

FALL 2019

# FT MBA

Full-Time Master of Business Administration



**SFU** BEEDIE SCHOOL OF BUSINESS  
SEGAL GRADUATE SCHOOL

# THE MBA THAT

# PUTS YOU FIRST

With a typical class of just 50 students, the SFU Beedie MBA experience is as personalized and interactive as it gets.

You'll have the opportunity to explore your interests, and learn from a diverse international cohort. The small class size facilitates an interactive and applied learning environment, where you'll work closely with faculty. Your classmates will become lifelong friends and invaluable business connections.

And you'll graduate with a business management toolkit that applies across industries, providing you with more career options and greater mobility.



# ENGAGE YOUR BRAIN

## 12 MONTHS OF ACADEMICS, PLUS A 4-MONTH WORK TERM

You want to take your career to the next level. The SFU Beedie MBA will give you the edge you need to get there. By combining theory and application, the program will give you a strong grounding in business fundamentals.

As you move through the 12-month academic component in the centre of Vancouver's diverse, vibrant and entrepreneurial business community, expect to become immersed in deep, thought-probing questions and real-world business problems. Instead of memorizing textbooks and taking standardized tests, you'll learn through interactive and experiential learning methods.

When you graduate, you'll embark on the next stage of your career equipped with in-demand business skills and a 360-degree view of how businesses operate today.

Get the full picture at [beedie.sfu.ca/mba](https://beedie.sfu.ca/mba)



*"I wanted a more well-rounded understanding of business to help me make better decisions, and have more confidence they are the right ones."*

— Kelly Scott-Gray, MBA Graduate

# PUT YOUR KNOWLEDGE INTO PRACTICE

Joshua Viner, *Senior Manager*  
– *Urban Growth at Vacasa*

After the 12-months of academics, Joshua opted to move straight into a permanent position as Head of Strategic Partnerships at Vancouver based tech firm Left™. Now, Joshua is the Senior Manager of Urban Growth at Vacasa.

Taking an MBA doesn't mean leaving the workforce completely. At the end of the 12-month curriculum, you'll have the opportunity to apply what you've learned in a real-world setting.

You can choose between:

- A paid four-month work term: Apply your newly acquired skills, knowledge, and fresh ideas to an organization in an industry of your choice
- Starting your own new venture: Vancouver is Canada's centre of entrepreneurship. If you'd like to start a new venture or work with innovative start-ups, you couldn't come to a better place. SFU is home to three innovation labs, Coast Capital Savings Venture Connection, RADIUS, and VentureLabs
- Moving straight into a permanent position: Transition directly into an employment position with your previous or a new employer



# A FRESH PERSPECTIVE

## UNDERSTAND BUSINESS AT A DEEPER LEVEL

Comprehensive. Engaging. Our curriculum incorporates real-world business challenges and explores vital topics like sustainability, entrepreneurship and international business.

Each of the three semesters flows seamlessly into the next, letting you apply what you've learned as you progress through the program.

## ONLINE PRE-MBA COURSE

### PREPARE FOR SUCCESS

You'll take pre-MBA online courses, such as Excel and Financial Accounting. These courses are designed to set you up for success in the program. You can take them online during July and August before classes start in September, enabling you to learn at your own pace and ease your entry into the full-time MBA program.

- Excel and Financial Accounting

## FALL

### ESSENTIAL BUSINESS SKILLS

Our students have different educational backgrounds, so we start by ensuring everyone has a common foundation in key business skills.

- Leadership & Teamwork
- Financial/Managerial Accounting
- Business Ethics
- Financial Management
- Managing a Globalized Workforce
- Managing People & Organizations
- Business & Indigenous Communities
- Business & Indigenous Peoples

## SPRING

### ORGANIZATIONAL DYNAMICS

Here's where things get really interactive as you learn about effective leadership. Challenges will be thrown at you, and you'll need to work fast as a team to solve them.

- Marketing Management
- Managerial Economics
- Business Analytics
- Managing Information
- Managing Global Enterprises
- Negotiation & Conflict Resolution
- Organizational Analysis
- Special Topics: Business Communications

## SPRING/SUMMER

### CROSS-CULTURAL EXPERIENCE

The cross-cultural experiential project is a program highlight. Choose between two international destinations for a global business perspective and gain a broader understanding of working in a multi-cultural business environment. You'll broaden your experience and gain valuable insights.

