William E. Simon Graduate School of Business Administration

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Kevin Brennan, M.B.A. . . . Assistant Dean for Information Technologies

PH.D. COMMITTEE

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Dean Hansen (ex officio)

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Lu Zhang, Ph.D. (Pennsylvania) . . . Assistant Professor of Finance

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Peter L. Waasdorp, M.S. (Rochester) . . . Executive Professor of Business Administration

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Kurt Wojdat, Ph.D. (SUNY, Buffalo) . . . Senior Lecturer in Accounting
Ellen Zuroske, M.S. (Rochester) . . . Senior Lecturer in Management Communication

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Fred Damiano, M.B.A. (Central Florida) . . . Lecturer in Computers and Information Systems
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Robert M. Place, J.D. (Syracuse) . . . Lecturer in Business Law
Paul Shanahan, J.D. (Union) . . . Lecturer in Business Law
Paul D. Wetenhall, M.B.A. (North Carolina-Chapel Hill) . . . Lecturer in Entrepreneurship

FACULTY 275
PERSPECTIVE

The William E. Simon Graduate School of Business Administration has a faculty of 60, including individuals specifically trained in the functional areas of accounting, competitive and organizational strategy, finance, computers and information systems, health sciences, marketing, e-commerce, and operations management, as well as attorneys, economists, mathematicians, and statisticians.

Five key components make the Simon School one of the world’s top business schools, and together contribute to our success in developing tomorrow’s leaders.

1. Over four decades, the Simon School’s world-class faculty have made enormous contributions that have revolutionized the kinds of questions asked in business, and changed how countless companies and executives in the United States and abroad conduct business. Our economics-based approach to problem solving and the way faculty integrate topics in our cross-functional curriculum are distinguishing features of the School.

2. Admission is highly competitive. We strive to have selectivity as well as diversity.

3. The Simon School maintains its small size. We enroll just over 1,000 students, in the full- and part-time M.B.A., M.S., and Ph.D. programs.

4. The Simon School stresses preparation for a lifetime of work in business—analytical skills, thinking across functions, understanding what motivates people, working effectively on teams and developing management communication skills.

5. At the Simon School, opportunities to lead others are extremely varied.

Master of Business Administration Program

Program of Study

To earn the M.B.A. degree, 67 credit hours of study (64 credit hours for part-time study) with a 3.0 grade point average must be completed. The M.B.A. program normally involves six quarters of full-time study, but exceptional students are able to complete it in a shorter period. All M.B.A. students have the option of taking a 21st and 22nd course free of charge within a year of completing the program.

The M.B.A. curriculum consists of nine required core courses, 11 electives, and a management communication sequence taken over three quarters (full-time students only). Although students are not required to complete a concentration, most opt for at least one, and in many cases two. Concentrations permit students to develop expertise in specific areas.

For more information about the Simon School’s M.B.A. Program, please visit us online at www.simon.rochester.edu/programs/program_ft.aspx.

Master of Science in Business Administration

The master’s degree program offers five concentrations: manufacturing management, service management, information systems management, technology transfer and commercialization, and finance. The manufacturing and service
management programs provide management training for individuals who wish to remain in those areas. They can help operations managers and industrial or manufacturing engineers gain further expertise in operations management and stay current with the most recent developments in the field. Designed for individuals involved in operations, in manufacturing, or in service firms, these programs are more technical than the general M.B.A. degree and may be earned by someone who already has an M.B.A. without an Operations Management concentration. These programs require 39 credit hours of study.

The information systems management program is appropriate for professionals who are committed to careers in information systems and who need management expertise. The program emphasizes both management principles and an understanding of the modern technical aspects of information systems, which facilitate the integration of information systems into an organization. This program requires 39 credit hours of study. The technology transfer and commercialization concentration appeals to professionals committed to careers in technology transfer who need management expertise. The concentration is offered on a full-time and part-time basis and requires the completion of a minimum of 39 credit hours, corresponding to 12 quarter courses.

The finance program is designed for students who already have an M.B.A. and are interested in a concentration in the finance area and/or are considering a career change. This concentration requires the completion of a minimum of 36 credit hours of study (39 if required to take FIN 402).

For more information about the Simon School's M.S. programs, visit us online at www.simon.rochester.edu/programs/program_ms.asp.

Executive M.B.A. Programs

The mission of the Simon School's Executive M.B.A. Program is to maximize the benefits of a general management M.B.A. for mid-career professionals. This program consists of two academic years of intensive M.B.A. classes that meet from September through July in the first year and September through June in the second year. The integrated sequence of courses leads to a fully accredited Master of Business Administration from the University of Rochester. Executive M.B.A. programs have been established with European partner institutions. Designed for European managers, each program consists of 18 months of study, including a summer term in Rochester. The course of study is equivalent to the Rochester executive program and is taught by Simon School faculty along with European scholars.

Admission to the Executive M.B.A. Program is based on application and interview.

