetown...

You will be part of something extraordinary. You will have the opportunity to prepare for a future in business while studying in a world-class university. A curriculum that integrates all aspects of a graduate business education will give you both a thorough understanding of management and the ability to lead organizations in a global marketplace. A new \$100 million building will provide top-flight classroom facilities along with state-of-the-art technology. You will find faculty members with years of real-world business experience. You will learn business, and you will learn it at a high level. But that's only part of what you will receive. You will find talents, interests and capacities in yourself that you never knew you had. You will develop lasting relationships with professors and other students that open doors professionally and personally. And you will find that business is about more than finance and marketing, more than numbers and strategic plans. It's about people – working with them, managing them, bringing out the best in them and in yourself.

,000 SQ. FT. HOME OF MCDONOUGH SCHOOL * * * GEORGETOWN MBA JUMPS NINE PLACES IN U.S. NEWS AND WORLD REPORT RANKINGS

“The school is intense, but people come together in different ways than I’ve seen. There’s a sense of competition, but not at each other’s expense.”

**DAN KARCHES, CLASS OF 2002
GLOBAL PANTENE BRAND MGR., PROCTER & GAMBLE, OHIO**



“The quality of instruction in the Georgetown MBA Program was very high, and the fundamentals were top notch. I was as equipped as any of my peers from other elite schools to do what I do today.”

**BRIAN BOLSTER, CLASS OF 1999
VICE PRESIDENT, INVESTMENT BANKING DIVISION, GOLDMAN SACHS, NEW YORK**

The Georgetown MBA: This Way Up

TRADITION OF EXCELLENCE

Georgetown's McDonough School of Business sits at the heart of one of the great universities in the world. For more than 200 years, Georgetown has trained many of America's top leaders and drawn students and faculty from around the globe. The McDonough School continues the Georgetown tradition of excellence, recruiting world-class faculty from academia and business and emphasizing the development of each student. The Georgetown ideals of open inquiry, opportunity, dignity and high achievement are also the ideals of the McDonough School.

A GLOBAL MINDSET

At McDonough we emphasize a curriculum that prepares students for a constantly growing and transforming global marketplace. We know that organizations need leaders who are comfortable in different cultures, who know multiple languages, who



33% OF ENTERING CLASS NON-US CITIZENS * * * 77% PROFICIENT IN A FOREIGN LANGUAGE * * * 100% GRADUATE WITH INTER

“Companies in the S&P 500 get almost half their sales from outside the US. So international is implicit in everything we do here.”

**GARY BLEMASTER, PROFESSOR OF THE PRACTICE – FINANCE
FORMER MANAGING DIRECTOR, MERRILL LYNCH & CO.
MBA, NORTHWESTERN UNIVERSITY**



Warren Buffet, General Electric CEO Jeffrey Immelt and other financial and corporate leaders addressed a McDonough School conference in March 2007.



have traveled beyond their homelands, and who understand that you manage an operation in Australia differently than one in Zambia.

Our international focus grew out of the trade and diplomacy studies instituted by Georgetown's esteemed School of Foreign Service in the second decade of the 20th century. Today we attract a broad array of students, 33 percent of whom come from foreign nations, and train them to be managers who thrive in international organizations. Our stature and location in Washington bring in many of the most influential business and political leaders to speak to our students, participate in conferences and even teach in our classrooms. And we require every student to undertake an international consulting project, culminating in an overseas presentation to client executives.

Our global residencies give students a hands-on experience with international business problem-solving and the kind of deep immersion in foreign cultures that can

only come from doing business in another country. Succeeding in a global marketplace means opening your mind, becoming comfortable dealing across cultures and within differing and often changing political systems. Georgetown prepares its students for a diverse world economy that is no longer dominated by one or two economic superpowers – a truly borderless environment in which people who are globally trained and internationally-minded will be in increasingly high demand.

WASHINGTON, D.C.: A CENTER OF WORLD POLITICS AND BUSINESS

Georgetown came of age with the new American nation and is now an integral part of America's political, business and cultural life. Students are only a short walk or cab ride away from the seat of the U.S. government and its myriad departments and agencies, from Treasury and Commerce to the Federal Reserve and a host of others. Washington is also home to the World Bank and International Monetary Fund, as well as the nation's premier think tanks, non-profits and non-governmental organizations. Every major consulting firm and industry association has a presence.

NATIONAL WORK EXPERIENCE * * * SPEAKERS INCLUDE WARREN BUFFETT, ALAN GREENSPAN, MICHAEL BLOOMBERG, CONDOLEEZZA RICE,



“You have the opportunity to experience the world at Georgetown: the global residency, the student body, the institutions of Washington, DC. You can't easily get that anywhere else.”

