

The Unstoppables

PROFILES OF THE UNIVERSITY OF SOUTH CAROLINA MBA

Kristen Dozier

UNSTOPPABLE SINCE 2016



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CONTENTS

2

CHANGING COURSE:

Making Business Personal

Kate Williams executed a successful career pivot to find a more meaningful path.

4

GOING GLOBAL:

Choosing “Now” Over “Never”

Taylor Moss leveraged his degree to take the plunge into an exciting life abroad.

6/7

International MBA and One-Year MBA Curricula

8

SECOND ACT:

Navigating from Barracks to Boardrooms

In 10 months, **Chris Stegmaier** found ways to translate 20 years of government service into a winning private sector resume and strategy career.

10

COMING UP CORPORATE:

Embracing the Unexpected

Kristen Dozier connected the dots from professional athletics and entrepreneurship to high profile corporate consulting.



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COVER PHOTO: JAMEL TOPPIN

From the Dean



UNSTOPPABLE.

More than 40 years ago, the University of South Carolina recognized the globalization of business was not a trend but an unstoppable movement that required a new approach to both business and business education. The result was the launch of one of the world's first International MBA programs, one we can proudly say remains the #1 program in the country.

While we're very proud of our history and reputation, what truly distinguishes our MBA programs is our students. Our MBA candidates are looking to grow personally and professionally. They are hungry for a new challenge. They want to make a difference in the world. They're determined to be unstoppable. No longer content with the status quo and the boundaries that often define the business world, our MBA students don't stop until they're successful ... on their terms.

Within the Darla Moore School of Business, we've created an MBA experience that puts the student in the driver's seat. Do you want a one or two-year program? Would you like to specialize in Finance, Marketing or Supply Chain? Do you want to travel abroad in the longest MBA immersion program? Would you like to learn a new language? How about adding a certification in business analytics? Would you like an alumni mentor as a resource throughout your time in the program? Do you want access to a Career Management office that works with companies and alumni in more than 80 countries?

Our MBA isn't just a program; it's an experience that allows each of our students to be the hero of their own story. In the pages that follow you can read more about several of our unstoppable alumni. Then, if you'd like to learn more, connect with us and together we'll explore how a University of South Carolina MBA can power the next step in your unstoppable story.

#1

INTERNATIONAL MBA
IN THE UNITED STATES

U.S. News & World Report

Dean Peter Brews



Kate Williams
Impact Manager
Fair Trade USA
Oakland, California

UNSTOPPABLE SINCE 2015

INTERNATIONAL MBA

CHANGING COURSE: Making Business Personal

In 2011, **Kate Williams** was three years into a financial advising career. The problem: her heart wasn't.

"I just didn't have a passion for it," she says.

Fortunately, a stint in the Peace Corps providing microfinancing to female entrepreneurs offered the spark she'd been missing. And it inspired her to get serious about honing her business acumen to help others in the developing world.

Earning an MBA customized to focus on corporate social responsibility, she did just that. Kate was recruited by a tech startup after graduation and gained a front row view of how global retailers like Gap and Nike handle sourcing. It was a unique perspective she parlayed into her current role as impact manager at Fair Trade USA.

Today Kate works with the very same Nicaraguan community where she lived during her Peace Corps days. Certifying that the sugar cane used in their rum distillery is fair trade, she's impacting countless lives throughout the region. ■



Change Your Course

Climbing the corporate ladder, the view can sometimes surprise you. Some professionals discover their long-term goals outpace their current education. Others may simply not like what's on the horizon. Regardless, these perspectives can be life changing, especially when they inspire bold, proactive moves.

The University of South Carolina MBA can lift a career beyond internal and external hurdles alike. Whether you're looking to skip the next few steps on your career track or change its trajectory all together, we can help ensure the impasse you face is a temporary one.

LIVE IT, LEARN IT.

Cultivate a Multinational Mindset

The modern marketplace is a vast, borderless expanse where mixing cultures impact profitability and the business of every day. It's a dynamic environment that demands an uncommon education.

At the Darla Moore School of Business, your MBA courses are the beginning of limitless opportunity. We help build and refine the cross-cultural leadership sought by today's global companies. You'll embrace the nuances of international business and develop the cultural awareness that's essential to thriving in both the nonprofit and for-profit sectors.

