The Unstoppables

PROFILES OF THE UNIVERSITY OF SOUTH CAROLINA MBA

Kristen Dozier
UNSTOPPABLE SINCE 2016
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.

Dean Peter Brews
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.

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**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.

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**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 stops on your career track or change its trajectory all together, we can help ensure the impasse you face is a temporary one.

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

$90,000

Source: Darla Moore School of Business Classes of 2015–2017
The Unstoppables

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.

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

UNSTOPPABLE SINCE 2013

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.
**INTERNATIONAL MBA CURRICULUM**

**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 International MBA Tuition**

| SC Resident | $43,142 |
| Non-resident | $71,580 |

See moore.sc.edu for additional financial details.

**FINANCIAL ASSISTANCE**

- Scholarships
- Fellowships
- Graduate assistantships
- In-state tuition reductions
- Full-tuition awards

**Specialization Opportunities in Both Programs**

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

**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.

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

“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.”

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.”
**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.”

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**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.
**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.

**Cost of Living in Columbia**

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Housing costs fall far below the national average.

Source: U.S. News & World Report

**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

**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).

- 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.

**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

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.