MWOMBEKI BAREGU, DAR-ES-SALAAM, TANZANIA: CLASS OF 2008

BS, ECONOMICS, DREXEL UNIVERSITY

PRIOR EXPERIENCE: ASSISTANT CONTROLLER, MICROVEST CAPITAL MANAGEMENT

SUMMER INTERNSHIP: CREDIT SUISSE GROUP

Student Life and the McDonough Community

Perhaps the most valuable part of your Georgetown experience will come from your involvement with the McDonough community. Our students have an exceptionally diverse range of backgrounds. Each year we create a class of people who are very distinct so they can learn from one another's experience. You will join student groups, sports and club activities such as those listed across this page, which provide leadership opportunities and can open doors to wider networks and career options. Working with people from around the world who have already distinguished themselves before becoming students here, you will develop the kind of bonds that last because they are built on challenges overcome together. Your experience outside the classroom will be as valuable as that inside.

Many professors continue their teaching outside of class through involvement in consulting projects and student clubs, helping you apply what you learn as well as



OTHER CLUBS: EUROPEAN BUSINESS ASSOCIATION * * * GLOBAL OPERATIONS ASSOCIATION * * * HEALTHCARE BUSINESS ALLIANCE * *



"Students at Georgetown are smart and work hard, but they also help each other. Just because you help someone succeed doesn't mean you're not going to succeed yourself."

**STEPHANI KUBAYASHI STEVENSON, CLASS OF 2005
MANAGER, STAKEHOLDER PARTNERSHIPS, NIKE CORP.
PORTLAND, OREGON**

A SAMPLING OF MCDONOUGH SCHOOL STUDENT CLUBS

Africa and Middle East Graduate Alliance
Asia Business Consortium
Black MBA Association
Georgetown Entertainment & Media Association
Georgetown Entrepreneurship & Technology Alliance
Georgetown Gay and Lesbian Alliance
Georgetown Women in Business

Graduate Marketing Association
Graduate Student Consulting Group
MBA Finance Club
MBA Real Estate Organization
Net Impact
South Asian Business Alliance
Student Assn of Hispanic MBAs

build networks that will aid you in the future. The McDonough staff is a highly accomplished group of people who have come to us from places as diverse as Discovery Communications and Citi as well as other highly ranked MBA programs. They work together to make your experience one that you will value for the rest of your life.

We have a beautiful campus, the streets of Georgetown are lovely, and the shopping and nightlife are terrific. Georgetown is a section of Washington, DC, and the life of the city becomes the life of our students every day they are here. You can visit some of the most widely known cultural institutions and attractions in the world, from the National Gallery of Art, the John F. Kennedy Center for the Performing Arts and the National Air and Space Museum, to rich historical and political landmarks like the Washington Monument, the Jefferson and Lincoln Memorials, the White House and the Capitol. High-level professional and collegiate sports teams such as the Washington Redskins football team, the D.C. United soccer club and the Georgetown University basketball team are also close by.



* LATIN AMERICAN BUSINESS ASSOCIATION * * * JAPAN SOCIETY * * * MBA VOLUNTEERS * * * NONPROFIT INTERNSHIP FUND * * *



In early 2009, the new \$100 million home of the McDonough School will come on line, with first-class space, services and technology.

"Georgetown provides great opportunities to build professional leadership skills. From consulting projects to clubs, there are endless ways to get involved."

JENNY LEE, CLASS OF 2008
BBA, BUSINESS MANAGEMENT, UNIVERSITY OF MIAMI
PRIOR EXPERIENCE: ACCOUNT SUPERVISOR, GOLIN HARRIS
SUMMER INTERNSHIP: MARKETING. JOHNSON & JOHNSON



World-Class Teaching

The Georgetown MBA faculty are many things: first-rate scholars, distinguished academics doing interesting and practical research, experienced business professionals who have made their mark as stars in the corporate world and as entrepreneurs. But most of all, they are gifted teachers.

Professors choose Georgetown because they really care about students, and they love to teach. Here you will truly get to know your professors, as mentors, career advisors, leaders in special projects, and active members of our tight-knit community. Among our extraordinary faculty you will find:

Professor Homa. A former executive with McKinsey and GE, he has created a series of marketing courses that students talk about years after they graduate. As one former student told The New York Times in an article about tough MBA courses:



PROF. ANDREASEN WINS POLLAY PRIZE FOR EXCELLENCE IN RESEARCH ON MARKETING IN THE PUBLIC INTEREST * * * PROF.



"I have a tremendous amount of faith in my students. I ask a lot of them, and they never let me down."

**SANDEEP DAHIYA, ASSOCIATE PROFESSOR OF FINANCE
FORMER CONSULTANT, MCKINSEY & CO.
PH.D., NEW YORK UNIVERSITY**

"We get practical in my course, teaching students how to start a business with no time and no money, the way most businesses are started."

**ELAINE ROMANELLI, ASSOCIATE PROFESSOR
DIRECTOR, ENTREPRENEURIAL STUDIES PROGRAM
PH.D., COLUMBIA UNIVERSITY**



"You fear the coursework and you fear taking the class and Professor Homa. But you almost fear not taking it. In essence, Ken Homa guarantees that when you go into the real world you'll be more prepared than any other marketing MBA out there."

Professor Holtom. He makes clear in his classes on organizational behavior that positive work environments lead to better bottom lines. He insists that one can do well by doing good, but also that "soft" skills have as much rigor – and are as prone to financial analysis – as any other element of business. He works his students through case studies that demand the same close attention to costs and earnings that students would bring to courses in accounting or investment banking.