The program's rigorous, immersive curriculum is designed to be

challenged and enhanced during a 10- to 15-week corporate internship. Your internship, which can be completed in the United States or abroad, will engage your analytical and social skill sets, honing them to professional standards.

Put simply, there is no deeper dive than the International Marketplace Immersion. This key component of International MBA studies takes learning beyond the confines of the classroom and the country. IMBA candidates live and study internationally, intimately learning about a market and its people, culture, politics, business dynamics, practices and processes.

.....
**Three-Year Average
Base Salary
with UofSC MBA**

\$90,000

.....
Source: Darla Moore School
of Business Classes of 2015-2017
.....

PHOTO: NADER KHOURI MURAL BY MIRANDA BERGMAN AND O'BRIEN THIELE



INTERNATIONAL MBA

**GOING GLOBAL:
Choosing “Now” Over “Never”**

By the time **Taylor Moss** finished his bachelor’s degree in economics, he was sure of only one thing.

“I didn’t want to wake up 60 years from now having worked the traditional, 9-to-5 grind and regret not trying anything different.”

Taylor had a love of different cultures and felt that if he didn’t explore it at that point in his life, he never would. So he took the international plunge, leading education and community-based projects in Jamaica for two years. It only strengthened his appetite for a life abroad.

“All of a sudden the IMBA program made perfect sense,” he says. “Even though I didn’t know exactly what I wanted to specialize in, I knew I could further my economics degree and turn this passion for multicultural experiences into a real career.”

A short time into the program, Taylor found his niche in operations management, and after graduation began putting it to work for UnitedHealth Group. Four months later, he became the chief of staff for the CEO of UnitedHealthcare Global, a Brazilian arm of the company serving four million people in more than 126 countries. ■

REAL-WORLD RELEVANCE

Learn from Research and Clinical Faculty

One of the strongest assets of the University of South Carolina MBA program is broad access to our more than 287 internationally respected faculty and staff. Here, you’ll be surrounded by seasoned practitioners of domestic and international business, market experts and clinical researchers who set the standard for thought leadership in modern business.

With firsthand understanding of what truly matters, we expand the traditional business curriculum by building skills in areas that refine your contextual intelligence. The MBA program features eight unique academic partnership centers.

These allow faculty to enhance classroom lectures with experiential learning, research and on-the-ground work with corporate partners. Such centers offer real-world educational experience and career placement opportunities while ensuring our curriculum meets the needs of an ever-changing business community.

Moreover, the diversity of backgrounds among faculty helps ensure a graduate’s readiness for the global market. In both concrete and intangible ways, these perspectives impart the ways culture and social science impact market dynamics from country to country and culture to culture.

Taylor Moss
Chief of Staff for the CEO
UnitedHealthcare Global
São Paulo, Brazil
UNSTOPPABLE SINCE 2013

PHOTO: ANDRÉ KLOTZ

287

**TOTAL
FACULTY**

53

**INTERNATIONAL
FACULTY AND STAFF**

111

**FACULTY WITH
PROFESSIONAL EXPERIENCE**

Source: Darla Moore School of Business Faculty as of 2016

INTERNATIONAL MBA CURRICULUM

Early July – Mid-August	Mid-August – Mid-December	Early January – Early May
7 Weeks On Campus	14 Weeks On Campus	14 Weeks On Campus
Quantitative Methods Financial Accounting Global Marketing	Operations Management Global Finance Leading Teams & Organizations Managerial Accounting	Elective 1 Elective 2 Elective 3 Elective 4 Advanced Quantitative Methods
CLP Career Leadership Program	Global Strategic Management Managing the Multinational Enterprise	International Business Trip (Spring Break Elective - Optional)

Mid-May – Mid-August	Mid-August – Mid-December	Early January – Early March	Mid-March – Early May
12 Weeks In Company	14 Weeks On Campus	8 Weeks In-country Immersion	7 Weeks On Campus
Corporate Internship (10 - 15 Weeks)	Elective 5 Elective 6 Elective 7	International Field Study (Part 1)	International Field Study (Part 2)
International Business Trip (Pre-Internship Elective - Optional)	LANGUAGE TRACK		Global Economics
	Language 1 Language 2	International Language Immersion	Comparative Institutional Systems
	GLOBAL TRACK		International Business Trip (Spring Break Elective - Optional)
	Elective 8 Elective 9	Global Business Topics Immersion	

Visit moore.sc.edu for full list of options and requirements.

