Develop Your Career in **Global Business Leadership**

The International MBA at the Darla Moore School of Business
Our focus:
Preparing you to live, learn, lead and succeed in international business.

The International MBA program at the Moore School produces leaders for dynamic global markets.

For business leaders pursuing careers across multiple countries and regions, the ability to make decisions in the context of both local and global business dynamics separates the winners from the rest.

The Darla Moore School of Business develops business leaders who are not only skilled in identifying and implementing global best practices, but who also lead based on their assessment of the unique business dynamics of specific international markets. Moore School International MBA graduates become the leaders international companies need to grow and compete when conducting business in different regions around the world. Multinational companies recruit our graduates because they value the unique skills and perspectives our students gain while earning their International MBA.

Ranked #1 in the country for international business among all MBA programs by U.S. News & World Report, and ranked in the top three international MBA programs for 25 consecutive years, the Moore School offers programs that prepare our students with the experience and skills they need to become the international business leaders of tomorrow.
Our commitment to educational excellence is confirmed through our rankings for the #1 International MBA and #1 undergraduate international business program in the U.S. (Source: U.S. News & World Report)

The Darla Moore School of Business has been a world leader in international business education for more than 40 years. The new home of the Darla Moore School of Business is expanding our capabilities as a center of excellence for global business education, research and collaboration. Through partnerships with leading corporations and over 50 leading universities worldwide, the Moore School is at the leading edge of international business education.

Come study at our global hub for business education—our new sustainable building will be your home for learning while in Columbia, South Carolina.

Our MBA program is uniquely designed to prepare students to excel in global business leadership. At the Moore School you will:

- Immerse yourself in language, business and culture through extended studies on one of five continents.
- Learn from internationally recognized faculty who are thought leaders in international business.
- Complete a multinational corporate internship.
- Develop marketplace fluency to lead businesses in local markets worldwide.

The result:
Our graduates are business leaders in top companies in more than 80 countries.

The differences between markets in developed and developing countries can be so wide that global leadership is first about determining what works where. Leading in Boston is not the same as leading in Bangkok. The products or services that middle class Americans consume are different from what might be purchased by middle class people in Armenia. Global leaders adapt their leadership styles to fit the context they work in, just as they must determine what sells where. As economic globalization continues to spread, it’s imperative that global leaders’ skills work across different cultures.

— Dean Peter Brews
The importance of mastering both global and local business

The world of global business is dynamic. Companies and markets are increasingly influenced by the effects of globalization—growing international competition, currency fluctuations, more variety and opportunities to sell in new markets.

At the same time, there can be dramatic differences in how one effectively conducts business in local markets around the world. Priorities and decision processes vary dramatically from country to country and even from city to city. An international business manager needs to be knowledgeable and experienced to know when to apply a global best practice and when to apply the appropriate local customs to ensure a smooth business transaction. A lack of understanding of local market business practices can lead to missed opportunities or potential embarrassment.

Learning the skills to assess a market and work effectively takes many business leaders years on the job. The Moore School’s International MBA program is designed to significantly accelerate your acumen and expertise in these areas, so you’re prepared to assume an international leadership role. Multinational companies need business leaders who work effectively with customers and colleagues around the globe. Even those who work from headquarters offices in the United States need to understand how to be effective when working with business partners in different international markets.

Our program not only provides the knowledge of how to approach different markets, cultures and geography, it also immerses you in an international country and region so you develop the language skills and hands-on experience to work in different cultures. This provides you with a unique base of knowledge and expertise that today’s multinational companies value in our graduates.

The need and opportunity for global leadership skills

86% of U.S. managers believe their overall business would increase if more international experience was available among their staff.*

64% of employers think international experience is important for recruitment (up from 37% in 2006).**

28% of U.S. companies have missed business opportunities due to insufficient international competence.*

64% of employers say graduates with an international business background are given greater professional responsibility.**

Over 50% of U.S. businesses state that an appreciation for cross-cultural differences and foreign language skills are important skills for employees.*

Driven, internationally experienced and globally minded:
These are the traits that define our students

How do you envision your career?

• Do you want a career working for international or multinational companies?
• Are you energized by the thought of living and working in multiple countries?
• Are you committed to preparing for the global leadership positions of the future?

What are you looking for in an MBA program?

• Do you expect more out of your MBA experience than just two years in a classroom?
• Would you rather immerse yourself in the real world of international business or just read about it in cases?
• Would you like your program’s international experience to be more than just a 12-day trip abroad?
• Do you want to develop the business, language and marketplace agility skills that are fundamental to your success working across both global and local markets?

