



Immerse yourself
in an intense
learning environment
with the flexibility
to tailor your education.

Build
a solid foundation
in business.

Gain experience
working on
real company
projects.



“The professors are thought leaders in their respective fields, who attempt to make each class relevant to real-life business practices. I have been able to easily apply my education to my career because of this approach.”

CURTIS FRIENDS MBA 2011
Assistant Brand Manager • Procter & Gamble

EXCEPTIONAL OPPORTUNITIES

GAIN VALUABLE REAL-WORLD EXPERIENCE

Information Technology Practicum: Intensive project-based course consulting for leading companies

What you will do:

- Work as part of a consulting team for a company, applying classroom learning to a real-world project. Participating companies have included IBM, Southern Company, AT&T, and Coca-Cola Enterprises.
- Bridge the gap between practical and theoretical knowledge.

What you will gain:

- A greater understanding of IT within organizations and the ability to solve technology management problems.
- An expanded network as you work closely with classmates and company executives.

Jameson Carr became convinced he needed to take the **Information Technology Practicum** when he heard another student say he enjoyed it so much he wanted to take it twice. “It was great taking this course during my final semester, because I could apply everything we’d learned in the MBA program to an actual project.”

He and his teammates worked on a project for IronPlanet, a leading online auction company for used construction and agricultural equipment such as dozers, trucks, compactors, and cranes. IronPlanet had Carr’s team evaluate a new classified business that could sell equipment at higher rates than it might at auction.

“We completed a competitor analysis and developed the entire marketing strategy, projecting revenues,” Carr says. “We got great feedback on our presentation and were told the company might pursue our recommendations in the future.”



JAMESON CARR MBA 2012
Senior Associate • Infosys

Pro Bono Consulting Course: Help non-profit organizations

What you will do:

- Work on a team-based project for a local non-profit.
- Apply classroom theory and work closely with non-profits' staff and management to form practical and easy-to-implement solutions.
- Present findings to key organizational decision makers. Clients have included the American Cancer Society, Children's Healthcare of Atlanta, The Sullivan Center, MedShare International, and Art of Living.

What you will gain:

- Consulting experience in the non-profit sector.
- Enhanced ability to develop actionable solutions.
- A stronger resume while making a positive social impact.



Take advantage of **numerous opportunities** to apply classroom theory, hone leadership skills and acquire hands-on experience.

FRANK L. WILSON IV MBA 2012
Strategic Consultant • North Highland



Six Sigma: Course for improving the bottom line

What you will do:

- Learn the tools and techniques of Lean Six Sigma employed by leading companies to improve performance.
- Apply its methodology and statistical analysis to a company project. Participating companies have included AT&T, AutoTrader, State Farm, and The Coca-Cola Company.

What you will gain:

- Knowledge to improve a company's processes.
- Certification at the Green Belt level is offered as part of the course and valued at more than \$5,000 in industry.

Knowing that his innovative work through Georgia Tech's Pro Bono Consulting Program would help doctors to better assist sick children was extremely gratifying to Frank Wilson, MBA 2012.

He and his classmates worked on a project to improve the process and management of maintaining the computers on wheels that are rolled from room to room throughout the hospital. This equipment is used to update patient records. "We got great feedback from Children's Healthcare," he says. "They started implementing our recommendations right off the bat."

What's more, Wilson was able to parlay the experience into a full-time job at North Highland as a strategic consultant.

International Practicum: Intensive project-based course with an international residency

What you will do:

- Work as part of a consulting team for a client based in the U.S. or where the residency will take place. Clients have included Genius Consulting, HP, IBM, Monarch Beverages, and UPS.
- Explore market opportunities abroad or research entering the U.S. market for your client. Teams have traveled to Argentina, Brazil, Costa Rica, Czech Republic, Denmark, Ireland, Japan, Turkey, and Singapore.

What you will gain:

- A greater ability to define, analyze and solve international business problems.
- On-the-ground international consulting experience.
- An expanded network as you work closely with classmates and company executives.



BRENT DUNCAN MBA 2009
CEO • Syzygy Memory Plastics

Brent Duncan (MBA 2009) knew he needed to build his business knowledge about commercializing technologies to develop into a successful entrepreneur.