## SUMMER

### INNOVATION AND STRATEGY

Tie everything together so you can apply what you've learned. Explore your creative side, and dive into sustainability, entrepreneurship and other hot topics.

- Entrepreneurship
- Operations Management
- Sustainability
- Business Strategy
- Capstone

## PROFESSIONAL EXPERIENCE

### APPLY WHAT YOU'VE LEARNED

At the end of the 12-month academic program, you have three options to apply what you have learned. In each case, you deliver a report after four months as the final part of your degree. Your options are:

- Undertake a paid four-month work term
- Start your own new venture through Coast Capital Savings Venture Connection
- Move straight into a permanent role

# GLOBAL THOUGHT LEADERS

## LEARN FROM THE BEST IN BUSINESS

Our faculty members not only know the business world inside out, they know how to bring it to life in the classroom. Because our class sizes are small, they'll get to know you and your professional goals.

*"We believe that the next generation of leaders will contribute to the betterment of society. That's why we emphasize real world problem solving and challenge our students to envision new ways of working and define new criteria for success."*

— Stephanie Bertels



### Stephanie Bertels, PhD (University of Calgary); MSc (Stanford University)

ASSOCIATE PROFESSOR, TECHNOLOGY, OPERATIONS MANAGEMENT/INNOVATION & ENTREPRENEURSHIP AND DIRECTOR, CENTRE FOR CORPORATE GOVERNANCE AND SUSTAINABILITY

Dr. Bertels is an environmental engineer and holds a PhD in strategy and global management and sustainable development. Dr. Bertels leads 'The Embedding Project' where she works with dozens of global companies, their leadership teams and their boards to help them to embed sustainability into their operations and decision-making. She is also the faculty mentor for our Net Impact chapter.



### Eric Werker, PhD (Harvard University)

ASSOCIATE PROFESSOR, STRATEGY AND INTERNATIONAL BUSINESS

Dr. Werker is Associate Professor at SFU Beedie and the university's academic lead to the Canadian International Resources and Development Institute. Dr. Werker researches how less developed countries can build more thriving and inclusive private sectors, particularly when they are rich in natural resources, and how international actors can play a positive role in creating successful societies.



### Mila Lazarova, PhD and MS (Rutgers)

ASSOCIATE PROFESSOR, INTERNATIONAL BUSINESS, DIRECTOR, CENTRE FOR GLOBAL WORKFORCE STRATEGY, AND CANADA RESEARCH CHAIR IN GLOBAL WORKFORCE MANAGEMENT

Dr. Lazarova focuses her research on expatriate management, global and boundaryless careers, international mobility practices, and comparative human resource management. She has been recognized with the Canada Research Chair which promotes scholarship excellence, the creation of world-class centres of research, and the enhancement of Canada's competitiveness in the global economy.

## CLASS DEMOGRAPHICS



### Average GMAT

620

### Average age

29

### Average work experience

5 Years

### International Students

55%

### Sample Backgrounds

Technology, marketing, not-for-profit, engineering, finance, arts, science, government, health care, law, education, retail, manufacturing

### Sample Countries of Origin

Canada, India, China, USA, Mexico, Iran, Brazil, Pakistan, Lebanon, Colombia, Russia, Vietnam, Peru, Indonesia, Korea, Netherlands, Philippines, Singapore, Sweden



# ENRICH YOUR LEARNING AND DEFINE YOUR PATH

Photo: Chase Davidson

## THIS IS A YEAR TO REMEMBER

Co-Curricular activities are encouraged and celebrated at SFU Beedie. These activities will provide hands-on leadership experience, hone your business skills and grow your network.

## CROSS-CULTURAL EXPERIENCES

During the fall semester, you will have the opportunity to visit Indigenous communities and industries working with Indigenous people to gain a better understanding of how Indigenous issues interact with business, culture, language, history, geography and law.

Between the spring and summer terms, you will have a choice between two international cross-cultural experiences. The cross-cultural experience is designed to expose students to a new cultural and institutional setting in ways that will not only educate you about this particular culture, but will also help you gain a broader understanding of the complexities of working in a multi-cultural business environment.

