



**ROBERT H. LEE**  
GRADUATE SCHOOL

# UBC MBA

## Full-time

16-MONTH FULL-TIME PROGRAM

[sauder.ubc.ca/ftmba](https://sauder.ubc.ca/ftmba)

**UBC SAUDER**  
SCHOOL OF BUSINESS

# Discover the UBC MBA

## The UBC MBA Experience

The Full-time MBA at UBC Sauder School of Business' Robert H. Lee Graduate School is designed for people like you. Our 16-month program, with its experiential curriculum, built-in professional development and international perspective, promises a transformative journey for the candidate who's ready to take their career to the next level.

## Imagine the Possibilities

Within the classroom, you'll learn from some of the top thinkers and movers in the business world. Our professors are among the highest calibre in the world and their work has made our school one of the top in the world for business research. Your classmates will consist of candidates from diverse countries and various professional backgrounds, meaning you could share a class with everyone from corporate marketing managers to health care specialists to computer engineers.

Outside the classroom, we'll work with you to enhance your professional brand and network. You'll also travel, as part of your Global Immersion Experience, diving into an unfamiliar business culture, and collaborating with people from all walks of life. In addition, you'll have the opportunity to take up an internship (or entrepreneurial/industry project), and create lasting relationships from the rich experiences you'll share with your classmates.

# #1

University in Canada  
for Business & Economics\*

# #26

Business School  
in Better World  
MBA Ranking\*\*

# #34

University in  
the World\*

\* Times Higher Education World University Rankings 2020  
\*\* Corporate Knights Better World MBA Ranking 2020

"The UBC MBA helped me find my passion; working with companies to grow their business, project by project."

**Matthew Colphon**

Senior Manager, Strategy & Transformation at RBC  
Toronto, Canada  
UBC MBA, Class of 2015



# Experiential Learning

Our MBA students graduate with invaluable practical experience which they gain locally and around the world. Through internships, Global Immersion, and case studies, our Full-time MBA students learn by doing. The moment they start the program, they get the hands-on exposure they need to succeed in any organization.



MBA students visiting their client, Aesop, during their Global Immersion Experience in Hong Kong.

During his UBC MBA internship, Michael Emerson helped SAP develop a capacity-planning tool and contributed to a propensity analysis for the SAP Solutions forecast process. After graduating in 2013, Michael is now the Vice President of Planning Product Strategy at SAP's global headquarters in Germany.



"I had the opportunity to expand my network and learn about opportunities and roles that I did not necessarily know existed."

#### Michael Emerson

Vice President, Planning Product Strategy at SAP  
Heidelberg, Germany  
UBC MBA, Class of 2013

**Internship.** Pitch your skills to land a summer internship, then apply and test your MBA learning and career direction on real business problems. UBC MBA interns have helped create millions of dollars of cost savings, developed new market opportunities, and solved complex strategic problems.

#### Typical internship roles include:

- Business Analysis & Sales Forecasting
- Operations Management & Supply Chain Analysis
- Project Management & Analysis
- Market Research & Competitive Intelligence
- Financial Analysis and Risk Management

**Entrepreneurial or Industry Project.** Have a new service or product idea, or want to explore a new industry to plot your career change? Use the summer to develop a minimum viable product, conduct market testing or do in-depth research into your target sector. Utilize UBC-wide resources for mentoring and support, as well as connect with a diverse network of like-minded people from other faculties.