Already holding a PhD in materials science engineering from Duke University, Duncan was drawn to Tech's MBA Program by the opportunity to participate in TI:GER.

"TI:GER teaches you how to work with people from very different backgrounds to create a company," Duncan explains. "The entire Georgia Tech MBA program was incredibly relevant to my goal of starting a technology-based business. It provided a strong foundation in business for my career."

His TI:GER team, Syzygy Memory Plastics, has evolved into a full-fledged company, with Duncan as CEO. The company, which won the Most Fundable Award in the 2008 Georgia Tech Business Plan Competition, has won two million in grants and investments. Syzygy's first product is PremEar Plug, which utilizes shape memory polymers to provide well-sealing, self-adjusting, heat-activated earplugs.

TI:GER® (Technological Innovation: Generating Economic Results): Two-year program for commercializing research

What you will do:

- Work on an interdisciplinary team of MBA students and Emory University law students to commercialize a PhD student's technological research.
- Explore the economic, regulatory, and legal mechanisms affecting the venture-creation process through projects and coursework.
- Learn to advance early-stage research into real business opportunities.
- Consult for area startup companies

What you will gain:

- Knowledge of what it takes to be a successful entrepreneur.
- An understanding of market goals at every stage of innovation.
- A network of industry experts, startup CEOs and active venture capital investors.



A Strategy team presented its findings to Kelly Barrett, vice president of internal audit at The Home Depot (third from left).

Strategic Management & Integrative Management Experience: In-depth analysis of a company's strategy

What you will do:

- Integrate the functional areas of business to understand how firms gain and sustain a competitive advantage.
- Work on teams to conduct a strategic management analysis of a company.
- Present findings to company executives. Project companies have included AT&T, Bank of America, CSX, Deloitte, Delta Air Lines, Emerson, Equifax, The Home Depot, McKesson, and Microsoft.

What you will gain:

- Effective strategic leadership skills.
- An ability to view an organization from a strategic perspective as a general manager or executive.
- Better positioning in the job market for an internship and full-time employment as a consultant or strategist.

OTHER OPPORTUNITIES & LEARNING CENTERS

Board Fellows Program

Business Plan Competition

Financial Analysis Lab

Ideas 2 SERVE Competition

IMPACT Speaker Series

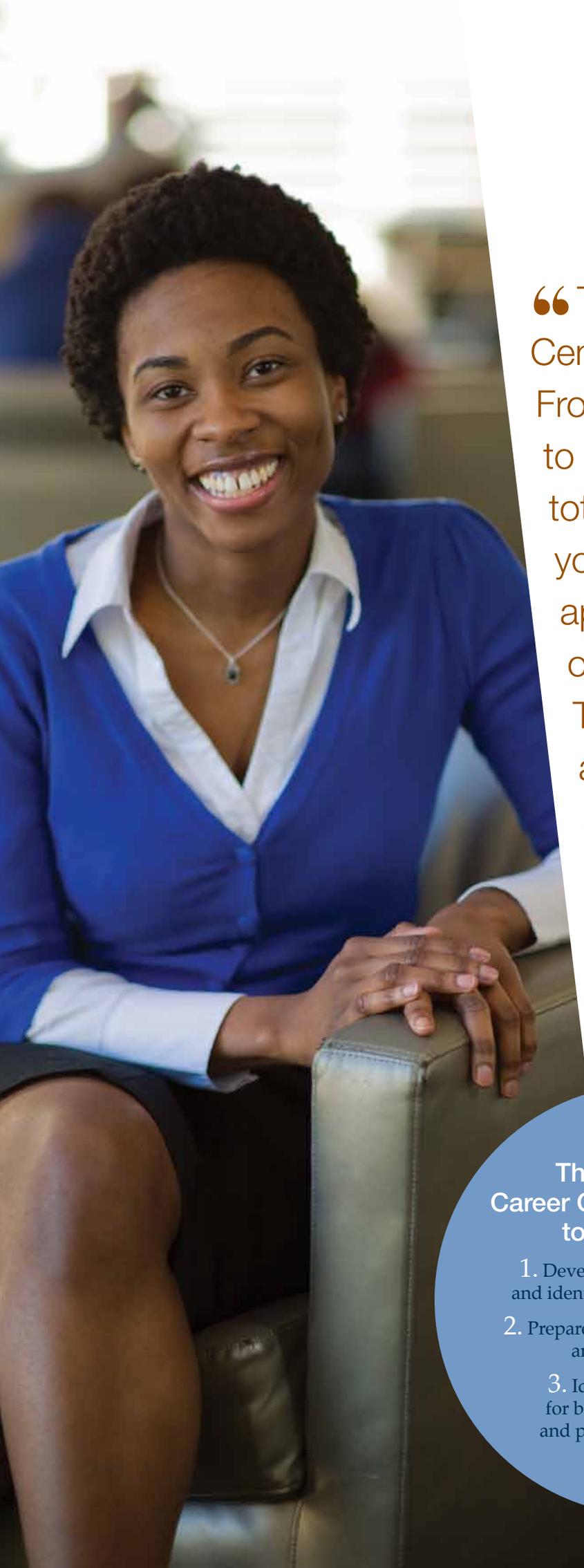
Institute for Leadership and Entrepreneurship

