FULL-TIME MBA

2017 | 2018

Rotman School of Management
UNIVERSITY OF TORONTO

#1 BUSINESS SCHOOL IN CANADA FOR THE PAST 10 YEARS

— *Financial Times*, January 2016

How Do You Inspire Innovation?

The Rotman School has a proud history of pushing the boundaries of management education. More than 20 years ago, Joseph L. Rotman set forth the ambitious goal to build a truly great management school at the University of Toronto. With his support, the Rotman School has undergone a remarkable period of growth and transformation to become one of the world's top business schools.

In April, we proudly announced a $30-million legacy gift from Joseph and his wife Sandra. This generous gift has allowed us to establish the Rotman Catalyst Fund, a 'venture fund' for the Rotman School to support bold initiatives that will fuel innovation in management education and research for the next generation of business leaders: people like you.

It's an exciting time to be at Rotman. We hope you join us for the next chapter of your life as well as ours.

Tiff Macklem
Dean, Rotman School of Management

A New Way to Think

Learn from the world's leading business thinkers. Our professors will challenge you to push your limits and enhance your critical thinking, creativity, problem-solving and decision-making skills.

Sarah Kaplan

Professor of Strategic Management
PhD in Management,
MIT Sloan School of Management

McKinsey Consultant in New York City, 1990–99
Co-author of *New York Times* business bestseller *Creative Destruction*

"Rotman allows for creative, non-standard courses and teaching approaches. My course Corporation 360°, for example, looks at a single corporation through the lenses of all of its stakeholders. The course is unique in the world of management education, and is enthusiastically supported by the students and the administration. It's a course I couldn't teach anywhere else in the world."

Mihnea Moldoveanu

Vice Dean, Learning and Innovation
Professor of Business Economics and
Desautels Professor of Integrative Thinking
Founded the Mind Brain Behaviour Hive
DBA, Harvard University

"The future of the MBA rests in optimizing the learning environment for personal transformation. At Rotman, the Self-Development and Leadership Development labs create a space in which we can experiment with our own ways of being, safeguarded by a contract of trust and mutual constructiveness. The hope we have for every student is they take away a broadening of their awareness and understanding of themselves and others."

#3 IN THE WORLD FOR FACULTY RESEARCH

— 2016 *Financial Times* Ranking

Brian Golden

Vice Dean, Professional Programs
Professor of Strategic Management

PhD, Northwestern University
Sandra Rotman Chair in Health Sector Strategy at the University of Toronto and the University Health Network

John Hull

Professor of Finance

PhD, Cranfield University
Author of *Options, Futures, and Other Derivatives*, the textbook widely used in trading rooms and finance classrooms throughout the world.

Anita McGahan

Rotman Chair in Management
Professor of Strategic Management

PhD, Harvard University
Senior Associate Harvard University's Institute for Strategy and Competitiveness
Chief economist, Massachusetts General Hospital

András Tilcsik

Assistant Professor of Strategic Management

PhD, Harvard University
Winner of the Bracken Bower Prize for the best business book proposal by an author under the age of 35.
Named to the Top 40 Under 40 list of business school professors by Poets & Quants

ROTMAN FACULTY IN THE TOP 15 OF THINKERS50, A LIST OF THE WORLD'S LEADING MANAGEMENT THINKERS:

#4 **DON TAPSCOTT**
#7 **ROGER MARTIN**
#14 **RICHARD FLORIDA**

Maximize Your Leadership Potential

The Rotman Full-Time MBA program is designed for exceptional individuals who are committed to making a lifelong investment in their professional and personal development.

"Rotman helped me to make an incredible career switch and gave me the skills I need to be successful."