Professor Nollen. A Fulbright scholar and Ph.D. from the University of Chicago, he directs the McDonough School's global residencies. His wants not only to give students a broader view of international business but to help them think. "My aim is to convert students from casual and superficial reactors to data," he says, "into critical

analysts who can structure and organize data and devise persuasive solutions to problems. This is the scientific method applied to business, and it gives confidence in approaching problems. It prevents students from being influenced by fads."

Professor Kamrad. He sees one of his primary roles as calming fear about numbers. "I teach phobia kinds of courses," he says, "quant modeling and forecasting, analysis of capital investments. All have a heavy foundation of mathematics. Students are not thirsting for courses like this. I show them how they can use what they learn in the real world. I also help them realize they have the capacity to do well. I give them encouragement, a pat on the back. It makes a difference."

Professors at Georgetown don't just give you lectures and then leave you with a teaching assistant to sink or swim. Through case studies, group projects and lectures, they are there with you every moment. They make sure you understand that business is challenging, unnerving at times, but thrilling when you get it right.

CZINKOTA RECEIVES LIFETIME CONTRIBUTION AWARD IN GLOBAL MARKETING * * * PROF. ERNST RECOGNIZED BY WHITE HOUSE

"My deal with students is that there will be a lot of work, but everything they do in my classes will help them land the best possible job and, most important, succeed at that job when they get it."

**KEN HOMA, PROFESSOR OF THE PRACTICE, MARKETING
FORMER EXECUTIVE, MCKINSEY & CO. AND GENERAL ELECTRIC
MBA, UNIVERSITY OF CHICAGO**



The New York Times

Tough Love *by Abby Ellin*

NO MATTER WHAT THE SUBJECT, THERE'S ALWAYS ONE CLASS WHOSE REPUTATION PRECEDES IT....

"Applied Marketing Management, Georgetown University. MBA elective nicknamed Homicide, after its professor, Kenneth E. Homa. Students who take it are Homaphiles; students who avoid it are Homaphobes. Emphasizes data and analytical structures underlying marketing decisions, and ways to improve decision-making by infusing analytical methods and pragmatic realism."

The Curriculum:

Creating a Well-Rounded Manager and Leader

A GENERAL MANAGEMENT APPROACH...

Georgetown will provide you with the skills necessary to manage and lead an organization. There are no majors or concentrations at the school. Rather, you will take courses in a wide variety of disciplines so you can take on many different roles in your career. You will have the opportunity to learn from a world-class faculty who are excellent teachers and scholars in their fields.

...INDIVIDUALLY TAILORED

But to say there are no majors does not mean there are no opportunities to focus. The Georgetown curriculum, which has undergone a major transformation in the past year, is designed to help you find your unique path. For example, if you want to pursue a career in finance you will not only take core courses in finance, financial



GEORGETOWN MBA ADDS LEADERSHIP CLASSES TO CORE CURRICULUM * * * RESIDENCIES FOCUS ON TRAINING THE NEXT GENERATION OF



“There’s a great supportive network of alumni. They go out of their way to help us make connections.”

LILY YU, CLASS OF 2008
BS, PSYCHOLOGY, UNIVERSITY OF NORTH CAROLINA
PRIOR EXPERIENCE: SENIOR REPRESENTATIVE, JOHNSON & JOHNSON
SUMMER INTERNSHIP: DEUTSCHE BANK, NEW YORK

“The Global Residency is one of the best things we do at Georgetown. It’s an exercise in depth not breadth. We work with a business problem that is now, not historical.”

STANLEY NOLLEN, PROFESSOR
DIRECTOR, GLOBAL RESIDENCY PROGRAM
PH.D., UNIVERSITY OF CHICAGO

markets and microeconomics but also electives that will give you concepts and skills for banking, investment analysis, corporate finance – whichever path you choose. Those with marketing interests can tailor their coursework for disciplines from brand management and advertising to marketing research. By the end of your second year you will be well prepared to enter a specific field and perform at a high level. For more information on the curriculum, see <http://msb.georgetown.edu/mbacurriculum>.

FIRST YEAR: SOLID FOUNDATION

All classes are given in seven-week increments called modules, four modules per year. The first year all students take a series of integrated core courses on subjects ranging from Accounting, Finance and Marketing to Organizational Behavior, Microeconomics and Operations Management. Each course is designed to work in tandem with other core classes to give you a solid education in general management concepts and a specific skill set that you can build on. The fundamental skills you learn will complement and reinforce one another.

SECOND YEAR: FOCUS AND SCOPE

In the second year you will take advanced classes to hone your expertise and develop skills within a specific business discipline and career goal. If marketing is your field, for example, you can take classes in advanced marketing strategy, consumer behavior, new product development and a host of other topics. Options in finance include financial modeling, investment banking, investment analysis and many others. All students receive thorough training in essential but often overlooked communications skills, including writing, speaking and presenting under pressure.