*“The International Cross-cultural trip to Brazil was one of the best experiences in the MBA program. We learned about Brazilian culture and the differences in business operations, but most importantly, we connected with each other outside of the classroom and made lasting friendships.”*

— Rima Vasudevan,  
MBA Student

## CASE COMPETITIONS

Compete with MBA students across the globe to solve real-world business challenges. With a dedicated training program and financial support to attend competitions, you'll be ready to compete with the best, network with industry professionals and showcase your success.

## MBA GAMES

Each year, SFU Beedie sends up to 40 students to the MBA Games. You will compete in sport, academic and spirit competitions while building a strong network with your cohort and peers. SFU Beedie will subsidize the cost of participation, help you prepare and encourage your success.

## CONFERENCES AND EVENTS

Attend numerous events throughout the program, including guest lecturers and industry conferences. Hear from speakers as diverse as Nobel Prize-winning economist Alvin Roth and SFU alumnus, Kelly Bennett, CMO of Netflix.

## STUDENT CLUBS

The Graduate Business Student Association plays an active role in the leadership of our school. From feedback on the program and curriculum to creating social and education events, this group works to continuously improve the SFU Beedie experience. The school also has a club dedicated to sustainability. Net Impact empowers SFU Beedie students to become future-focused and responsible business leaders through hosting events such as an annual case competition. They also organize a number of events throughout the year to provide students with opportunities to learn and network with industry experts. The Graduate Women's Council strives to empower women to lead and succeed in the workplace. The Council provides networking opportunities, workshops and access to external events. They aim to develop and sustain a culture of support and encouragement and pledge to work toward a more inclusive and equal society. Co-create your journey and join one of Beedie's student managed clubs.

## STUDENT AMBASSADOR PROGRAM

On an annual basis, the MBA program elects Student Ambassadors to represent the Beedie School of Business in a variety of activities, including recruitment, marketing, student and alumni engagement, as well as orientation.



# WE'RE PARTNERS IN YOUR CAREER DEVELOPMENT

**98%** employed 3 months after program completion

**39%** pre/post MBA average salary increase

\*statistics from MBA class of 2017

## WHO HIRES OUR MBA GRADS?

- BC Hydro
- KPMG
- Goldcorp Inc.
- HootSuite
- ICBC
- Vancouver Coastal Health
- Provincial Health Services Authority
- Telus
- Arcteryx
- Best Buy
- Pacific Blue Cross
- Worksafe BC
- TD Bank
- Suncor Energy
- Honda Canada
- CIBC
- RBC Royal Bank
- Lululemon
- EY
- City of Vancouver
- Deloitte
- Seaspam
- SAP

### WE'LL GIVE YOU AN EDGE OVER THE COMPETITION

Your dedicated career advisor will help you to plan for success. We'll provide personalized support, useful resources and tools, career-building skills to help you stand out, and provide you with opportunities to network with industry professionals.

### CAREER PLANNING AND COACHING

Whether you already know where you want to go with your career or you're exploring your options, we are here to support your career journey. We'll start by providing you with self-assessment tools and then give personalized coaching on how to map out future possibilities, assess your fit in the marketplace and tap into the hidden job market. You'll have access to these services even after you've graduated.

### MENTORS IN BUSINESS

Take advantage of the largest one-on-one business mentorship program in Western Canada. Last year, the Career Management Centre (CMC) matched students with over 300 industry professionals. These mentors are keen on helping you build business relationships and offering career guidance and advice. Mentors share their knowledge, experience, and wisdom to help you make informed career choices.

### GUEST SPEAKERS

The CMC's Spotlight on Industry and Careers events aim to give SFU Beedie students access to industry professionals in a small group setting to allow for free-flowing dialogue. We engage with industry professionals who will share their experience and expertise in their functional role, industry, and organization.

### SKILL-BUILDING WORKSHOPS AND ACTIVITIES

We're here to assist you through the entire MBA job search process by delivering career building workshops, providing employer mock interviews and networking events, and making personalized introductions within SFU Beedie's extensive corporate network.

### REAL WORLD EXPERIENCE

At the end of the program, choose between a paid four-month work term, moving straight into a full-time, permanent position, or starting your own new venture. The CMC will also support you in your job search by connecting you with employers, job opportunities and internships. With a dedicated job board for companies seeking to hire from SFU Beedie, you'll have hundreds of opportunities to choose from.

### NETWORKING OPPORTUNITIES

Build close relationships with a variety of people—from classmates to local business professionals, and other graduate students. Tap into a global and engaged network of SFU Beedie alumni during events such as our Saturday career boot camp, presented by industry leaders.

