

POWERFUL CHOICE. HOUSTON'S MBA.



UNIVERSITY of
HOUSTON

C. T. BAUER COLLEGE of BUSINESS

BAUER ■ MBA

www.mba.uh.edu



Welcome and thank you for considering Bauer's MBA programs. The C. T. Bauer College of Business at the University of Houston is located in the heart of Houston, a city that is known for its diverse and dynamic workforce, its ability to attract talented business professionals, and is home to the second highest number of Fortune 500 headquarters in the U.S.

The Bauer MBA is Houston's MBA—a powerful choice. Our goal is to provide you a learning experience that combines the rigor of academic knowledge with the practical skills you need to lead in a global business environment.

"The Bauer experience combines thought leadership with experiential learning so our graduates have the skills they need to succeed. In addition, our students come with a strong work ethic that prepares them to be leaders at every level in their organizations. We call this combination 'intelligence without the attitude'—this is the Bauer brand!"

- Dr. Latha Ramchand, Interim Dean of the C. T. Bauer College of Business and Professor of Finance



From left: Greg Sphar, Melissa Emekli, famed investor Warren Buffett, Aimee Langlinais, and Gayan Gunawardana

TABLE OF CONTENTS

WHY BAUER? WHY HOUSTON?.....	PG. 1
WHICH PROGRAM IS RIGHT FOR ME?.....	PG. 2
FACULTY	PG. 3
ALUMNI	PG. 4
CAREER SERVICES	PG. 5
FULL-TIME MBA	PG. 6
EVENING MBA	PG. 7
LEADERSHIP EXECUTIVE MBA.....	PG. 8
GLOBAL ENERGY EMBA.....	PG. 9
STUDY ABROAD	PG. 10
FAQ.....	PG. 12

"I received my BBA in Finance and Marketing from St. Edward's University in 2009. I also was a student-athlete, playing four years of soccer for the St. Edward's Hilltoppers, a Women's NCAA Division II team, and volunteering with the Muscular Dystrophy Association at annual summer camps. I had the opportunity to travel abroad to Brazil, England and Costa Rica. I knew I would pursue the MBA eventually but I didn't know I would get it right after graduating. The main reason I chose Bauer was for the world class faculty and the energy courses offered. Once I arrived here, it was the people—the faculty, administration and my fellow colleagues—that turned me into the walking billboard for Bauer I am today. Everyone I have had the pleasure of knowing here goes above and beyond to achieve excellence, and once they hit that spotlight of being a 'star student', it's their humility that I respect the most. The students of Bauer and Mr. Buffett share a lot of characteristics—being full of life, hard workers and humble people."

-Aimee Langlinais
President 2010-2011, National Association of Women MBAs-UH Chapter
MBA Graduate 2011, Bauer College

WHY BAUER? WHY HOUSTON?

C. T. Bauer College of Business

- Founded in 1927, the University of Houston is a Tier One research university, as designated by the Carnegie Foundation. UH is Houston's leading public research institution and a premier metropolitan university conveniently located in the heart of the city.
- UH Bauer offers Houston's only comprehensive, fully accredited business program with flexible schedules and a range of electives and certificates.
- UH Bauer has a large alumni base, faculty with real-world expertise and classroom discussions led by distinguished leaders.
- Led by Bauer's Rockwell Career Center, more than 3,000 companies recruit Bauer students each year, and a large number of Bauer students are hired by Big Four accounting firms.
- The Executive MBA program ranks 18th in the U.S. among public EMBA programs. (*Financial Times*, Top 100 Executive MBA Programs, 2010)
- The part-time MBA program ranks in the top 30 in the nation among U.S. public schools of business. (*U.S. News & World Report*, Graduate School Rankings, 2012)
- The part-time MBA program ranks 20th among U.S. public schools of business. (*BusinessWeek*, Part-Time MBA Rankings, 2009)
- One of the nation's top business schools, according to *The Princeton Review's* 2011 edition of *The Best 300 Business Schools*.
- Since 2007, the Wolff Center for Entrepreneurship has ranked in the top two programs of its kind in the nation, according to *The Princeton Review* and *Entrepreneur* magazine.
- The Cougar Fund at Bauer is the home of the best student stock analysis team in the U.S. and third in the world, as determined by the Chartered Financial Analyst (CFA) Institute in May 2008.
- Bauer's MBA program is one of the top 15 schools in *The Princeton Review* and *Entrepreneur* magazine's "Student Opinion Honors for Business Schools" in the General Management category, April 2009.
- Bauer is home to the Global Energy Management Institute, the first business program in the area to focus on the energy industry. The program earned praise from *BusinessWeek* as a top niche offering.