#### Monthly Salary Range

**\$3,000 - \$6,000**

UBC MBA candidates have interned at companies, including:

**Deloitte.**



**lululemon**

**BC Hydro**

**amazon**

**Microsoft**

**ARITZIA**

**PORT of vancouver**

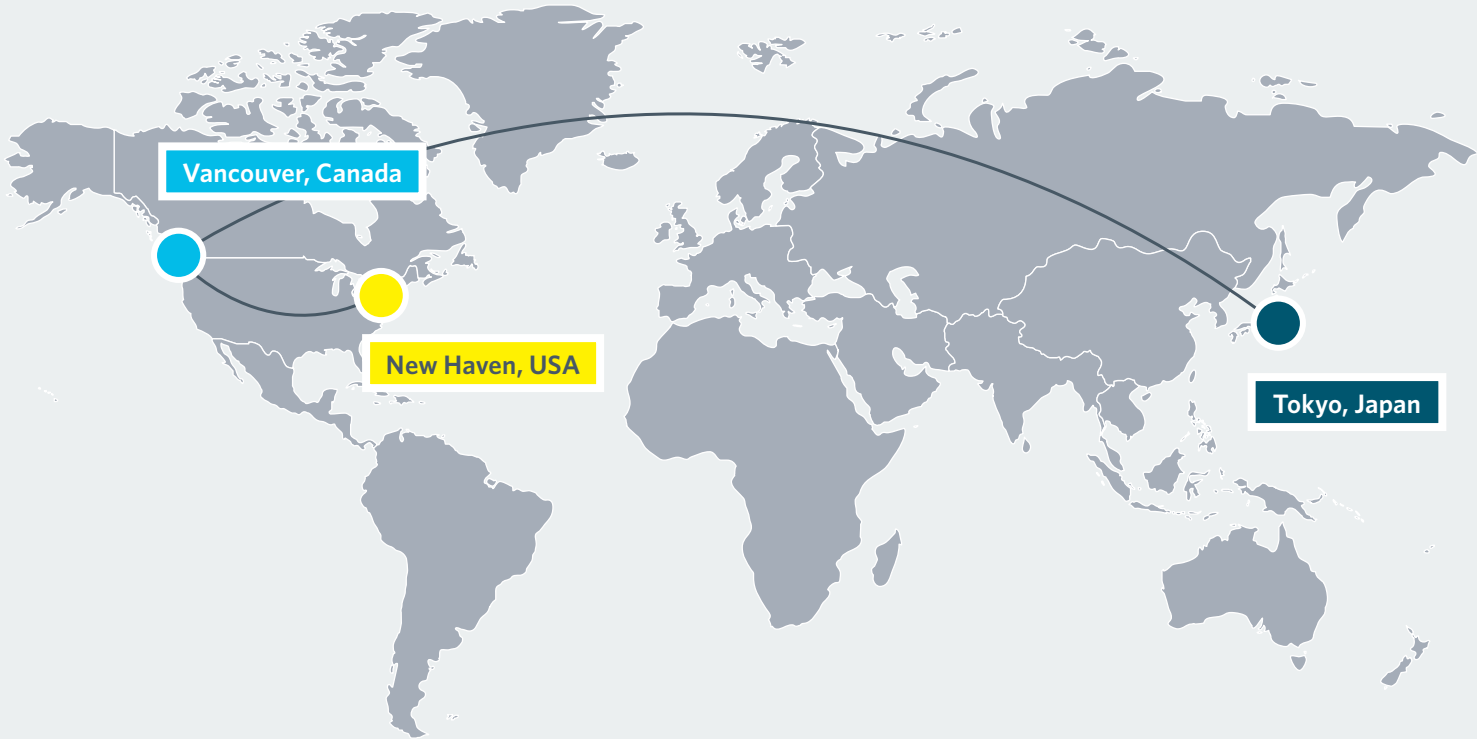
# Your Global Journey Starts Here

Considered one of North America’s most diverse schools, we take pride in our global perspective on business. That’s why we offer numerous opportunities for our candidates to gain international experience.



"Spending a year pursuing the Yale MAM degree after the first year at UBC MBA program has helped me gain new perspectives, broaden my personal and professional network, and round off my skillset to become a leader for business and society."

**Moon Zheng**  
Consultant at Boston Consulting Group  
Calgary, Canada  
UBC MBA, Class of 2019  
Yale Master of Advanced Management, Class of 2019



After advising at a tech startup in Japan as part of GIE, Moon was inspired to learn more about global issues in the business world and pursued her Master of Advanced Management at Yale University.