Marketing Practicum

Visit our website at scheller.gatech.edu/MBA to learn more.

“One of my favorite courses was the Strategic Management course because our team was able to work with AT&T on a business issue they were actually facing. It was a great experience to work with senior leaders at an outside company to get a real sense for how our coursework applied in reality.”

— Chris Chandler • MBA 2012 • Change Consultant • Bank of America



“The Jones MBA Career Center was excellent. From one-on-one advising to mock interviews, they are totally invested in helping you plan and execute your approach to landing the opportunities you want. They’re knowledgeable, approachable, and cheerfully aggressive on your behalf.”

AYINWI MUMA MBA 2011
Senior Associate, Advisory Services
KPMG

The Jones MBA
Career Center is dedicated
to helping you:

1. Develop your career strategy and identify your job search targets.
2. Prepare for the interview process and MBA job market.
3. Identify opportunities for both summer internship and permanent employment.



JONES MBA CAREER CENTER

Climb the ladder. Switch industries. Start a new business venture. Wherever you're headed, the Jones MBA Career Center helps you get there.

Recruited by firms from a broad range of industries, our MBA students are strong and successful competitors in regional and national job markets. As a Georgia Tech MBA student, you will be assigned a career development advisor in the Jones MBA Career Center who will work with you throughout your time in the MBA program. Advisors are professionals with more than 20 years of business experience who understand industry dynamics.

Career coaching

Advisors have extensive corporate and MBA recruiting experience. In addition to helping students with their career goals, they manage corporate relationships. Students benefit from close relationships advisors form with company recruiters.

On-and off-campus recruiting

More than 100 companies recruit Georgia Tech MBAs each year at:

- On-campus company info sessions and interviews
- Georgia Tech career fairs and the country's largest association and industry MBA career fairs

Career Development Workshop

Eight-week course covers job search tactics, including:

- Networking
- Communicating your story
- Developing a high-impact resume
- Preparing for competitive interviews
- Working national job fairs

Career support continues long after you graduate, with Georgia Tech Alumni Career Services

- **JacketNet Jobs**, a job search database exclusively for Georgia Tech alumni
- **Annual alumni career fair**, where you can meet face-to-face with more than 100 top employers
- **Career advice and workshops**
- **Georgia Tech Alumni LinkedIn group** with 20,000+ members and growing
- **Numerous networks and clubs** around the world

CAREER RESULTS

2012 MBA Graduates' Salary Summary

Employment three months after graduation **94%**

Average starting base salary

Companies with national MBA recruiting programs **\$99,618**

All companies (includes midsize and startup ventures) **\$93,195**

Graduates receiving a signing bonus 60%

Average signing bonus **\$15,236**

Class of 2013 Summer Internship

Employment **100%**



RECRUITING COMPANIES

Georgia Tech's MBA students are strong and successful competitors in regional and national job markets. More than 100 companies recruit Georgia Tech MBA students through the **Jones MBA Career Center** each year.