RESIDENCIES

A key feature of the Georgetown business education is the residencies – integrative courses, required of everyone, which complement regular course instruction. The first year you will participate in residencies in the fundamentals of global business and innovation, the second year in leadership and globalization. The globalization residency is the capstone of your experience at Georgetown. You will team with a

BUSINESS LEADERS * * * NEW CURRICULUM EXPANDS ELECTIVE OPPORTUNITIES AND LENGTH OF CLASSES FOR MORE IN-DEPTH LEARNING



“You get a tool kit that I still use every day, from debits and credits to how to partner on a team.”

ERIC BAUER, CLASS OF 1988
CHIEF FINANCIAL OFFICER, THE GAP
SAN FRANCISCO, CALIFORNIA



“The global curriculum is so strong. Some of the best case studies are international.”

JUAN KINGSLEY, COSTA RICA: JT DEG., SCHOOL OF FOREIGN SERVICE
MA, ECONOMICS, UNIVERSITY OF VIRGINIA
PRIOR EXPERIENCE: DIR. OF TECH DEVELOPMENT, DYNAMIC LOGIC
SUMMER INTERNSHIP: INTERNATIONAL FINANCE CORPORATION

CURRICULUM

YEAR 1

RESIDENCY (1 week)
Fundamentals of Global Business

MODULE 1 (7 weeks)
Accounting I
Organizational Behavior
Statistics
Microeconomics
Management Communication

MODULE 2 (7 weeks)
Accounting II
Marketing
Financial Markets
Strategic Management
Management Communication

MODULE 3 (7 weeks)
Corporate Finance
Business, Government and International Economy
Management Science
Operations Management

MODULE 4 (7 weeks)
Leadership and Business Ethics I
Elective
Elective
Elective

RESIDENCY (1 week)
Innovation

YEAR 2

RESIDENCY (1 week)
Leadership

MODULE 1 (7 weeks)
Elective
Elective
Elective
Elective

MODULE 2 (7 weeks)
Elective
Elective
Elective
Elective

MODULE 3 (7 weeks)
Global Integrative Course
Elective
Elective
Elective

MODULE 4 (7 weeks)
Global Integrative Course
Leadership and Business Ethics II
Elective
Elective

RESIDENCY (1 week)
Globalization

group of classmates to undertake a consulting project for a foreign organization or Fortune 500 company with operations overseas. Working with company executives as well as your professor, you will prepare a solution to a business problem the company is facing, then travel abroad to the company's facilities to finalize your project and present your recommendations to senior leadership. Last year teams traveled to Brazil, the Czech Republic, United Arab Emirates, South Africa and Vietnam.

Among dozens of projects were:

- A marketing study for Pepsico on a new fish-based snack food in Vietnam
- A study for Credit Suisse on Dubai real estate demand
- An analysis for the International Marketing Council of South Africa on American interest in South Africa and soccer in preparation for the 2008 World Cup
- An exploration of the aviation market in the Czech Republic for Aero Vodochody

Students invariably find these projects exciting as they gain a deep understanding of global business and the importance of cultural differences.

* * GEORGETOWN MBA MICHAEL CHASEN FOUNDS BLACKBOARD, INC. * * * MICHAEL O'NEILL FOUNDS GETWELLNETWORK * * * JASON CLAIRE FOUNDS



"Corporate recruiters will tell you that many MBAs lack the 'softer skills' like interpersonal relations and public speaking. We make every effort to ensure that our graduates count those among their distinguishing strengths."

**ROHAN WILLIAMSON, ASSOCIATE PROFESSOR OF FINANCE
PH.D., OHIO STATE UNIVERSITY**

The McDonough School is home to Centers and Institutes that seek to discover new management relationships and theories and disseminate them to the business community:

- McDonough's Capital Markets Research Center
- Georgetown Center for Business and Public Policy
- Georgetown Business Ethics Institute
- Georgetown University Women's Leadership Initiative



A WEALTH OF KNOWLEDGE EVERYWHERE YOU TURN

The full resources of one of the world's premier universities will be literally at your doorstep, and you will be able to augment your studies with coursework in other disciplines. You can take electives in international affairs, government and public policy, and you can pursue an honors certificate in International Business Diplomacy offered jointly with Georgetown's School of Foreign Service. Some students choose the demanding route of Joint Degree Programs. These include:

- MBA/JD with the Georgetown University Law Center
- MBA/MPP with the Georgetown Public Policy Institute
- MBAMSFS with the School of Foreign Service
- MBA/MD with the Georgetown Medical School
- MBA/MS OR PhD in Physics with the Department of Physics

Students who decide to pursue joint degrees must apply to both schools.

VASTU * * * ERIC KESSLER FOUNDS ARABELLA ADVISORS * * * MARCUS JOHNSON FOUNDS MARIMELJ ENTERTAINMENT GROUP * * * NICOLE MILLER AM



"Our accounting professor doesn't just teach accounting, he teaches how to look behind the numbers."

**RACHAEL KLEIN, CLASS OF 2008,
BA, HISTORY, UNIVERSITY OF CALIFORNIA AT BERKELEY
PRIOR EXPERIENCE: HR MANAGER, SF MARKETING
SUMMER INTERNSHIP: JPMORGAN PRIVATE BANKING, NY**



"For me, teaching is about making connections. In my management courses I try to connect to areas like strategy and accounting; I link soft skills like leadership with hard skills like finance."