## Global Perspective

Moon’s UBC MBA experience started in the classroom at our Vancouver campus, but extended far beyond, allowing her to develop a truly global mindset. During your time at UBC Sauder, you’ll have unparalleled access to immersive study abroad options through our global partnerships. The UBC MBA offers three global learning opportunities: International Business School Exchange, Global Network for Advanced Management and Global Immersion.

## International Business School Exchanges

While pursuing a UBC MBA, you’ll have the opportunity to study at one of our 34 global partner schools around the world, with no extra tuition cost. Take on new perspectives and absorb different cultural approaches to business. Our exchange partners include Copenhagen Business School, SDA Bocconi School of Management, IE Business School, Tsinghua University, Indian Institute of Management Ahmedabad (IIMA) and many more.

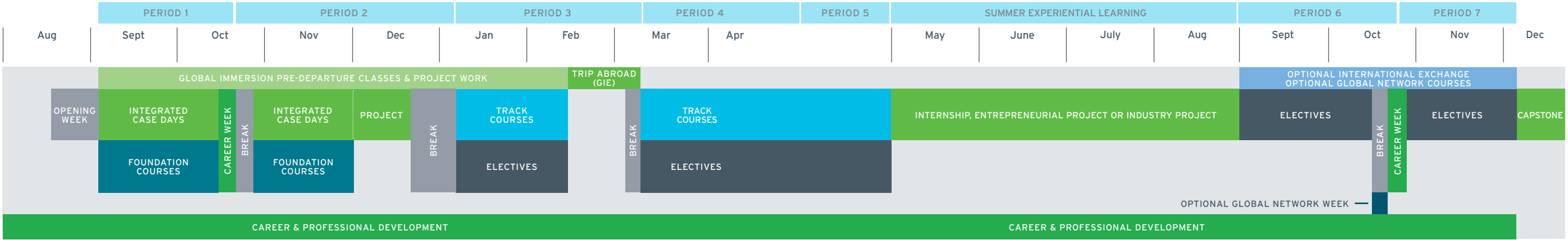
## Global Network for Advanced Management

UBC Sauder is the only Canadian school in the Global Network for Advanced Management, a prestigious collaboration of 30 graduate schools around the world. Students who participate in the Global Network Weeks will have the opportunity to travel to partner business schools, tour local businesses and meet with local experts. In addition, students in the network will have access to various online courses offered by member schools.

## Global Immersion Experience (GIE)

A mandatory component of the UBC MBA, the GIE allows you to go abroad and consult for a pre-selected company overseas on a real-world business challenge. The 5-month experience begins at UBC Sauder with an introduction to the business practices and customs of your host country. In addition, you’ll begin to establish a relationship with your client prior to your departure. Then, during the two weeks abroad, you’ll consult with the company’s local management team and help them solve some of their unique business problems. The GIE locations in 2019 were Santiago, Tel Aviv, Berlin, and Hong Kong.

# Full-time UBC MBA Program Journey



Program schedule may be subject to change

**Business Strategy Integration:**  
Skill development courses in managerial decision-making across disciplines, perspectives and cultures, including integrated case days, client presentations, and business case coursework.

**Foundation Courses:**  
Mandatory courses for learning and applying key business discipline foundations—from Investment Theory to Marketing.