Victoria Vanina

MBA '15
Associate, Investment Banking
Scotiabank

Prior Education BA, Economics, York University

Location Matters

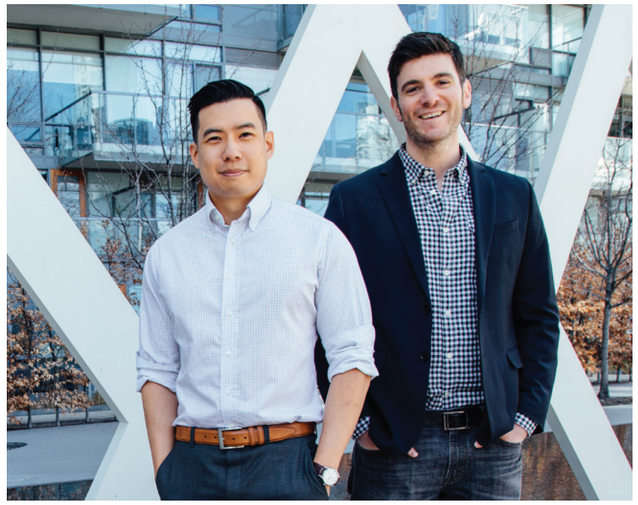
Rotman is located in the heart of downtown Toronto, Canada's largest city and the third largest financial centre in North America. You will have a huge advantage for in-person networking by being able to meet with industry professionals and Rotman alumni between your classes to build the relationships that are so critical for your success in recruitment and hiring cycles.

Shea Cole

MBA '14
Sr. Manager, Head of Media & Sponsorship
Labatt Breweries of Canada AB InBev

Education BA, Mount Allison University

"Rotman's stress on the core competency of data-based decision making is crucial in today's world of marketing."



Nathan Sutanto & Gabriel Matzner

MBA '13
Co-Founders, Quantified Imagination

Quantified Imagination is a digital media and entertainment network that connects a global audience of over 30 million monthly unique visitors with trending content.

Personal Career Services

We've invested in building one of the largest MBA career teams in business education to provide you the personal service you need to achieve your professional goals. We'll equip you with the skills and strategies you need to succeed through one-on-one coaching, interview prep sessions, resume reviews, industry panels, and career education workshops.

Daniel Manicom

MBA '15
Consultant, Bain & Company
Currently based in the Paris office of Bain

Education BASc, Mechanical Engineering, University of Waterloo

The Rotman Advantage

Located in the heart of downtown Toronto, the world's most multicultural city, Rotman is ideally situated to connect you face-to-face with employers, top global recruiters, senior executives, and thought leaders.

An Intellectual Hub

Each year, Rotman is proud to host over 100 public talks by bestselling authors, senior management executives, award-winning journalists, and other business thought leaders. The real-world perspectives, insights, and personal philosophies shared by these speakers have an extraordinary impact on our students.

Recent speakers include former US Federal Reserve Chairman Ben Bernanke, best-selling author Malcolm Gladwell, Arianna Huffington, founder of Huffington Post, David Kelly, the founder of IDEO, and A. G. Lafley, the chairman, president and CEO of Procter & Gamble.

Meet Your Classmates

Join the largest MBA program in Canada and one of the most diverse in North America to develop your global mindset.

Great Minds at Work

Mark Bluvshtein, Rotman MBA candidate and one of only 1,200 chess Grandmasters in the world, plays against Professor John Hull and 19 other opponents simultaneously. Mark won all 20 games.

Strength in Diversity

Anthony Harbour, MBA '16, founder and outgoing president of the Rotman Letters club, speaks in support of LBGT and diversity in the workplace with the incoming president, Aqeela Nanji, MBA Candidate '17.

CLASS OF 2017:

351 STUDENTS

GENDER:

68% MALE | 32% FEMALE

AVERAGE WORK EXPERIENCE:

1 YEAR — 4.1 — 10 YEARS

49% INTERNATIONAL | 51% CANADIAN

47 BIRTH COUNTRIES

33 LANGUAGES SPOKEN

YOUR EXTENDED NETWORK

INCOMING CLASS	YOUR CLASS	OUTGOING CLASS
350	350	350

=1050

The interaction between the incoming and outgoing classes is one of the most important advantages of Rotman's 20-month program structure.