Curriculum subject to change.

FULL-TIME INTERNATIONAL MBA PROGRAM

Our challenging, 22-month International MBA program begins annually in July. Early learning progresses from core curriculum and international business classes to immersive, in-country learning experiences that leverage and contextualize your classroom studies.

2018-19 International MBA Tuition*

SC Resident..... \$ 43,142
Non-resident..... \$ 71,580

*See moore.sc.edu for additional financial details.

ONE-YEAR MBA CURRICULUM

Early July – Mid-August	Mid-August – Mid-December		Early January – Early May	
7 Weeks	7 Weeks	7 Weeks	7 Weeks	7 Weeks
On Campus				
Quantitative Methods Financial Accounting Global Marketing	Operations Management Global Finance	Leading Teams & Organizations Managerial Accounting	Advanced Quantitative Methods	Global Economics
CLP Career Leadership Program	Elective 1	Elective 2 Elective 3	Elective 4	Elective 5 Elective 6
			International Business Trip (Spring Break Elective - Optional)	

Visit moore.sc.edu for full list of options and requirements.

Curriculum subject to change.

ONE-YEAR MBA PROGRAM

Our rigorous, one-year MBA program begins annually in July. Students move quickly through foundational courses, then spend the majority of their time on a functional specialization – Finance, Global Supply Chain and Operations Management, Marketing or Strategic Management – that aligns with their specific career goals.

2018-19 One-Year MBA Tuition*

SC Resident.....\$ 35,702
Non-resident.....\$ 40,790
Active Duty Military**.....\$ 27,500

*See moore.sc.edu for additional financial details.

**Rate applies to individuals who are active duty when starting the program and will resume active duty military service upon completion of the program.

Specialization Opportunities in Both Programs

Specializations allow candidates to customize the MBA to complement their preferred area of career focus. Here you can complete course work in a certain area and earn one of the following four formal specializations in both programs:

- ▶ Global Supply Chain & Operations Management
- ▶ Marketing
- ▶ Finance
- ▶ Strategic Management



Financial Assistance

Scholarships, fellowships, graduate assistantships, in-state tuition reductions and full-tuition awards may be available following admission.

SECOND ACT:

Navigating from Barracks to Boardrooms

Chris Stegmaier had already met his share of challenges when he began to consider an MBA. With more than 20 years of government service under his belt – including time in the Army and National Security Agency – Chris saw the program at the Darla Moore School of Business as an efficient way to turn his considerable project management experience into a thriving civilian career.

“My MBA was a 10-month tutorial in how to adjust the skills I’d learned in the service and better leverage them to meet the demands of the private sector.”

As his interest in consulting sharpened, Chris added Lean Six Sigma certification to amplify his process and project management education. Just one day after graduating, he began an engagement with a southeastern pharmaceutical company and then joined Accenture, a global provider of strategy, consulting, digital, technology, operations and services.

Today, Chris moves seamlessly from a Fortune 500 boardroom to a client’s international job site. Just as he transformed his career, he’s solving his clients’ most vexing business challenges with innovative solutions that make them more competitive. ■

Chris Stegmaier
Senior Strategy Consultant
Accenture
Atlanta, Georgia

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A DYNAMIC FORCE

Facilitating Your Success at Every Stage

As a University of South Carolina MBA candidate, access to leading research and clinical faculty is just the beginning of your connection to global business opportunities. Here, you’ll also take advantage of school-level professional associations and clubs, career services, and an ever-growing global network of alumni.

From day one, the Office for Career Management will be available to help you access support, internships and employment. Before graduation, we prepare students with training focused on career exploration and job search skills so your match is more accurate, meaningful and successful. Our career coaches help students excel within job search experiences to drive more fruitful post-graduation placement.

Likewise, graduation is a new beginning that connects you with a powerful network of business professionals. There are currently more than 45,000 Moore School alumni spread across the globe, many of whom stay actively engaged with the school and work to connect fellow graduates with career opportunities.