**BROOKS HOLTOM
ASSISTANT PROFESSOR OF ORGANIZATIONAL BEHAVIOR
PH.D., UNIVERSITY OF WASHINGTON**

Launching Your Career: Access to the Best

Helping you launch your post-MBA career is a critical part of our mission at Georgetown. Our close-knit community enables us to give an exceptional degree of individual attention to our students, including assistance with self-assessment, resume and cover-letter writing, networking, mock interviews and negotiation strategies. We also help tailor your courses and extracurricular activities to your career goals.

The biggest names on Wall Street and in the corporate world – companies like JPMorgan, Citi, Toyota, 3M, L’Oreal, Merrill Lynch, Booz Allen Hamilton and Wachovia – come to McDonough to recruit. We help first-year students find productive summer internships, and give second-year students the tools they need to land permanent positions. We train business groundbreakers for the 21st century, and companies know this. Those that recruit at Georgetown expect to hire students who are ambitious, intelligent, hard-working and globally minded.



SUMMER INTERNSHIPS MEAN MONTHLY SALARIES FOR 2006: FINANCE/ACCOUNTING \$5,737 * * * MARKETING/SALES \$4,672 * * * CONSUMERS \$3,850

COMPENSATION FOR ACCEPTED POSITIONS, 2006

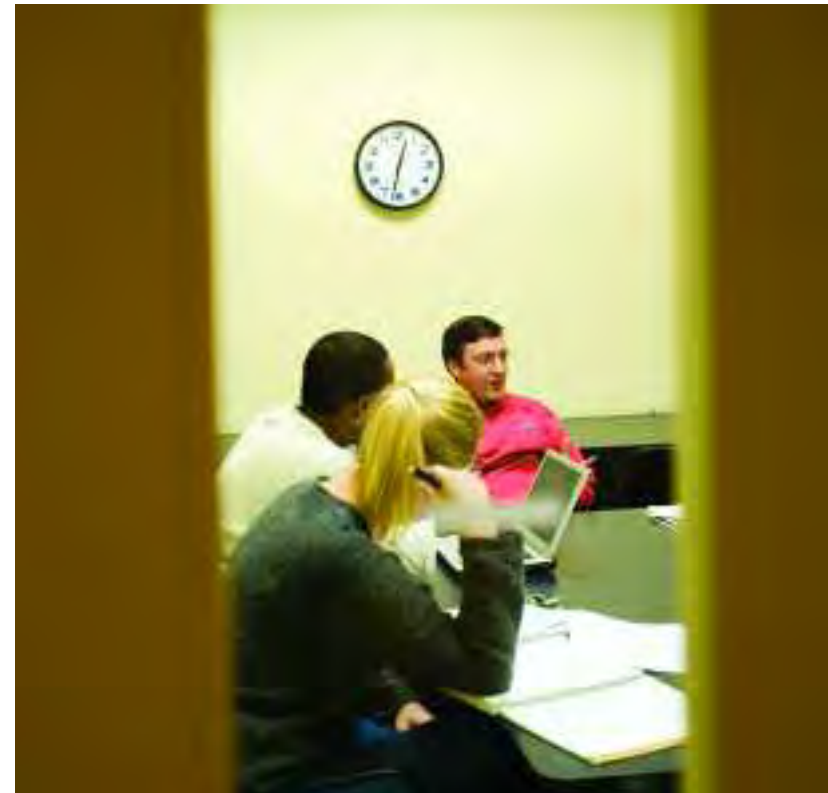
SALARY		SIGNING BONUS (54%)		OTHER COMP (42%)	
Mean	\$87,985	Mean	\$19,077	Mean	\$13,295
Median	\$90,000	Median	\$15,000	Median	\$10,000
High	\$150,000	High	\$50,000	High	\$100,000
Low	\$30,000	Low	\$1,250	Low	\$1,000

“Georgetown MBA students are confident and proficient at their work without being cocky, which in a consulting environment is absolutely critical.”

**MARK HUSON, BOOZ ALLEN HAMILTON,
QUOTED IN “TOP BUSINESS SCHOOLS: RECRUITERS’ M.B.A. PICKS”
IN THE WALL STREET JOURNAL.**

MBA recruiting is kicked off each year with our "Careers Xtravaganza" and "Functional Days," bringing in industry representatives to explore career possibilities with students. Students go on "Corporate Treks" to company offices in San Francisco, Boston, New York City, Hong Kong and London. Organized by second-year students for first-years, Treks enable students to meet potential employers. "Alumni Practice Interviews" help students develop their interview skills. Socials, conferences and student organizations also give you the chance to make personal contacts.

Georgetown alumni are leaders in their fields, and many are willing to help graduates. The alumni network extends beyond the business school to include the alumni of all the schools within the university. And we're sure you'll find – as other McDonough graduates have – that your strongest, most reliable network includes your fellow students here at Georgetown. As a result, you will have entry not only to new fields of business but also to new networks of professionals. For more information on careers as a Georgetown MBA, see <http://msb.georgetown.edu/mbacareers>.