Supporting Diversity

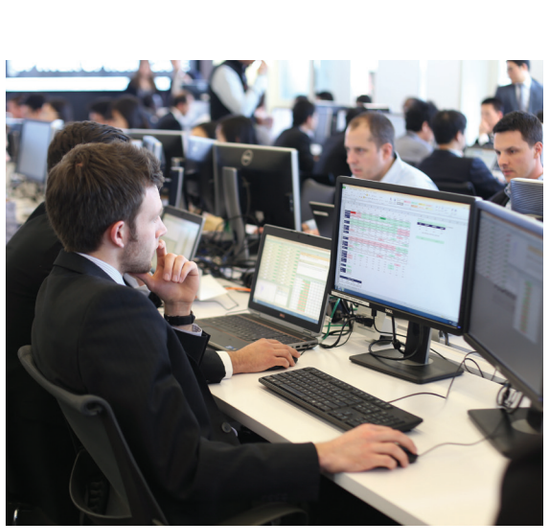
Rotman is a proud partner of:

Forté FOUNDATION Inspiring Women Business Leaders.

REACHING OUT

Transform Yourself

Our culture is one where students who are intellectually curious and value lifelong development thrive. This growth mindset is a key theme both in and out of the classroom, where our students are exposed to new challenges, test their leadership capabilities, and leverage our proximity to downtown Toronto to build connections and relationships far beyond the four walls of the School.



BMO Financial Group Finance Research and Trading Lab

This state-of-the-art facility allows you to hone your skills as a trader and analyst by giving you access to real-time information on the global markets. The Lab offers a range of custom-designed applications for simulations-based training, financial research and strategic decision-making.

"The Creative Destruction Lab is about building big scalable companies with the help of entrepreneurs who are investing on the spot."

Dan Debow
G7 Fellow, Founder, Rypple

Self-Development Lab

To be a successful leader, you must demonstrate empathy, self-awareness, and the ability to inspire and motivate your colleagues into action. The Self-Development Lab and Weider Foundation Leadership Lab offer you a transformative program of personal discovery and leadership development modules to hone the skills and self-awareness you'll need to thrive in your career.

"Rotman may well have the most far-reaching personal development initiative of any MBA program in the world."

John Byrne
Editor-in-Chief, Poets & Quants, Founding Editor of Bloomberg BusinessWeek MBA Rankings

Rotman DesignWorks

Learn to tackle complex business challenges using the tools and techniques of Business Design. Under the guidance of Rotman DesignWorks, you'll explore deep customer needs and develop innovative strategies to win in competitive markets. You can further advance your innovative capabilities through hackathons, workshops and elective courses as part of the Business Design major.

Creative Destruction Lab

Rotman MBA students, along with an elite group of Canada's most successful entrepreneurs known as the G7, play a vital role in the Lab by providing the strategic insights needed to turn research innovations into high-growth ventures, with over $180 million in equity value created among 25 ventures in just 3 years.

Real World Impact

Go beyond the classroom to tackle real-world challenges, develop your authentic leadership style during a board fellowship or executive role in student clubs, or help launch new ventures through the many opportunities available to you at Rotman.

"Rotman has taken me places I never thought possible in my career. Ten months after starting the program, I found myself in Nigeria for one of the most incredible experiences of my life."

Beau Johnson
MBA '16

"The Rotman Onboard Fellowship has been the highlight of my second year, bar none. In what other way could I have such an opportunity to give back and impact my community like this?"

Tariq Nanji
MBA '15

International Study Tours

Rotman students discuss the impact of biofuel at BASF in Dubai on the Middle East Study Tour.

Rotman Onboard Program

Tariq Nanji, MBA '15, worked with senior executives at the Centre for Addiction and Mental Health (CAMH) as a board fellow before joining the Boston Consulting Group (BCG) as a consultant.