What sets the Moore School International MBA apart:

• The #1 International MBA program, which integrates an international business core, functional specializations and an extensive international experience that includes language study and a corporate internship.

• Experiential learning via the International Marketplace Immersion moves you beyond the classroom to an extensive, in country, hands-on education in an international location focused on developing the unique skills needed to work in markets across the globe.

• Earn your Six Sigma Green Belt and/or a business analytics certificate while earning your International MBA.

• Learn other cultures via rich interaction with students who bring diverse backgrounds, experiences and skills, but share the aspiration to become global business leaders.

• New multinational job opportunities to help you accelerate your career and achieve your business and personal goals.

“What stood out to me about the Moore School’s International MBA was not only the long-standing tradition of excellence in its international programs, but also its academic rigor and the opportunity to learn a new language.”
— Kyle Webb
German track, 2013
Post MBA employment: Strategy Consultant, Accenture, San Francisco, CA

“The Moore School International MBA program distinguished itself from other programs in that it offers an overseas immersion as well as the opportunity to gain real-world experience.”
— Chien Kuo
Chinese track, 2015
Internship: Apple, Taiwan
The Curriculum:

Master the world of international business

The Moore School integrates a rigorous MBA core curriculum, an international marketplace immersion in the language, culture, business and marketplace dynamics of a country or region and an extensive multinational corporate internship.

The Moore School’s International MBA curriculum is the first in the world to deliver an integrated understanding of the impact of country- and region-specific social, cultural, economic and political factors on multinational business.

Students develop expertise in methods of international business that allow them to analyze and make decisions based on the dynamics of local business practices. As a result, students learn the art of localization and the science of strategy in a truly global context. The program’s immersive international format, which no other MBA program provides, gives our graduates a unique, in-depth understanding of the factors that determine success, both personally and organizationally, in the international business environment.

The goal is not merely to prepare you to succeed as a business leader in one country or region, but rather to prepare you to be a successful global leader, whether you are working at headquarters or on location in any continent.
Business takes place in the marketplace, not in a classroom. While some MBA programs study cases on international businesses, as a Moore School International MBA student, you will also live and work internationally for up to eight months to build your experience and develop the skills you need to be a leader in a multinational organization—in the United States or anywhere in the world. (Students in our 3-year language tracks for Japanese, Chinese and Arabic will spend up to 18 months in country.)

Our unique course of study strategically builds understanding and skill in international business management and leadership through a combination of coursework and in-market experience. The program begins with core International MBA classes, including a foundation in global business and foreign language development. Upon completion of their core courses, students travel to one of nine countries for language training to begin their International Marketplace Immersion.

Students in the two-year track spend three months immersed in language training in Brazil, France, Germany, Italy, Mexico or Spain. In the three-year track, students spend close to 12 months studying language in China, Japan or Morocco.

### Two-Year Program

<table>
<thead>
<tr>
<th>Early July-Mid December</th>
<th>Early January-Early April</th>
<th>Early April-Late August</th>
<th>Late August-Early May</th>
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</thead>
<tbody>
<tr>
<td><strong>6 Months</strong></td>
<td><strong>3 Months</strong></td>
<td><strong>4 to 5 Months</strong></td>
<td><strong>9 Months</strong></td>
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<tr>
<td><strong>International Business Core</strong></td>
<td><strong>International Marketplace Immersion (IMI)</strong></td>
<td><strong>Functional Specialization</strong></td>
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</tr>
<tr>
<td>Global Strategic Management</td>
<td>Language Immersion</td>
<td>Corporate Internship*</td>
<td>Elective Block</td>
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<tr>
<td>Managing the Multinational Enterprise</td>
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<td>Elective Block</td>
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<td>Comparative Institutional Systems</td>
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<tr>
<td><strong>Functional Core</strong></td>
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<tr>
<td>Global Supply Chain</td>
<td>Financial Accounting</td>
<td>Globalization and the International Context of Business (Business Anthropology)</td>
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<td>Global Finance</td>
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<td>Global Marketing</td>
<td>Quantitative Methods</td>
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<tr>
<td>Language 1* / Language 2*</td>
<td>In Country</td>
<td></td>
<td>In Columbia, SC</td>
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</tbody>
</table>

The three-year program in China, Japan and Morocco includes a 12-month language immersion and an eight-month corporate internship.

* Candidates who demonstrate language capability to waive Language 1 are able to take an additional functional core course. Those who waive Language 2 take an additional elective course in the fall.

# Some students may complete a project in addition to an internship.

Note: Some functional core classes may be offered after the International Marketplace Immersion.