MARKETING \$4,454 * * * OPERATIONS/PRODUCTION \$5,192 * * * GENERAL MANAGEMENT \$3,350 * * * MEDIAN COMPENSATION \$5,050 * *

"We like Georgetown students. They are down-to-earth, matter-of-fact, roll-up-your-sleeves and get-the-job-done. Culturally, JPMorgan and Georgetown are a great fit."

**SUSAN STEVENS, MANAGING DIRECTOR, GLOBAL SYNDICATED FINANCES
JPMORGAN SECURITIES, NEW YORK CITY**



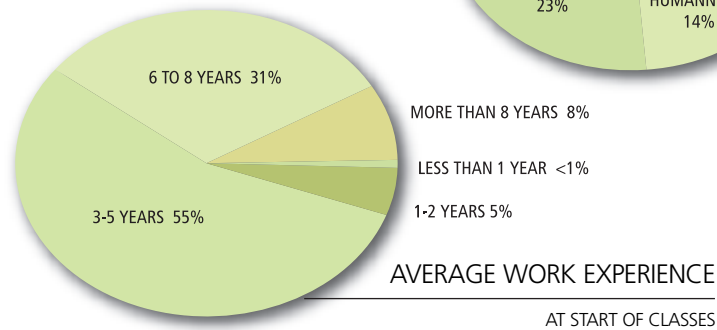
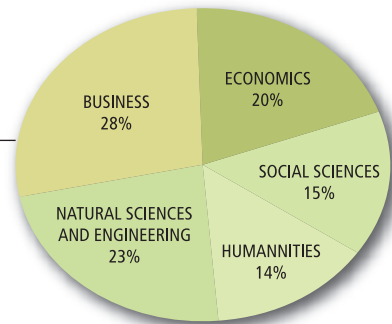
"The strong culture of community involvement is great preparation for leadership in any field."

**AL RIBEIRO, CLASS OF 2007
CONNECTICUT POLITICAL DIRECTOR, GIULIANI FOR PRESIDENT
HARTFORD, CONNECTICUT**

Application Information

Our students are smart, driven professionals who have excelled on the job and in the classroom. Collaborative, curious and ambitious, they have significant leadership potential and a passion for global business.

UNDERGRADUATE FIELDS OF STUDY



CLASS OF 2009 (AS OF JULY 19, 2007): 1,629 APPLICATIONS RECEIVED, 569 ACCEPTED * * * MEAN AGE 28 * * * AGES 23-38 * *

GLOBAL RESIDENCY 2007: VIETNAM

CLIENT: PepsiCo International

TASK: Develop marketing strategies for Poca brand snack foods

PROCESS: Student team analyzed Vietnamese market, considering demographics, competitive landscape, PepsiCo's market profile, cultural changes

PROPOSED SOLUTION: Students presented 12 ideas, including new brand icon, innovative approaches to snacking, new vending machine locations

CLIENT FEEDBACK: "The Georgetown study was innovative, and the ideas proposed were very useful. PepsiCo definitely gained from the experience." – Vu Sinh Nhat Hy, Marketing Coordinator, PepsiCo Vietnam

STUDENT: "I came to Georgetown to get global experience. Giving PepsiCo my recommendations was fantastic." – Tunch Dokar, Class of 2007, Customer Development Manager, Moët Hennessy Louis Vuitton, NY

WHO SHOULD APPLY?

We are looking for a diverse student body with individuals from a wide variety of academic backgrounds. Those holding a bachelor's degree from an accredited college or university in the United States or the equivalent from an international college or university are eligible for consideration for admission. Students must have completed a total of 16 years of formal education. This traditionally combines 12 years of primary/secondary education plus at least four years of a full-time college or university degree program. Applicants are expected to have basic knowledge of algebra and calculus such as would be obtained in a year of college coursework. In addition, most competitive applicants have a minimum of two years postgraduate work experience.

WHEN SHOULD I SUBMIT MY MATERIALS?

Admission to the Georgetown MBA program is for the fall semester; there are no mid-year admissions. Applicants have three deadlines from which to choose, as reflected below. You are encouraged to apply as early as possible, provided that you have

sufficient time to prepare your strongest application. International students, those candidates seeking merit-based scholarships and those candidates applying to joint-degree programs should make every effort to apply during rounds one or two.

First round – Nov. 30 Second round – Feb. 8 Final round – Apr. 25

WHAT IS REQUIRED AT THE TIME OF APPLICATION?

The following materials are required:

- Résumé
- Three required essays (see application for details)
- Official transcripts of all academic coursework
- Two professional letters of recommendation
- Listing of community contributions and personal interests
- GMAT test results
- TOEFL or IELTS test results for all non-native English speakers
- Non-refundable application fee of \$175

* 67% MALE * * * 33% FEMALE * * * 23% U.S. MINORITY * * * 33% INTERNATIONAL * * * 677 MEAN GMAT * * * 3.26 MEAN GPA

GLOBAL RESIDENCY LOCATIONS AND CLIENTS (PARTIAL LISTING)

Czech Republic Bristol Myers Squibb Czech National Bank Eurotel Hewlett Packard Johnson & Johnson	China AIG Calvert Group Citibank Shanghai FedEx Textron	Brazil 3M Alcoa AOL Time Warner Nestle Brazil Telefonica	United Arab Emirates Credit Suisse Federal Express General Electric Merrill Lynch Nissan	Vietnam American Express Cargill Asia Pacific Citibank Vietnam Johnson & Johnson Pepsi-IBC Vietnam	South Africa SAB Miller Motorola Boeing Pfizer World Cup	India British Telecom Escorts Group Hindustan Motors Infosys Technologies Tata Teleservices
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WHERE CAN I FIND THE APPLICATION MATERIALS?