Global Consulting Projects

- Spend a term tackling a global business challenge.
- Earn credit for applying what you learned.
- Your program experience benefits clients around the world.

Rotman Onboard

- A six to eight month fellowship.
- Students are involved in this hands-on program and act as non-voting board members
- During a six to eight month fellowship, serve on advisory committees, and/or complete a strategic governance project based on the organization's needs.

More International Opportunities

Take advantage of study tours, exchanges and career treks to some of the world leading economic regions.

The MBA Journey

The Rotman Full-Time MBA is a transformational 20-month program that combines 16 months of academic study with a 4-month opportunity for a paid internship.

Year One

Summer

MBA Pre-Program

Month of August Attend pre-MBA classes online or in person to prepare for the program even if you have no prior business or quantitative background, and start building your leadership skill-set with the Self-Development Lab.

Orientation

Late August Kick off your MBA journey with a solid foundation in the personal, academic and career perspectives to set you up for success at Rotman.

MBA Orientation Camp

Last weekend of August Meet your new classmates and begin building lifelong relationships during this student-only weekend retreat in central Ontario, organized and hosted by second-year MBA students.

Fall

Foundations Term

4 weeks, starting in September Your MBA classes begin with courses to introduce you to our approach to model-based problem solving and decision-making.

- Model-Based Decision Making
- Integrating Models and Data
- Managerial Economics
- Ethics

Core Term 1

9 weeks, from October to December Develop a strong foundation of business fundamentals during the first half of your MBA core term:

- Managing Customer Value
- Strategy
- Finance I: Capital Markets and Valuation
- Accounting

Internship Recruitment

Starting in November Information sessions for internship hiring begin in November, peak in January and continue through the Fall with our flexible internship program structure. Leading up to this busy time, the Career Centre will provide you with personal coaching, resume reviews, and interview preparation to support you in securing an internship. Our focused prep, connect, and search process combines on-campus activities with a parallel networking approach.

Winter/Spring

Core Term 2

9 weeks, from January to mid-March Continue developing your business fundamentals in the second half of your MBA core terms:

- Leading People in Organizations
- Statistics
- Operations Management
- Economic Environment of Business

Capstone Term

5 weeks, starting late March until late April Experience first-hand how the explicit and systematic use of models and data analytics can improve your business decision-making in real time on a real-world problem.

- Model-Based Decision Making in Practice
- Finance II: Corporate Finance
- Managerial Accounting
- Managerial Negotiations

Beyond the Classroom

Throughout your first and second years, explore the many opportunities at Rotman to further enrich your experience through the **Self-Development Lab** and **Leadership Development Lab**, **Rotman DesignWorks**, the **Creative Destruction Lab**, **career treks**, **speaker series**, and our **student clubs**.

Year Two

Summer

Beginning in the Summer term you can customize your second year to suit your interests and preferences. Choose how and when you will complete your academic requirements with elective courses and a paid internship. You also have the option to declare a major.

Fall

Electives OR Exchange

We offer more than 100 **elective courses** in 15 **majors** to specialize and enhance your skills. You can also opt to do an **exchange** with one of our 23 partner schools, or join an international **study tour**.

Full-Time Recruitment

Beginning in September The recruitment period for full-time employment opportunities begins in September and carries on throughout the year.

Winter/Spring

Electives OR Exchange

Study Tours: India and Latin America

Early January

Study Tours: China, and the Middle East

Early May

Flexible Internship Program

Choose one of three work terms during the Summer, Fall, or Winter/Spring for a paid internship of up to 4 months. Our **Flexible Internship Program** combines important learnings from the first year core with practical application and professional reflection under the guidance of our highly-regarded faculty.