Following intensive language study and in-country experience, students work with a multinational company or organization for a four- to five-month corporate internship and/or strategic project to gain relevant work experience and an understanding of both the industry and international markets.

The Moore School International MBA integrates and amplifies the International Marketplace Immersion learning experience with regular assignments that develop skills in business anthropology and contextual intelligence. Students not only develop an understanding of their specific geographic region of study, but also gain the skills to assess, lead and make appropriate decisions based on the local and global business dynamics in markets around the world.

moore.sc.edu
International MBA core: A solid foundation in international business

The International MBA program starts with a core curriculum in key functional business areas integrated with a progression of international business classes. Faculty use a variety of instructional methods, including cases, lectures, team projects and simulations.

**Functional core** courses focus on global best practices across traditional business foundational topics. Students must complete 16 credit hours among these subjects: Global Supply Chain, Global Finance, Global Marketing, Quantitative Methods, Financial Accounting in the Global Environment and Managerial Accounting in the Global Environment. These functional core courses integrate functional and international expertise to complement the international business core.

**International business core courses include:**
- Global Strategic Management
- Managing the Multinational Enterprise
- Comparative Institutional Systems

“International business cannot be fully understood in the classroom, but only through experience. Ten months in Brazil allowed me to experience what doing business globally entails. Only through experiencing its ups and downs, peoples and cultures, institutions and markets and sights and smells, could I confidently claim to understand the fundamentals of international business.”

—Foster Hodge
Portuguese track, 2015
Internship: Kudo Learning Inc. Brazil
Learning internationally: The International Marketplace Immersion

The International MBA program at the Moore School helps students acquire the robust skills necessary to lead in multinational corporations. We believe that to most effectively develop these skills, students must live, study and work internationally as part of their MBA experience.

The International Marketplace Immersion is unique to the Moore School’s International MBA program. Because business is often grown with “feet on the ground” in local markets, leaders in international business must understand both global and local business practices to make smart decisions that fit the unique culture and market dynamics of every country. As a result of their extensive in-country experience, International MBA graduates have the skills needed to assess, lead and succeed in diverse markets and regions worldwide.

Language Study Pre-Immersion

In addition to a rigorous MBA core, every International MBA student selects a language to study. Language skills are essential to understanding the culture and institutions of another country as well as to achieving advancement in many international companies.

Prior to the International Marketplace Immersion, students complete two initial language courses on campus. This initial language study provides a solid foundation of written and oral principles in the selected language. Students who enter the program with basic language skills have the option to test out of the on-campus language classes and take an additional functional core class and elective instead.

In-Country Experience

The International Marketplace Immersion begins with language study in country. Each student participates in an intensive language-training program offered by the Moore School in partnership with an in-country institution. Through this program, students increase their language fluency to a level sufficient to participate in business and social conversations. In addition to classroom work, students will be given assignments to practice language and to actively engage in the life and culture of the city and country where they are studying.

The International Marketplace Immersion for students in the three-year program begins with language training in Asia or an Arabic-speaking country. Given the complexity of these languages and the diversity and dynamics of these business cultures, the Chinese, Japanese and Arabic tracks require a three-year program of study. These students follow the same course of study as the two-year programs in Europe and Latin America, but spend 10 months studying language in country instead of three.

Your language track will determine where you will complete your language training. Locations include:

2 Year Program
Spanish
Guadalajara, Mexico or Salamanca, Spain
French
Paris, France
German
Mannheim, Germany
Italian
Milan, Italy
Portuguese
Rio de Janeiro, Brazil

3 Year Program
Mandarin
Beijing, China
Arabic
Fez, Morocco and Amman, Jordan
Japanese
Tokyo, Japan

Location of language study is subject to change.
Corporate Internship

A central part of the Moore School IMBA program is a four-month internship with an international company in the region of a student’s language training. Students build on core classes and language training by working in country—gaining real-world work experience that adds value to job placement and career development. International students may choose to pursue an internship with a multinational company in the United States instead of a different international location. Our program is optimized when students complete an internship in an location that is different than their home country. Opportunities for internships and projects vary by corporate partner.