Applicants are required to apply online. Materials and application forms can be found at <http://msb.georgetown.edu/mbaapply>.

INTERVIEW POLICY

Interviews are required for admission to the Georgetown MBA Full-time Program. The interview helps the admissions committee to get to know our applicants as individuals and to assess their interpersonal skills, motivations and strengths. In addition, evaluative interviews allow candidates to share their personal stories to supplement the application.

The interview policy in the fall (September 1- December 14) differs from the policy in the spring (January 14 - April 25). In the fall, interviews are applicant-initiated. In the spring, interviews are initiated only by invitation of the Admissions Committee. For more information on the interview process, please visit <http://msb.georgetown.edu/mbaadmissions> and click on "Schedule an Interview."



TEAMMBA AWARD FOR COMMUNITY SERVICE TO MCDONOUGH * * * NET IMPACT CLUB HOSTS HONEST TEA CEO AS GUEST SPEAKER * * * NO



"The Georgetown name has opened lots of doors that would have been closed to me. The school has a strong reputation, and the alumni network is incredible."

TEDD CITTADINE, CLASS OF 2000
DIRECTOR, STRATEGY AND BUSINESS DEVELOPMENT,
20TH CENTURY FOX, LOS ANGELES



"Entrepreneurship was my favorite class at Georgetown. It helped guide my thinking on everything from market research to finance and strategic planning."

MICHAEL CHASEN, CLASS OF 1995
FOUNDER, PRESIDENT AND CEO, BLACKBOARD INC.
WASHINGTON, DC

CAMPUS VISIT POLICY

We urge you to visit the Georgetown campus and experience our MBA program first-hand. Student-led information sessions are held during the academic year, beginning in September and ending in April. These hour-long sessions are held Monday through Thursday at 11:45 am. Although we will accommodate walk-ins, appointments are strongly encouraged. During your visit, you should make every effort to attend an MBA class. Availability is limited, and you must schedule class visits in advance. Class visits are available during the academic year, from Monday through Thursday, at 10:15 am, 1:15 pm, and 2:40 pm. To register for a class visit or information session, visit <http://msb.georgetown.edu/mbaadmissions> and click on "Visit Campus."

Direct Expenses		Indirect Expenses	
Tuition (15 credits per semester)	\$37,800	Average Room and Board	\$13,650
Yates Fee	296	Average Books	2,260
Health Insurance	1,921	Average Personal Expenses	3,815
SUBTOTAL	\$40,017	Average Travel	2,360
		SUBTOTAL	\$22,085

DO YOU OFFER FINANCIAL AID?

We offer merit-based scholarships based on prior academic performance. There is no separate application for scholarship consideration. All admitted students are considered, provided they have submitted a completed application for admission by the second deadline. We also offer several corporate scholarships and an endowed scholarship program, for which all students are considered.

Forty-three percent of the class entering in 2006 received scholarships at an average of \$13,500 each. The total amount distributed was \$1,300,000.

Georgetown University reserves the right to modify the requirements for admission and/or graduation, the program curricula, tuition, fees, and other regulations affecting the student body.

Georgetown University does not discriminate in its programs, activities, admissions or employment practices on the basis of race, color, religion, national origin, sex, age, marital status, personal appearance, disability, sexual orientation, gender identity or expression, family responsibilities, genetic information, matriculation, political affiliation, or any other basis protected by law. Individuals who have concerns regarding these issues are encouraged to contact Rosemary Kilkenny, Vice President for Institutional Diversity and Equity. Her office is located in Room M-36 Darnall Hall, and her telephone number is 202 687-4798.

STUDENT RIGHT-TO-KNOW AND CAMPUS SECURITY ACT

In compliance with the recently enacted Student Right-to-Know and Campus Security Act, it is the policy of Georgetown University to make readily available information concerning the completion or graduation rate of all certificate or degree-seeking, fulltime undergraduate students entering the University, as well as the average completion, or graduation rate of students who have received athletically related student aid. This information is available upon request from Bernard M. Muir, Director, Department of Athletics, McDonough Gym, Georgetown University, Washington, DC 20057, 202 687-2435.

NONPROFIT INTERNSHIP FUND RAISES \$27,000 FOR MBA STUDENTS ON NONPROFIT INTERNSHIPS * * * ULTIMATE FOUR BASKETBALL TOUR-



"I teach people to think logically and analytically and therefore increase their probability of success. That way they're likely to make better decisions."

PAUL ALMEIDA, ASSOCIATE PROFESSOR OF STRATEGY AND INTERNATIONAL BUSINESS PH.D., UNIVERSITY OF PENNSYLVANIA



"You have friendly, energetic, dynamic and intellectually curious classmates around you, constantly inspiring you to learn more."