### ENTREPRENEURSHIP AND SOCIAL INNOVATION

Want to start your own business? SFU is the place to do that with support opportunities from SFU's Coast Capital Savings Venture Connection, and RADIUS (Radical Ideas, Useful to Society), an SFU initiative that supports work with local communities to generate impactful interventions and emerging social ventures.

## MBA ALUMNI PROFILES



**KELLY SCOTT-GRAY**

PROJECT MANAGER,  
LULULEMON ATHLETICA

*"I liked the small class sizes. It's a lot easier to become friends with 50 people than 150 people, and I now also have a great international network."*



**RYAN CROSS**

FOUNDER AND CEO,  
DISTILL ANALYTICS

*"I wasn't looking to build any more of my research credentials, I was looking for a new skillset. The MBA gave me the opportunity to really widen my skills and knowledge, to showcase what I can really do."*



**MORENIKE AKINYEMI**

CONSULTANT, STRATEGY &  
OPERATIONS, DELOITTE

*"The program helped me change the way I would see a problem or assess a situation. Now, I understand how an organization functions from different perspectives. I can assess all of these different perspectives and connect how they can fit together into an overarching strategy."*

# YOUR DREAM CLASS ROOM



## STUDY IN THE HEART OF VANCOUVER'S BUSINESS DISTRICT

Vancouver isn't just about spectacular mountain, ocean vistas and our mild climate. It's a gateway to the Asia-Pacific region and a centre of entrepreneurship in Canada and North America.

Vancouver's dynamic and supportive business community has seen it establish itself as Canada's tech start-up hub. This has in turn prompted Boeing,

Facebook, Amazon and Microsoft to set up local offices, as well as attracting the world-renowned TED Conference to the city.

### THE BUILDING

You will spend most of your days at the Segal Graduate School campus in the heart of Downtown Vancouver.

Its 60,000 square feet accommodates the finest in meeting and classroom facilities. The central location makes commuting easy and helps integrate you into the local business community. It also provides easy access to Vancouver's dining and entertainment scene for those all-important post-class get-togethers.

# CENTRAL IN EVERY SENSE

SFU Beedie MBA students enjoy priority access to SFU's apartment-style Downtown Vancouver Residence, which is at the centre of a dynamic living and learning community of entrepreneurship and ideas.

Opened in 2016, the residence is in the same building as the Charles Chang Institute for Entrepreneurship. The Institute is also home to RADIUS Social Innovation Lab and Venture Incubator.

Living at the residence lets you live in the heart of Vancouver—recognized as one of the most livable downtown areas in North America—and walk to class. You can choose from a range of accommodation options, from studios to two-bedroom and study units. Shared amenities provide all the comforts of home.

Learn more at [sfu.ca/students/residences](https://sfu.ca/students/residences)



# ARE YOU THE RIGHT FIT?

## WE WANT SHARP MINDS AND DIVERSE BACKGROUNDS

We work hard to recruit the best students from around the world. We look for candidates who can perform at the highest level every day and make a commitment to collaborating with others, to bring out the best in their classmates and themselves.

If this sounds like you, let's talk.

### CONNECT

To connect with one of our team in person or online, register for an information session, speak with an SFU Beedie alumni or arrange a class visit, please contact us at +1 778.782.5259 or email [mba@sfu.ca](mailto:mba@sfu.ca).

### APPLICATION PROCESS

- Complete online application form
- Required supporting documents:
  - Official transcripts
  - GMAT or GRE
  - Self-evaluation
  - Resume
  - Letters of reference
  - English language score (if applicable)
- Interview if shortlisted

### ADMISSIONS REQUIREMENTS

- Undergraduate degree with a 3.0 CGPA
- 2 years of post-graduate full-time work experience
- GMAT: 550 or GRE: minimum score of 150 in each section
- Proficiency in English for ESL candidates: TOEFL 93+ or IELTS 7+
- International applicants will require a valid Canadian study permit

### APPLICATION DEADLINES

- Round 1: October 26, 2018
- Round 2: January 18, 2019
- Round 3: March 22, 2019
- Final Round: May 17, 2019

### TUITION

Domestic Tuition: \$40,500 CAD\*

International Tuition: \$51,700 CAD\*

(Domestic rate is for students who have Canadian citizenship or Permanent Residence)

\* Subject to Board of Governors approval.