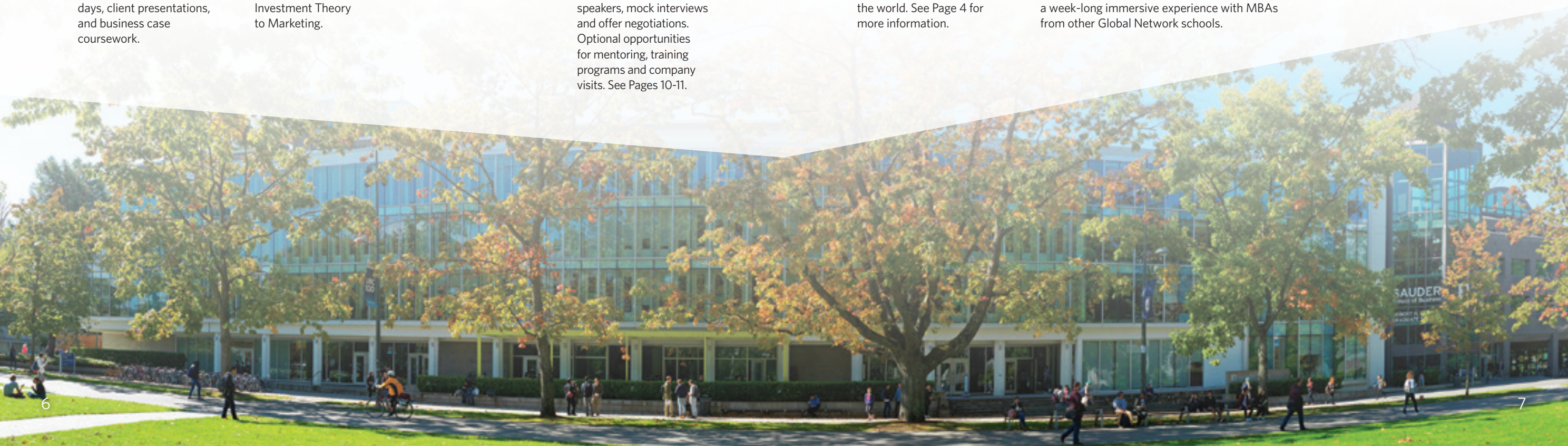
**Track Courses:**  
Specialized courses for developing the advanced skills and knowledge required for students’ chosen career tracks.

**Career & Professional Development:**  
Mandatory personal and professional development programming, including immersive Career Weeks, networking events, industry speakers, mock interviews and offer negotiations. Optional opportunities for mentoring, training programs and company visits. See Pages 10-11.

**Optional International Exchange:**  
Opportunities to expand international perspective and experience at one of 34 distinguished partner business schools around the world. See Page 4 for more information.

**Optional Global Network Week & Online Courses:**  
Online courses offered by institutions in the Global Network for Advanced Management that can be taken and counted as credit towards the UBC MBA. Students may apply to travel to a member school during Global Network Week, a week-long immersive experience with MBAs from other Global Network schools.

**Electives:**  
Courses chosen from a number of optional subjects that allow students to broaden their knowledge.



# Full-time MBA Tracks



"With the leadership, change management, and business strategy knowledge I gained from the UBC MBA, I'm able to effectively lead our company's supply chain analytics team and streamline inventory management."

## Mark Chen

Manager of Analytics, Automation and Data at Mountain Equipment Co-op  
Vancouver, Canada  
UBC MBA, Class of 2017



"The group cases in the UBC MBA taught us so much about working with multiple cultures."

## Carmen Ballard

Director, Customer Success at Agreement Express  
Toronto, Canada  
UBC MBA, Class of 2017

## Technology & Analytics Leadership

The brand new Technology & Analytics Leadership career track is designed to give MBA graduates the skills to drive change and lead in the evolving digital age. You will learn to lead in technology industries, consult with dynamic technology companies and deepen your skill in data analysis and visualization.

**Sample Courses:** Data Visualization, AI Commercialization, Business Development for Scaling Up, Fintech, Customer Analytics, Automation, Economics of Strategy & Innovation, Predictive Analytics & Machine Learning

## Innovation & Entrepreneurship

Turn a bright idea into a viable venture by starting your own business, or become an 'intrapreneur' who innovates and manages creative product development within organizations. Many of our graduates create their own successful companies, like HeadCheck Health and Acuva Technologies.