PORNLEERT PRAVICHPHIBUL, CLASS OF 1996 VICE PRESIDENT AND HEAD OF LIABILITY MARKETING AND INVESTMENTS, CITIBANK BANGKOK, THAILAND

Georgetown University: An Extraordinary Experience

If you come to Georgetown, you will be part of a tradition of leaders that extends back 200 years. You will have access to the most important names in the corporate, non-profit and government worlds. You will be part of a community that challenges and supports you daily and throughout your career. You will be making a statement that you have a world view that extends beyond your own personal goals.

If you work hard for two years and take advantage of everything we offer, you should be able to take a position in a company, non-profit organization, international institution or government body and be confident of success. And you will prove to yourself and others that you are fully capable of succeeding in the world of business.

If that sounds like something you are looking for, we welcome your application. And if you become part of the class of 2010, you'll have an extraordinary experience.



KEY RAISES FUNDS FOR LOCAL SCHOOL * * * MBA STUDENTS PROVIDE PRO-BONO BUSINESS PLAN TO BLACKFEET INDIAN RESERVATION FOR



"Georgetown attracts students who will be the future leaders of the global business community."

REENA AGGARWAL
DEPUTY DEAN AND PROFESSOR OF FINANCE
PH.D., UNIVERSITY OF MARYLAND



"What makes this school special is the professionalism and courtesy of its people. The faculty really care about the students. Once you become part of this community, it's difficult not to be enthusiastic."

BARDIA KAMRAD, PROFESSOR OF FINANCE
PH.D., CASE WESTERN RESERVE UNIVERSITY

WHERE OUR 2006 GRADUATES ARE EMPLOYED: 3M **AARP** ACCENTURE **ADCISION** AES CORPORATION
AMERICAN AIRLINES AMERICAN EXPRESS **AMSOUTH** AOL TIME WARNER **ARLINGTON GROUP** ASB CAPITAL
MANAGEMENT **AT KEARNEY** BACKYARD HQ **BAKER & MCKENZIE** BANK OF AMERICA **BANK OF NOVA**
SCOTIA BB&T **BCP SECURITIES** BEAR STEARNS **BEARINGPOINT** BOOZ ALLEN HAMILTON **BOSTON CONSULTING**
GROUP BRITISH AMERICAN TOBACCO **CADOGAN MANAGEMENT** CAPITAL ONE **CENTOCOR** CITIGROUP **COHEN**
GROUP COLGATE PALMOLIVE **COMMERCIAL INDUSTRIAL FINANCE CORPORATION** COMPUTER SCIENCES
CORPORATION **CREDICORP SECURITIES** CREDIT SUISSE **DELL** DELOITTE **DEUTSCHE BANK** DEUTSCHE POST
WORLD NET **DEVELOPMENT ALTERNATIVES** DISCOVERY COMMUNICATIONS **DKR CAPITAL** DOOSAN **DZ BANK**
E TRADE FINANCIAL **EATON CORP.** ERNST & YOUNG **FANNIE MAE** FIDELITY **FOUR SEASONS VENTURES** GALLUP
ORGANIZATION **GENERAL ELECTRIC** GEORGETOWN UNIVERSITY **HARTFORD LIFE, JAPAN** INSIGHT CAPITAL
INTEL CORP. INTERNATIONAL FINANCE CORPORATION **JOHNSON & JOHNSON** JPMORGAN CHASE **KAISER**
ASSOCIATES KEY BANK **KPMG** L'OREAL **LAFARGE NORTH AMERICA** LAMOTTE CHEMICAL **M&T BANK**
MARRIOTT INTERNATIONAL **MARS & CO.** MBA ENTERPRISE CORPS **MBIA** MCKINSEY & CO. **MCNEIL CONSUMER**
MEDIMMUNE **MEDTRONIC** MERCER MANAGEMENT CONSULTING **MERRILL LYNCH** MILLER BREWING
MINDSHARE INTERACTIVE CAMPAIGNS MORGAN STANLEY **MOTOROLA** MULTI INVERSIONES **NORTHWEST**
AIRLINES OMNITURE **PNC BANK** POSCO **PRICEWATERHOUSECOOPERS** QBE DEL ISTMO **RAYTHEON**
REEBOK/ADIDAS **SAIC** SAMSUNG **SAMSUNG LIFE INSURANCE** SHINHAN BANK **SOUTH KOREAN MINISTRY OF**
FOREIGN AFFAIRS AND TRADE SPENCER & BEAN **STONEBRIDGE ASSOCIATES** SUBINAR LIMITED **SUCHA**
PROPERTY COMPANY LIMITED THOMAS CORP. **TOYOTA** U.S. AIRWAYS **U.S. CHAMBER OF COMMERCE** U.S.
DEPARTMENT OF COMMERCE **UBS** UNILEVER **UNITED AIRLINES** UNITED TECHNOLOGIES **U.S. AIRWAYS** VERISPAN
W.L. GORE & ASSOCIATES W.R. GRACE **WACHOVIA** WELLS FARGO **WORLD BANK**



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