Majors

Enhance your perspective across a broad range of electives, or choose to specialize your skills in one of 15 majors:

- Brand Management
- Business Design
- Consulting
- Financial Reporting and Analysis
- Funds Management
- Global Management
- Health Sector Management
- Innovation and Entrepreneurship
- Investment Banking
- Leadership and Change Management
- Management Analytics
- Process and Supply Chain Management
- Real Estate
- Risk Management and Financial Engineering
- Sustainability

Elective Courses

Choose up to 10 electives from over 100 elective courses offered, including:

- Business Law
- Business Analysis and Valuation
- Catastrophic Failure in Organizations
- Corporation 360
- Economics of Innovation and Intellectual Property
- Game Theory & Competitive Strategy
- Innovation, Foresight and Business Design
- Leading Social Innovation
- Power and Influence in Organizations
- Private Equity and Entrepreneurial Finance
- Sports Data Analytics
- The Opposable Mind with Roger Martin
- Top Manager's Perspective (with senior executive guests)

Exchanges

Go abroad for a full three-month term at one of our 23 partner universities in 16 countries around the world, including:

- Australia
- China
- France
- Germany
- Italy
- Singapore
- Spain
- UK
- South Korea
- Mexico
- Taiwan
- India

Study tours

Learn more about what it's like to live and work in some of the world's leading economic regions by embarking on a study tour:

- China
- India
- Latin America
- Middle East

Getting In

The Rotman Full-Time MBA program attracts top talent from around the world and from an incredibly diverse range of professional and academic backgrounds. We look for intellectually curious and accomplished individuals with high potential for leadership and professional achievement.

What we look for

INTELLECTUAL HORSEPOWER

EXPERIENCE AND IMPACT

COMMUNICATION AND PRESENCE

SPIKE FACTOR

Tuition fees

	Total tuition fee (CAD)	Total tuition fee (USD)*
Canadian Citizens & Permanent Residents	$98,424	$75,997
International Students	$107,800	$83,236

* Based on currency exchange rate of 1 CAD = 0.77 USD

* Costs do not include university incidental fees or compulsory ancillary fees. Please note that all fees are set annually and subject to change.

2016/17 Application and Decision Deadlines

	Application Deadline	Decision Received By
Round 1	October 17, 2016	December 16, 2016
Round 2	January 9, 2017	February 24, 2017
Round 3*	February 27, 2017	April 14, 2017
Round 4	April 17, 2017	May 19, 2017
Round 5	May 29, 2017	June 23, 2017

*International students should apply by Round 3 to ensure ample time for visa and financial processing.

The MBA program starts with Orientation in mid-August.

Next Steps

1. Get more information and sign up for our admissions events: **rotman.utoronto.ca/MBA**
2. Read our admissions blog: **inside.rotman.utoronto.ca/Admissions**
3. Meet a current Rotman student: **rotman.utoronto.ca/ambassadors**

Connect with us

Evaluation Criteria

- GPA: Minimum 3.0
- GMAT or GRE score
- Work experience: 2 years recommended
- Resume: Submitted with application
- References: 2 professional references
- One traditional written essay and one reflection question
- Video response and timed written response
- English language proficiency
- Interview: By invitation

* *Rotman will waive the GMAT/GRE for applicants who have successfully completed all three levels of the CFA or JD/MBA candidates who have taken the LSAT.*

ALL INTERNATIONAL GRADUATES ARE ELIGIBLE FOR A

THREE YEAR WORK PERMIT

$4,000,000

IN SCHOLARSHIPS AND FINANCIAL AID AWARDED EACH YEAR

$40,000 x13

FORTE FOUNDATION FELLOWSHIPS AWARDED TO OUTSTANDING FEMALE CANDIDATES IN 2015

$300,000 IN SCHOLARSHIP AWARDS

AT THE ROTMAN PROBLEM SOLVING CHALLENGE

AACSB ACCREDITED

Rotman

Rotman School of Management
UNIVERSITY OF TORONTO

www.rotman.utoronto.ca/mba