**Sample Courses:** Social Entrepreneurship, Technology Entrepreneurship, Growing & Exiting a Venture, Creative Destruction Lab, Innovation & Sustainability, Impact Investing, Indigenous Peoples and Economic Development

## Finance

Become an expert on topics including: mergers and acquisitions, capital budgeting, strategic financial management, corporate restructuring, credit analysis, private equity, and venture capital.

**Sample Courses:** Introductory Finance, Investment Theory and Asset Pricing, Economics, Empirical Finance, Financial Reporting, Mergers & Acquisitions, Risk Management, Financial Engineering, Venture Capital

## Custom

Looking for a broader range of courses? Tailor a custom career track to your interests. The flexibility of this custom option allows you to explore multiple sectors, which is especially valuable if you're considering a career in consulting.

## Product & Service Management

Discover how to transform market insights into market opportunities, and develop the skillset required to develop, introduce and sustain products and services in the private and public sectors.

**Sample Courses:** Brand Management, Process Fundamentals, Market Research, Supply Chain Management, Digital Marketing, New Product Development, Supply Chain Analytics

## Employers of UBC MBA Graduates



# Your MBA Career Journey



To help you transform your career, you'll have dedicated support from experts at the Hari B. Varshney Business Career Centre. Our team knows exactly what today's employers are looking for, and have designed a wide range of programs, services and resources to help you map out your career. Starting with self-awareness about your career aspirations, we'll help you navigate the business landscape and develop the skills you need to achieve your goals.

## Career Outcomes

MBA Class of 2019 & 2020

**79%** were employed 90 days after grad

MBA Class of 2020

90 days after graduation salary average:

**\$89,681**

Salary Range:  
**\$41,500 - \$204,000**

### Career Changers

Start of the program  
➡ End of the program

Military Naval Officer  
➡ **Investment Analyst**  
at Maxam Capital Management

Civil Engineer  
➡ **Manager, Infrastructure Advisory**  
at Deloitte

Regulatory and Public Affairs  
➡ **Business Development Director**  
at TTT Studios

Systems Engineer  
➡ **Chief Operating Officer**  
at Stealth Mode

### Career Enhancers

Start of the program  
➡ End of the program

Technical Consultant  
➡ **Senior Manager**  
at RBI Leadership Program

Consultant  
➡ **Consultant, Operational Excellence**  
at PwC Canada

Accountant  
➡ **Financial Analyst**  
at Rubicon Organics

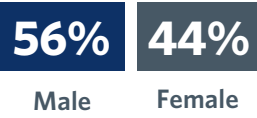
Relationship Manager  
➡ **Commercial Account Manager**  
at RBC

# Your Fellow Candidates

What starts as your cohort will turn into one of the most valuable professional networks you could build. During your 16 months in the Full-time MBA, you'll be surrounded by a truly international cohort, who'll bring to the table a wealth of experience, unique viewpoints, and diverse opinions. Experiencing this collaborative environment will help you hit the ground running in your working life.

## Full-time UBC MBA Class of 2022 Profile\*

Class size: 110



Age range:

24 - 43

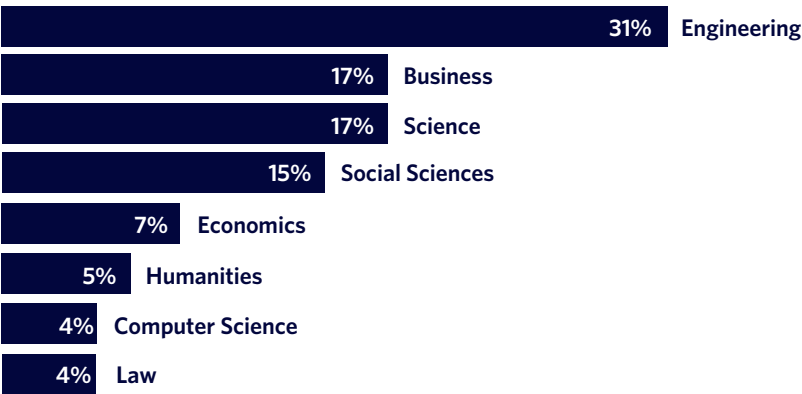
Average years of work experience: 6

% international:

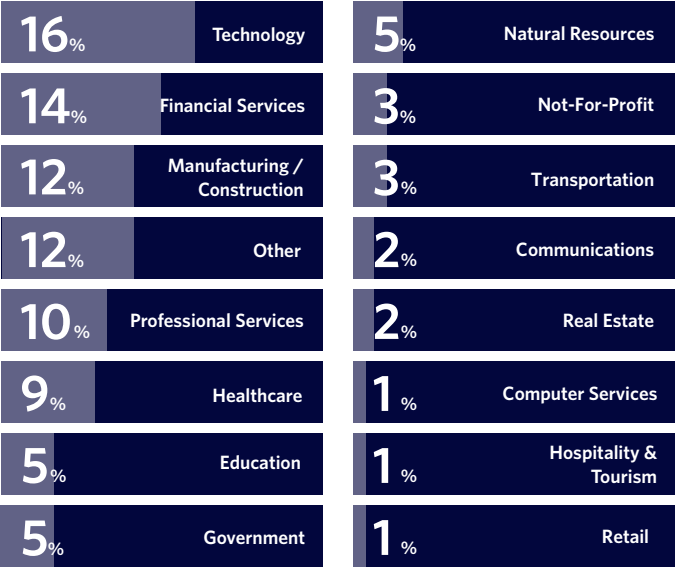
41%

\*Data per the August 2020 entering class

### Undergraduate Degree Majors:



### Work Experience by Industry:



# Our Admissions Process

The UBC MBA selection process is rigorous. We deliberately keep our cohort small – with an intake of 100 to 120 candidates every year – to help foster a more collegial and personal environment. Candidates are carefully selected against competitive requirements to ensure that, once in the program, you learn from peers who have demonstrated vision, leadership and experience.

1

### Review our Admission Requirements & Apply Online

- a. To be considered for the UBC MBA Degree, it is recommended that you review our admission requirements and ensure you understand the components of the application at [sauder.ubc.ca/ftmba](https://sauder.ubc.ca/ftmba)
- b. Create an account on our website and get started on your application.

2

### Submit Documentation

Applications will be reviewed once we have received copies of all required documents and references, and verified your test scores. Please note that if you submit unofficial documents at the time of application, official documents must be received by the Admissions office no later than the final document deadline.

- ✓ Transcripts/degree certificates/translation
- ✓ Letters of reference (electronic reference)
- ✓ GMAT/GRE
- ✓ English Proficiency Exam (required for candidates whose degrees are from a university outside Canada or the U.S.A. in which English was not the official language of instruction)

3

### Await Results

- a. All candidates being considered for admission will be contacted by the Robert H. Lee Graduate School for an interview either in person or by video call.
- b. If successful, you will receive a letter of admission from UBC Sauder's Robert H. Lee Graduate School.
- c. Accept your offer! Get ready to join the class, starting in the last week of August. All students are recommended to be in Vancouver earlier to settle in and adjust.

# The UBC MBA at a Glance

## Program and Application

### Location

UBC Point Grey Campus  
Vancouver, British Columbia, Canada

### Fees

Canadian Citizens and Permanent Residents:  
\$51,417 CAD\*

International Students:  
\$90,057 CAD\*

\*Subject to UBC Board of Governors' approval. The university may adjust fees at any time with limited notice.

## Scholarships

Merit scholarships are available for Canadian Citizens, Permanent Residents and from these regions of the world: South & Latin America, Asia, & Europe.

To qualify for the merit scholarships, you will need to meet the requirements and apply by the application deadlines. A guaranteed admissions decision will be made in 8 weeks. Terms and conditions apply.

For more information on scholarships and application requirements, visit [sauder.ubc.ca/ftmba/apply](http://sauder.ubc.ca/ftmba/apply)

## Contact Us

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THE UNIVERSITY OF BRITISH COLUMBIA