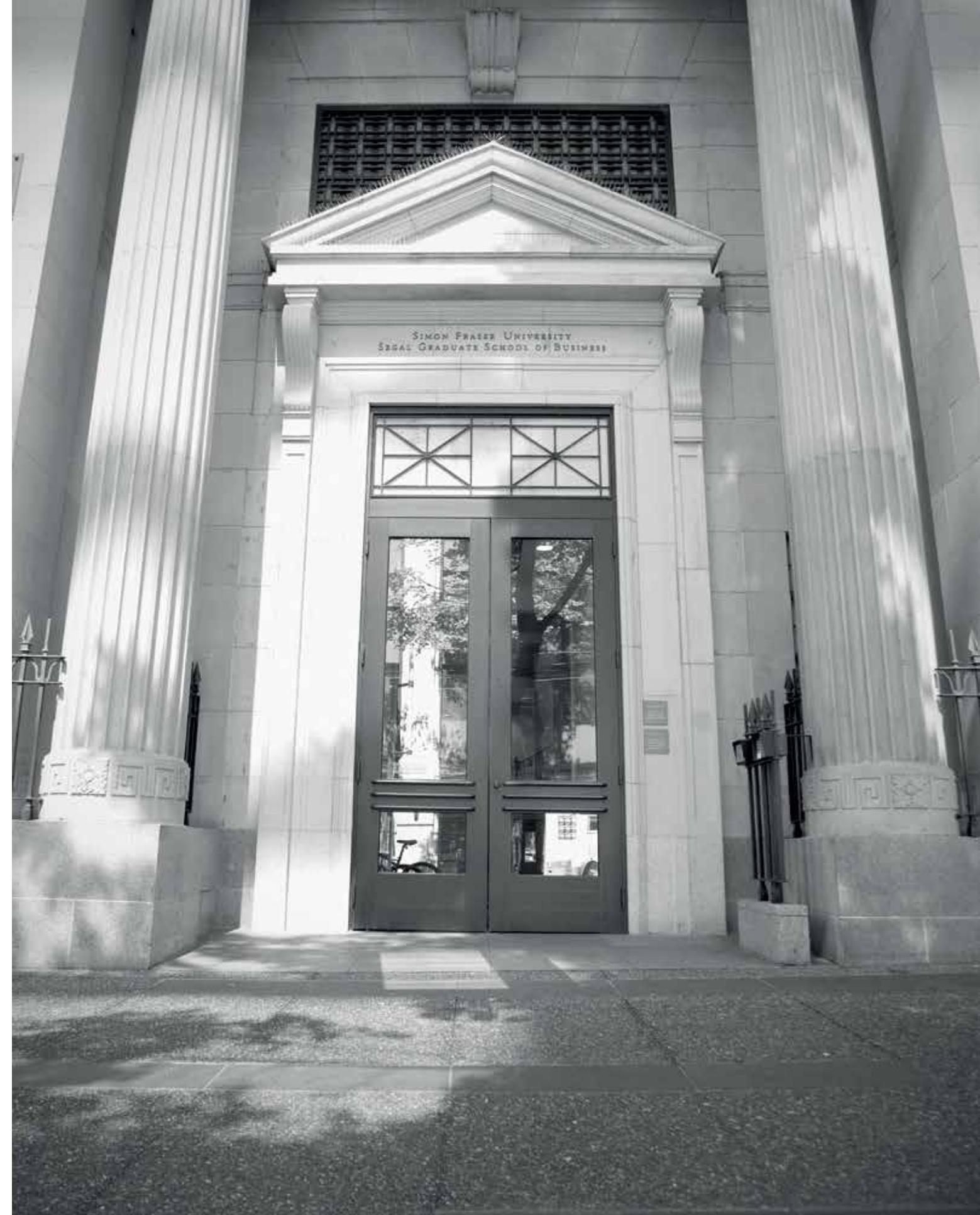
### FEES

Textbooks & Materials: \$2,200 approx.

Student Fees (health insurance, transit pass, recreational/athletic facility pass): \$2,500 approx.

Cross-cultural experiences will include additional costs related to transportation, flights and accommodation. The estimated amounts will be between \$5,500-6,000 CAD for the international project and \$250 CAD for the Business & Indigenous Communities course. \*\*

\*\* Subject to currency and location.





## SFU BEEDIE SCHOOL OF BUSINESS

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