For additional information or to request a catalog and application, please visit us online at www.simon.rochester.edu/emba.
JOINT DEGREE PROGRAMS

M.B.A.-M.P.H.

The Simon School offers a three-year program in conjunction with the School of Medicine and Dentistry. Courses are taken both at the Simon School and at the Medical Center in the Department of Community and Preventive Medicine. For further information, consult the Simon School Catalog or contact the Office of the Assistant Dean at the Simon School.

Anesthesiology/M.B.A. Program

Students completing a residency or clinical fellowship in anesthesiology are able to earn an M.B.A. degree through a joint program offered by the Department of Anesthesiology and the Simon School. The program design combines the residency or fellowship with business school coursework. This joint program prepares anesthesiologists for leading careers as physician executives in the health care management field.

M.B.A.-M.S. in Microbiology and Immunology

The Simon School, in conjunction with the Department of Microbiology and Immunology in the School of Medicine and Dentistry, offers a two-calendar-year program for the Master of Science and the Master of Business Administration degrees. Interested students may obtain more information from the Office of the Assistant Dean at the Simon School.

M.D.-M.B.A.

The Simon School, in conjunction with the University’s School of Medicine and Dentistry, offers a five-year program in which students can earn both the Master of Business Administration and the Doctor of Medicine degrees. Interested students may obtain more information from the Office of the Associate Dean at the Medical School or the Office of the Assistant Dean at the Simon School.

For more information, visit us online at www.simon.rochester.edu/programs/program_joint.aspx.

PH.D. PROGRAM

The Simon School offers a Ph.D. program for students who are interested in research and teaching careers. The program is highly analytical in its orientation and while real-world applications are emphasized, students receive substantial training in theory and quantitative methods. Program graduates have excellent employment opportunities in academe and other research institutions.

All students in their first year take a set of “core” courses in one of the two underlying disciplines offered: economics or quantitative methods. This requirement reflects the Simon School’s view of what is important for researchers to know. The “core” exams, given in June of the first year, serve as a key for early assessment and are based solely on the material covered in the courses. They are designed to determine whether the student has learned enough of the basic material to make continuation in the program advisable.
A first-year research paper is required in the economics core in the fall of the second year. This paper is designed to get students thinking about research early in their academic careers, which enhances the process of choosing a thesis topic.

During the second year of the program, students concentrate their study in two chosen fields of specialization, a major and a minor. The fields offered are accounting, applied economics, applied statistics, competitive and organizational strategy, computers and information systems, finance, macroeconomics, management science, marketing, and operations management. Most fields are defined by the material covered in seven to nine advanced courses and most students choose to take these courses. Qualifying examinations in these fields are given in the summer and fall following the second year of study, and students complete work on an original research paper, which also must be presented by the fall of the third year.

Early in the third year, students are evaluated for admission to candidacy. The candidacy decision involves an evaluation of the students’ overall academic performance. Recommendations for admission to candidacy by the faculty in the students’ major area imply a willingness to supervise their dissertations. At this point, students move on to their research for the dissertation.

When students have made enough progress on the thesis to define the problem and to state how the remainder of the research will proceed, a thesis proposal seminar is scheduled. In this seminar, students describe future research plans to interested faculty and to other Ph.D. candidates. The faculty then evaluate the proposal and decide whether or not it is acceptable. When the research described in the approved proposal is completed satisfactorily and successfully defended in another seminar, students are awarded the Ph.D. degree.

Admission and Financial Aid

No particular undergraduate major is required for admission to the Ph.D. program, but some training in mathematics (at least a year of calculus) is essential. Most students electing the quantitative methods core have undergraduate degrees in mathematics or engineering. Students taking the economics core have more diverse backgrounds, but many have majored in either mathematics or economics. All students are required to spend the months of July and August before their first year honing mathematic and statistical skills in preparation for first-year coursework. Financial aid is available for these two months.

Applicants to the program must take either the Graduate Management Admission Test or the Graduate Record Examination. Their scores on the test, academic records, and letters of recommendation are all considered carefully by the Ph.D. committee.

Most students who are admitted to the program receive financial assistance. In the first year of study this financial aid is in the form of a fellowship plus a tuition scholarship. The generous fellowship allows first-year students to devote full time to studies. Advanced students typically receive a combination of a fellowship, tuition scholarship, and a teaching or research assistantship.
The application deadline for international students is December 31. The application deadline for U.S. citizens is January 15.
For more information, see the Simon School Web site at www.simon.rochester.edu/programs/program_phd.asp.

COURSES OF GRADUATE INSTRUCTION
A complete listing of courses and course descriptions can be found in the current issue of Simon Management Programs (M.B.A. or M.S.) or the Ph.D. Program catalog, which may be obtained from the Admissions Office, William E. Simon Graduate School of Business Administration, Schlegel Hall, University of Rochester, P.O. Box 270107, Rochester, New York 14627-0107; (585) 275-3533 or (585) 275-2959 (Ph.D.).