45,000+

**NUMBER OF
MOORE SCHOOL ALUMNI**

IN GOOD COMPANY

Our alumni are leaders at more than 100 top-performing companies such as:

- ACCENTURE
- AMAZON
- APPLE
- COCA-COLA
- DELTA
- ESPN
- JOHNSON & JOHNSON
- L’OREAL
- MICROSOFT
- NEW BALANCE
- SIEMENS
- STARBUCKS
- WELLS FARGO

Companies that have hired our graduates over the past four years:

- BANK OF AMERICA
- BMW
- BOEING
- CREDIT SUISSE
- DELOITTE
- EXXONMOBIL
- GOOGLE
- HONEYWELL
- IBM GLOBAL SERVICES
- MICHELIN
- MONDELÉZ
- UPS
- ZULILY

PHOTO: GEORGE FULTON

COMING UP CORPORATE:

Embracing the Unexpected

When **Kristen Dozier** began to consider an MBA, she'd just reached the end of a four-year professional volleyball career.

"Spain. Puerto Rico. Israel. Germany. Poland. I lived and played all over," she says. "I was ready to come home and figure out what my next chapter would be."

For a time, it seemed her future lay with the athletic training business she'd founded in her hometown of Washington, DC.

"Being an entrepreneur was great. And, honestly, I initially pursued the masters as a way of taking that business to the next level."

Then Kristen got a taste of what corporate consulting was all about, and everything changed. While interning with a hedge fund her first year in the program, she worked closely with its emerging markets team and discovered how much she loved this new focus area.

"It was so completely different, but so exciting."

Kristen used the momentum of the internship and her immersion experience in Mexico to secure a consulting job in New York the fall before graduation.

"It was fantastic. A huge relief to be able to have a great position locked down and be excited about where I was heading after graduation." ■



ALUMNI RESIDING
IN OVER

80

COUNTRIES



All MBA students
are assigned an
alumni mentor.

UNPRECEDENTED IMMERSION

Build Unique Global Connections

MBA students at other schools may study international business, but our candidates truly live it. That's one reason the University of South Carolina International MBA has been ranked among the top three programs in the nation by *U.S. News & World Report* for more than 25 years.

No other International MBA program comes close to providing our level of international immersion opportunities. You'll be plunged into the language, market and culture on one of five continents for a rich, meaningful learning experience that no classroom can deliver.

Candidates elect to pursue an International MBA in one of two tracks: Language or Global. Global Track students opt for an enhanced global curriculum with in-country immersion in a location where English is widely spoken. Language Track students choose from three options for in-country language-intensive studies, including French, German or Spanish.

Upon successful completion of core studies, you'll dive into a 10- to 15-week internship with a multinational entity. After another session of coursework, you will depart for a two-month in-country immersion. Our students have recently completed corporate internships at companies such as **Adidas, Bayer, Dell, Daimler AG, Michelin, United Airlines, UPS** and more.

Kristen Dozier
Senior Management Consultant
KPMG US
New York, New York

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PHOTO: JAMEL TOPPIN

MBA ENHANCEMENTS

Enhance the value of your education with experiential learning that's rooted in real world business partnerships. Work on corporate projects with most of our ten Research and Partnership Centers, add a key industry certification to your degree, or take the reins of a student business organization.



Research and Partnership Centers

The Darla Moore School of Business is one of five educational institutions in the country — the only in the Southeast — selected as a Center for International Business and Education Research (CIBER) by the US Department of Education. We're home to nine thriving research centers designed to support the competitiveness of US businesses:

- ▶ Center for Applied Business Analytics
- ▶ Center for Executive Succession
- ▶ Center for Global Supply Chain and Process Management
- ▶ Center for Marketing Solutions
- ▶ Center for Sales Success
- ▶ Faber Entrepreneurship Center
- ▶ Folks Center for International Business
- ▶ Riegel & Emory Human Resources Center
- ▶ Risk and Uncertainty Management Center



Develop functional specialization in a business discipline and further enhance your marketability with a graduate certificate or industry certification.

GRADUATE CERTIFICATES

Business Analytics Graduate Certificate

Cultivate powerful analytics capabilities that help you tap into raw data and distill it into knowledge-based projections and decision-making.

Enterprise Resource Planning Graduate Certificate

Learn to understand, design and use enterprise resource planning systems to integrate information throughout an organization.

INDUSTRY CERTIFICATIONS

SAP® Certified Associate

Train on the same integrated SAP systems that are in place at many large organizations and earn a certification to help you hit the ground running.

Sonoco Lean Six Sigma Green Belt

In partnership with Sonoco Products Company, this 18-module e-learning course prepares you for the Green Belt readiness exam followed by an operations or process consulting project to earn the coveted certification.