Examples of recent International MBA corporate internship partners include:

**Latin America:**
- ACM, Peru
- Camposol, Peru
- Citibank, Panama
- DHL, Chile
- ExxonMobil, Brazil
- Global H2O, Brazil
- Omtrix, Costa Rica
- PPG, Brazil
- S&P McGraw-Hill, Brazil
- Sonoco, Mexico

**Europe:**
- Adidas, Germany
- BMW, Germany
- Citibank, Spain
- Daimler, Germany
- GBS Finanzas, Spain
- L’Oreal, France
- Merck, Germany, Italy
- Michelin, France
- Pepsi, France
- UPS, Italy

**Asia and Middle East:**
- Apple, China
- Emerging Asia Group, China
- Hitachi, Japan
- Home Depot, China
- JFP Holdings, China
- Lenovo, China
- Nissan, Japan
- Signet Institute, Egypt
- YouGov MENA, UAE

International MBA students work with an assigned career coach and a region-specific track leader to identify potential internship opportunities in their geographic region of interest. This allows students to receive professional guidance on the process of securing an internship. Each student is responsible for interviewing for and securing their internship.

“I was fortunate enough to intern with Adidas in Herzogenaurach, Germany. I stood out among the other applicants due to the Moore School’s unique International MBA program and my past work experiences.”

—Elizabeth Johnson
German track, 2013
Internship:
Adidas, Herzogenaurach, Germany
Post-MBA Employment:
Ingersoll-Rand, Charlotte, NC

“I was fortunate enough to intern with Adidas in Herzogenaurach, Germany. The ability to do so almost entirely in Spanish near Leon, Mexico is what makes a Moore School student’s experience truly international. Without the connections that I’ve made here, I would never have had that opportunity.”

—Ben Carrier
Spanish track, 2014
Internship:
Sonoco, Mexico
Post-MBA Employment:
Supply Chain Leadership Development Program, Goodyear, Akron, OH

“Interning for Sonoco Packaging at a Proctor and Gamble manufacturing site is a great opportunity for any MBA student. The ability to do so almost entirely in Spanish near Leon, Mexico is what makes a Moore School student’s experience truly international. Without the connections that I’ve made here, I would never have had that opportunity.”

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Developing Contextual Intelligence

Throughout the International Marketplace Immersion, students develop skills in business anthropology and ethnography—essential tools used to assess and build a foundation of understanding of their city’s and region’s people, culture, economy, sociopolitical environment, business dynamics, practices and processes. This process develops “Contextual Intelligence”—the knowledge of when and how to select and flex appropriate solutions when making decisions in dynamic situations.

Globalization and the International Context of Business, a course taken while in country, gives students an understanding and appreciation of the unique market dynamics that provide the context that must be considered when making business decisions in their international region.

Students will be given frequent assignments that put their language skills to work and help them learn to fit into the market around them. Ethnography assignments during their International Marketplace Immersion help students develop an understanding of the region and help prepare them for their corporate internship.

Contextual Intelligence assignments will continue during the internship to provide both a process for learning and support for an enhanced in-market experience. Students will not only work day-to-day for their companies, they will learn how to be more effective working within the market and business dynamics of that particular region. The result is a valuable and productive internship and enhanced knowledge of how to approach any new international work assignment.

“I chose to attend the Moore School because of its strong international program. Getting a chance to learn a new language and then practice business in an international environment has proved to be a life-changing experience. I have had a chance to use my newly developed language skills both socially and in the conduct of business, which has served as a true differentiator in the global business landscape. These experiences have helped me become more competitive and set me apart from the average MBA candidate.”

—Christopher Blume
German Track, 2015
Internship: PPG, Switzerland

“Business anthropology is the most trending thing in business these days and not many colleges are offering it. That made the Moore School an easy choice.”

—Vivek Sahay
Spanish track, 2016
Functional Specializations

When you return to the Moore School following your time in country, your course work will build on your International MBA core and international experience. Well-rounded global business leaders need a strong understanding of the context of international business and core business knowledge. Developing deeper knowledge, skills and experience in a functional area further provides a foundation for career development and a launch pad for employment upon graduation.

International MBA students choose from a selection of functional specializations that align with their interests and career goals. By completing coursework in a targeted area of interest, students customize their MBA to their needs and preferred area of career focus. Each student selects one area of functional specialization as part of the International MBA program. Students may also take a selection of electives beyond the functional specialization to further customize their coursework to their career interests and goals. The functional specialization options include:

- Global Supply Chain and Operations Management
- Marketing
- Finance
- Global Strategic Management/Customized Specializations

Our goal is not just to provide business skills for your first job, but to prepare you with the skills, experience and marketplace agility you will use throughout your career.

Global Supply Chain and Operations Management (GSCOM)

Earn your Lean Six Sigma Green Belt certification along with your International MBA.

The GSCOM functional specialization produces students with state-of-the-art knowledge and practical applied experience for careers in production, purchasing, quality control, distribution, logistics, supply chain and operations management.