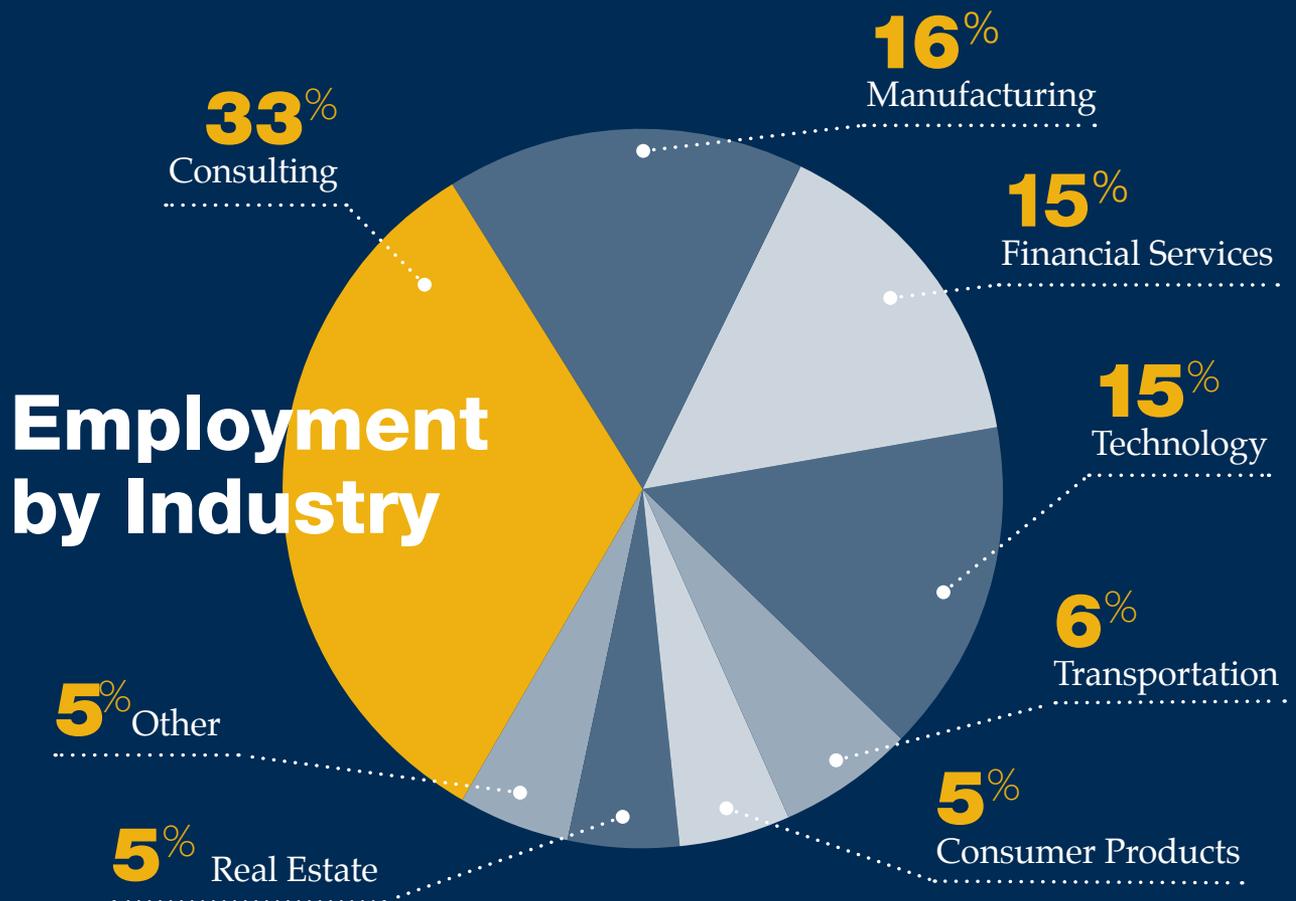
Top Georgia Tech MBA Recruiters in 2012

- AT&T
- Bank of America
- Capgemini
- Deloitte
- Delta Air Lines
- Emerson
- The Home Depot
- IBM
- Infosys
- KPMG
- North Highland
- WorldPay
- Verizon

VISIT

<http://scheller.gatech.edu/MBA> for the most current salary information and a comprehensive list of recruiting companies.

A Broad Range of Career Opportunities



MBA Class of 2012