APICS Certificate in Production and Inventory Management

Prepare for the first 4 of 5 module exams of the APICS-CPIM certification by completing two courses; one MBA core class and one GSCOM elective course (MGSC 875 Supply Chain Coordination and Control).

Student Business Organizations

- ▶ MBA Student Association
- ▶ Graduate Women in Business
- ▶ Consulting Club
- ▶ USC Graduate Net Impact
- ▶ Entrepreneurship Club
- ▶ Case Competition Team
- ▶ and more



HOMETOWN COMFORTS

Enjoy Life in Columbia, South Carolina

Cost of Living
in Columbia

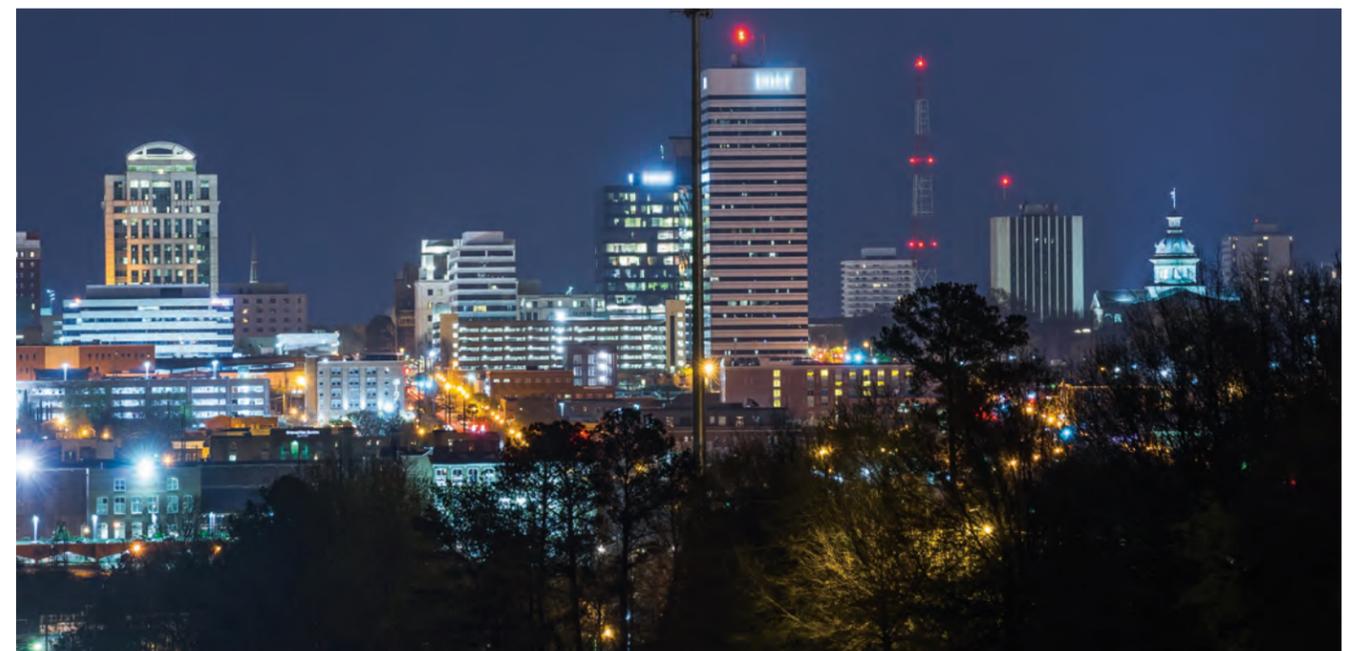
7.2/10

Housing costs fall far below
the national average.

Source: *U.S. News & World Report*

The **Darla Moore School of Business** is in the heart of South Carolina's thriving capital city. Here, MBA candidates enjoy highly affordable living options that are close to the city's Main Street, Five Points and Congaree Vista arts, shopping and dining districts as well as USC's historic downtown campus. The Darla Moore School of Business is part of the university's Innovista research district, a walkable community blending academia, business, innovation, arts, entertainment and culture.

Columbia was recently ranked among the Top 50 "Best Places to Live" by *U.S. News & World Report*. We are just a short drive from four airports, historic downtown Charleston, upstate Greenville, and the major metropolitan areas of Charlotte, North Carolina and Atlanta, Georgia. ■



DARLA MOORE SCHOOL OF BUSINESS



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