The functional specialization in GSCOM consists of 15 GSCOM credits earned in five required courses beyond the International MBA core courses. The coursework includes cutting-edge study of lean systems, six-sigma methodologies and business re-engineering process improvement approaches, project management, strategic sourcing, logistics and distribution and supply chain modeling and optimization.

The Moore School GSCOM functional specialization provides the unique opportunity to concurrently earn a Lean Six Sigma Green Belt certification — the only industry-validated Green Belt among MBA programs.

Consulting teams tackle corporate projects such as optimizing a global transportation network or developing a new manufacturing process for multinational partner firms such as Cummins, Eaton, Johnson & Johnson, Michelin, Siemens and Walmart. Successful student consultants may take the Six Sigma exam to earn their Six Sigma Green Belt certification.

Opportunities are also available for earning the internationally recognized Association for Operations Management (APICS) certification in Basics of Supply Chain Management and Master Planning. While not required as a part of the specialization, we also encourage students to take as an elective Supply Chain Coordination and Control. This APICS class is designed to prepare students for the first four of five module exams of the APICS Certified in Production and Inventory Management (CPIM) certification.

Courses listed in this brochure are subject to change
Marketing

Acquire the latest marketing techniques through an industry consulting project.

Today’s marketers have access to more information than ever before. While research and data are important, this information only becomes valuable when used to develop new marketing strategies that help companies attract, retain and grow their customer bases worldwide. The International MBA marketing functional specialization accomplishes this objective through first delivering a comprehensive understanding of fundamental marketing functions. Then students complement this strategic foundation with an in-depth exploration of the various marketing metrics, marketing tools and market intelligence elements required to successfully create and execute an impactful marketing strategy.

Each course in the program will integrate the use of customer, consumer and competitor insights into the coursework, resulting in a strong understanding of the data-driven decision making that is required for successful global marketing today and in the future. The functional specialization will require 15 marketing credits earned in five courses beyond the marketing core International MBA course.

Through the marketing consulting project course, students have the opportunity to gain real world experience by working directly on a corporate marketing consulting project with leading companies such as Coty, ESPN, Sonoco and Textron.

In recent years, students have worked on projects in consumer insights, new product marketing, customer segmentation and brand development. Students completing this course will graduate with real-world experience in global marketing strategy and brand development and will establish a strong foundation of skills to use in their marketing career.
**Finance**  
*Focus in one of two highly specialized paths of financial management expertise.*

The finance functional specialization starts with two required courses: Advanced Financial Management and Investment Management. Students may then select one of two elective paths in their functional specialization based on their area of interest.

The first path is a focus on **corporate finance**. Courses prepare students to work as corporate finance professionals. These leaders are responsible for managing liquidity, monitoring corporate performance, managing risk, developing business plans and evaluating capital budgeting projects.

The second path is a focus on **investments**. Students on this path will study the details of numerous securities such as stocks, bonds, options, futures, swaps and structured products like mortgage-backed securities and will become well-versed in a wide array of quantitative valuation methodologies.

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**Global Strategic Management/Customized Specializations**  
*Create a personalized success path in international business.*

We also offer a Global Strategic Management option for those who prefer a global general management perspective, choose to pursue a joint degree or have interest in pursuing a different functional specialization. Students who pursue the Global Strategic Management option choose from a broad array of electives offered within our portfolio of graduate programs.

Students build a custom specialization by creating a combination of electives that appeal to their interests and career goals. Students may also select electives to enhance the skills earned in one of the three primary functional specializations.

Students can overlay a concentration of courses in a second area to further specialize their skills and enhance their attractiveness to hiring companies. Frequently chosen areas of interest include Accounting, Consulting, Human Resources Management, Innovation and Entrepreneurship, Sustainability or more specialized courses in international business. If you are interested in one of these courses of study, you will be paired with a faculty advisor in that department to identify the optimal coursework to align your studies with your career goals.
**JD/IMBA Program in Only Four Years**

Students who are seeking a joint Juris Doctor/International MBA degree may be particularly interested in the Global Strategic Management specialization. It combines a foundation of international business management coursework with the law courses of a traditional JD degree. The Darla Moore School of Business and the School of Law at the University of South Carolina offer a cross-disciplinary opportunity to pursue a joint JD/IMBA program, allowing candidates to save time by enrolling in both programs concurrently.

Students first complete two years of law school before starting International MBA coursework. In year three, students focus on the International MBA coursework. In the fourth year, students finish their remaining coursework in both business and law. Most students complete the JD/IMBA in four years (five years for Chinese, Japanese and Arabic tracks).

**Business Analytics Certificate Program**

The International MBA program includes a unique opportunity to earn a certificate in business analytics in addition to your functional specialization. Your career as a global business leader can only be enhanced with a strong understanding of business analytics tools and how to use them to make better business decisions.

One of the reasons we do not see more data-driven decision making in business today is that companies have an abundance of data but lack the ability to turn the data into useful knowledge. A recent study by the McKinsey Global Institute found that businesses in the United States looking to capitalize on the massive volumes of data available today face a shortage of 1.5 million managers who are well-trained in data analytics.

The International MBA Business Analytics certificate program is designed, based on extensive benchmarking across academia and industry, to train the data-savvy managers that today’s marketplace demands. The certificate will require 12 credit hours earned in four business analytics courses. Whether you study supply chain, marketing or finance, you will be more effective with solid skills in turning data into insights and strategic opportunities.
Student Experience

Outside of the classroom, International MBA students have ample opportunities for professional development, networking, recreation and entertainment.

On campus, there are clubs for students interested in further developing business skills such as consulting, finance, marketing and operations. International MBA students are encouraged to form organizations that support their interests, and each class typically creates new clubs that align with their specific professional goals. Student organizations such as Net Impact, which focuses on issues related to sustainability, and the Moore Association of Graduate Women, allow students not only to gain leadership experience, but also to create new professional networks.

Students often form teams to compete in the university's intramural sports leagues. More informally, they teach each other their favorite sports. For example, Indian students will instruct American students in cricket, while the Americans will coach international students in softball and American football.

That kind of cultural exchange extends into students' social lives as well. International MBA students have become known for the international festival they host every year. Students frequently attend local cultural events together, such as Columbia's Greek Festival and Latin American Festival, and enjoy sharing meals with food from different countries. And for all-American flavor, students are invited to take part in the University of South Carolina's tradition of tailgating before football games.
The program’s start date in mid-summer, when few other students are on campus, means members of each class spend a lot of time together in the early weeks and tend to bond quickly. Active social media groups further enhance connections among candidates and between candidates and alumni. Students often cite the diversity and collegiality of their class as one of the program’s greatest strengths.

While in country, students immerse themselves in the marketplace and regional cultural sites, as well as take time to visit typical tourist locations. Students have many opportunities for adventure and recreation while traveling abroad.
Job Opportunities and Placement

Moore School International MBA graduates occupy leadership roles at major companies around the globe. Many have started their own businesses; others work in all industry sectors and across a broad range of functions at the world’s largest companies. These alumni are a significant resource for International MBA students during their job search and beyond.

The Moore School’s Office for Career Management (OCM) for the International MBA has created a customized program for candidates, allowing you to compete at the highest level during your job search. The program emphasizes skill development and professional best practices for resumes, interviewing and networking to help you secure an excellent position upon completion of your International MBA. A team of dedicated professionals works with recruiters from around the world to offer you access to global corporations and prepare you to pursue opportunities through to multiple offers. In addition, you will be assigned to an OCM Career Coach who will work closely with you on identifying opportunities for enhancing your job search.

More information on job placement and career data is available on our website: Moore.sc.edu

2014 Graduates
In 2014, median starting salary for International MBA graduates was $87,775, with a high of $135,000. Signing bonuses ranged from $2,500 to $47,500.

The top five highest-paying industries for Moore School MBA graduates in 2014 were:

<table>
<thead>
<tr>
<th>Industry</th>
<th>Average Salary</th>
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<tbody>
<tr>
<td>Consulting</td>
<td>$104,285</td>
</tr>
<tr>
<td>Energy</td>
<td>$99,600</td>
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<tr>
<td>Financial Services</td>
<td>$96,667</td>
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<td>Technology</td>
<td>$90,633</td>
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<tr>
<td>Manufacturing</td>
<td>$85,391</td>
</tr>
</tbody>
</table>

“...The International MBA has given me an amazing network of classmates and alumni around the world in many different fields. Because it is such a small and unique program, the connection we share is very strong and I have no doubt that this network will help me in my career.”

—Caroline Osborne, 2013

Post-MBA employment: Business Leadership Associate
Coca-Cola North America, Atlanta, GA

Placement
Companies that have hired Moore School International MBA students in the last three years include:

Accenture
Allianz
Amazon
American Airlines
Apple, Inc.
Archer Daniels Midland
AT&T
Avaya
Bank of America
Berlitz Corporation
Blue Heron Management
Boeing
Bosch
Brown-Forman
Cisco Systems, Inc.
Citigroup
Coca-Cola
Coca-Cola Bottling
Crayola
Daimler Trucks AG
Dell
Deloitte Consulting
Eastman Chemicals
EMC
Ericsson
Ernst & Young
Expedia
ExxonMobil
EZGO
FedEx
Ford Motor Company
Goodyear Tire Company
Hewlett-Packard
Honeywell International
IBM
Infosys
Ingersoll Rand
Intercontinental Hotels Group
International Paper
Johnson & Johnson
Kaiser Permanente
LOreal USA
Merrill Lynch
Michelin
Microsoft
Moody’s Investors Service
Nephron Pharmaceuticals
Pan American Life Insurance Group
Panamerican Management
Passage Maker China
PPG Industries
Proctor & Gamble
Raytheon
Roche Molecular Systems
Scripps Network Interactive
Siemens
Sonoco
Sub Saharan African Drilling
TD Bank
United Airlines
United Health Group
United Parcel Service
US Airways
Verizon Communications
Wells Fargo Securities

moore.sc.edu
The New Home of the Darla Moore School of Business

The Moore School’s new building opened its doors in 2014 and has already generated considerable buzz, both for its striking appearance and for its open and flexible design, which facilitates increased interaction and collaboration among faculty and students. The building’s many innovative features reflect extensive input from students, faculty and members of the business community about how space can be optimized for business education.

Designed to be one of the world’s largest environmentally-sustainable academic buildings, the Moore School’s new home has hundreds of individual green features that collectively create significant energy efficiencies and environmentally responsible business practices. Careful choices of construction materials and practices have also allowed the Moore School to extend its definition of sustainability beyond environmental stewardship to include a healthier work environment. In these and other ways, the building is a physical embodiment of the Moore School’s commitment to forward-thinking thought leadership for the business community.

For MBA students, notable features of the building include a designated graduate lounge, reconfigurable classrooms, designated collaborative learning spaces and ample outdoor space, including an expansive green roof and a number of comfortably furnished terraces.
Life in Columbia

Located in the heart of South Carolina’s capital city, Columbia, the Darla Moore School of Business is an integral part of the region. With a metropolitan-area population of approximately 750,000, Columbia offers a wide variety of cultural and outdoor activities for MBA students. Attractions in the area include the Columbia Museum of Art, Riverbanks Zoo and Garden, the State Museum, Lake Murray, Congaree National Park, Riverwalk Park and Three Rivers Greenway.

Columbia’s location in the heart of one of the nation’s largest transportation hubs also connects Moore School students to a dynamic, fast-growing business corridor. Named the #3 state in the nation for doing business in 2014 by Area Development, South Carolina has attracted significant investment from companies such as Boeing and BMW in recent years. More than 1,200 international firms have facilities in South Carolina, creating ample opportunities for MBA students to engage with companies from all over the world.

The Moore School is strategically located in the University of South Carolina’s Innovista research district, a walkable community blending academia, business, innovation, arts, entertainment and culture. Housing, restaurants and shopping are also located close by in this vibrant downtown area.

The USC campus borders the state capitol building and government offices along with Columbia’s central business district. This provides great opportunities for networking after hours. While its cosmopolitan downtown offers many of the amenities of larger cities, Columbia is also known for its livability. Traffic is light, housing is affordable and people are friendly and welcoming. Faculty and students who come to the university from other parts of the country consistently identify Columbia as both more sophisticated and more hospitable than they would expect for a city of its size.
As South Carolina’s flagship university, the University of South Carolina affords students a rich array of cultural, social and athletic opportunities. Of particular note are the university’s world-class Southeastern Conference (SEC) athletic programs, including football, baseball and soccer teams that are often nationally ranked. MBA students have frequent opportunities to attend USC Gamecock sporting events. Watching SEC football live from the stands of USC’s famed Williams-Brice Stadium is an unforgettable experience.

With three interstates (I-20, 26, and 77) serving the region, getting to Columbia is easy by car. The Columbia Metropolitan Airport (CAE) offers direct flights to many major U.S. cities. In addition, Amtrak train service is available with a station located downtown. Columbia’s central location also makes it easy for students to take weekend trips to beaches on the Atlantic ocean or the mountains, or take day trips to metropolitan areas such as Atlanta, Augusta and Savannah, Georgia; Charleston and Greenville, South Carolina; and Charlotte and Asheville, North Carolina.

**MBA Housing Options**

MBA students have a variety of on- and off-campus housing options to choose from in Columbia. With options for all budgets located within walking distance of the Moore School, finding a place to call home in Columbia is easy.
Admissions Criteria

The International MBA program starts in early July. Admission is highly competitive. The admissions committee takes a holistic approach to reviewing each application; therefore candidates are encouraged to provide as much information as possible.

Among the many factors taken into consideration:

Professional work experience
Candidates are required to have at least two years of full-time, post-baccalaureate work experience prior to starting the program. Because previous work experience is a particularly strong predictor of success in the program, each candidate's work history is thoroughly evaluated.

Undergraduate transcripts
An undergraduate degree from an accredited institution is required. A degree in business is not required. Successful candidates with degrees from American institutions typically have undergraduate GPAs between 3.5 and 4.0.

GMAT or GRE
Applicants must submit GMAT or GRE scores achieved within the past five years. The expected average GMAT range is 650-720. The expected average GRE range is 315-325.

Essays
The International MBA application includes a 500-word statement of purpose and a required essay. Candidates may also add a personal essay that conveys any additional information relevant to the admission process.

Letters of recommendation
Candidates must submit two letters of recommendation, which may be either professional or academic. We encourage candidates to submit professional letters when possible.

English proficiency test
International applicants who do not hold a degree from an institution in an English-speaking country must also submit valid TOEFL, IELTS or PTEA scores. The minimum TOEFL score is 95 (ibt), the minimum IELTS score is 7 and the minimum PTEA score is 68.

The recruiting team at the Moore School is available to address any questions about the program or admissions process that you may have. We also invite you to visit us and experience our programs from a graduate student’s perspective.

- To learn more or to start an application, visit moore.sc.edu/IMBA
- To find out when we’ll be at a recruiting event near you, visit moore.sc.edu/admissions/internationalmba/recruitingevents.aspx
- To speak with a recruitment director, call +1.803.777.7903, Skype Moore-GradDiv-jj, or email MBA@moore.sc.edu
- To arrange a campus visit, email MBA@moore.sc.edu

“...sets the Darla Moore School of Business apart from other programs is the international corporate consulting project. As a Japanese track student, I had a marketing project at Michelin Japan in addition to becoming fluent in the language. Few other MBA programs give that opportunity, and that experience continues to be a key positive differentiating factor in my career. The Moore School helped me take my career to another level.”

—Duane Thomas
Japanese track, 2007
Internship: Michelin, Japan
Post-MBA Employment: BFGoodrich Brand Communications Manager, Michelin, North America

Next steps
Become one of our International MBA students

The Darla Moore School of Business offers a world-renowned International MBA program that requires you to bring your best — and then push yourself to go further. It will test you, challenge you and, in short, transform you. It’s where the best become better.

Apply now to take the next step to join the Moore School International MBA program. Here is a look at our most recent class of new students. Will you join us next year?

Profile of International MBA Class Entering 2014

Demographics

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average age</td>
<td>29</td>
</tr>
<tr>
<td>Average work experience</td>
<td>5 years</td>
</tr>
<tr>
<td>International</td>
<td>24%</td>
</tr>
<tr>
<td>Female</td>
<td>31%</td>
</tr>
<tr>
<td>Average GMAT</td>
<td>665</td>
</tr>
</tbody>
</table>

Undergraduate Major

<table>
<thead>
<tr>
<th>Major</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business</td>
<td>28%</td>
</tr>
<tr>
<td>Language</td>
<td>25%</td>
</tr>
<tr>
<td>Engineering</td>
<td>13%</td>
</tr>
<tr>
<td>International studies/Political science</td>
<td>12%</td>
</tr>
<tr>
<td>Other</td>
<td>22%</td>
</tr>
</tbody>
</table>

Previous Industry Sector

![Industry Sector Pie Chart]

- Manufacturing: 23%
- Financial Services: 14%
- Consulting: 11%
- IT: 9%
- Peace Corps/NGO: 6%
- Government: 6%
- Education: 6%
- Advertising/Marketing: 6%
- Media: 6%
- Other: 6%
The Darla Moore School of Business is among the highest-ranked business schools in the world for international business education and research. Founded in 1919, the school has a history of innovative educational leadership, blending academic preparation with real-world experience through internships, consulting projects, study-abroad programs and entrepreneurial opportunities. In 1998, the school was named for South Carolina native and New York financier Darla Moore, making the University of South Carolina the first major university to name its business school after a woman.

**The Moore School is:**

- **The #1 MBA program** for international business  
  — U.S. News & World Report

- Ranked in the **TOP 3 International MBA programs** for **25 consecutive years**  
  — U.S. News & World Report

- **The #12 graduate program** for supply chain program  
  — Gartner

- **#1 in the United States and #2 worldwide** for faculty research productivity in international business  
  — Journal of International Business Studies

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Learn Internationally.
Lead Internationally.