Houston

- Houston is home to more Fortune 500 headquarters than any other city except New York.
- Top on numerous national business lists, including:
 - Best Cities for Young Professionals (#1, *Forbes*, June 2010)
 - Lowest Cost of Living Among Major Metro Areas (#1, *ACCRA Cost of Living Index*, Second Quarter 2009)
 - Mega Market of the Year (#1, *Southern Business Development*, August 2009)
 - Best Cities to Get Ahead (#1, *Forbes*, June 2009)
 - Most Business Friendly (#1, *FDI Magazine*, April 2009)
 - Best Cities for Jobs (#2, *Forbes*, April 2009)



WHICH PROGRAM IS RIGHT FOR ME?

Full-Time Day MBA

- Offers a rigorous format and tremendous networking opportunities
- Program structure: 12 hours per semester; Summer internships encouraged
- Program length: 22 months
- Average age: 27; Average years worked: 3.5
- Fall enrollment only

Evening MBA

- Designed for working professionals who want to earn their degrees while maintaining full-time employment
- Program structure: 6 hours per semester
- Program length: 33 months
- Average age: 28; Average years worked: 4.3
- Fall and spring enrollment

Executive MBA (EMBA)

- Each class completes the program as a group.
- The total price includes tuition, books, a laptop, meals, parking, International Business Residency and other amenities.
- Average age: 36; Average years worked: 12
- Fall enrollment only

Leadership Program I

Students take one course at a time for 22 months

Leadership Program II

Students take two courses at a time for 18 months

Global Energy Management Program

Students take one course at a time for 22 months

Other Graduate Business Programs

While the MBA provides students with a broad business background, Bauer also offers several more specific degree programs.

If you are interested in sitting for the CPA exam and becoming an accounting professional, a Master of Science in Accountancy may be right for you. For information, visit www.bauer.uh.edu/graduate/ms-accy.

If you are interested in a career in banking, securities or venture capital, a Master of Science in Finance may be right for you. For information, visit www.bauer.uh.edu/graduate/ms-finance.

If you are interested in teaching or extensively researching a particular field of business, a Ph.D. may be right for you. For information, visit www.bauer.uh.edu/doctoral.

Joint Degree Programs

The University of Houston offers several graduate programs that can be combined with an MBA, including:

- Doctor of Jurisprudence (MBA/JD)
- Master of Science in Hospitality Management (MBA/MS)
- Master of Industrial Engineering (MBA/MIE)
- Master of Social Work (MBA/MSW)
- Master of Global Management (MBA/MGM)

For information, visit

www.mba.uh.edu/mba/future-students/joint-degrees.asp.

All aspects of the program, including times, courses offered and instructors are subject to change without prior notice.



FACULTY

Some of our outstanding MBA faculty include:



Dr. Praveen Kumar, Ph.D., Stanford University

Professor, Department Chair of Finance and Executive Director of the UH-Global Energy Management Institute (GEMI)

- Expert in corporate finance, investments and contract theory
- Widely published in leading finance and economics scholarly journals
- Recognized, reputable thought leader for local, national and international media, including BusinessWeek, The Wall Street Journal and Financial Times



Dr. Kaye Newberry, Ph.D., Arizona State University

Professor, Department Chair of Accountancy & Taxation

- A researcher who examines the effects of taxation on business decisions, including corporate acquisitions and financial disclosures
- Served as academic advisor to the U.S. Treasury Department on international tax issues, corporate book-tax reporting and Sarbanes-Oxley
- Recipient of competitive research grants from Big Four firms to conduct studies that advance the field of taxation



Dr. Leanne Atwater, Ph.D., Claremont Graduate School

Professor, Department Chair of Management and Senior Editor of The Leadership Quarterly

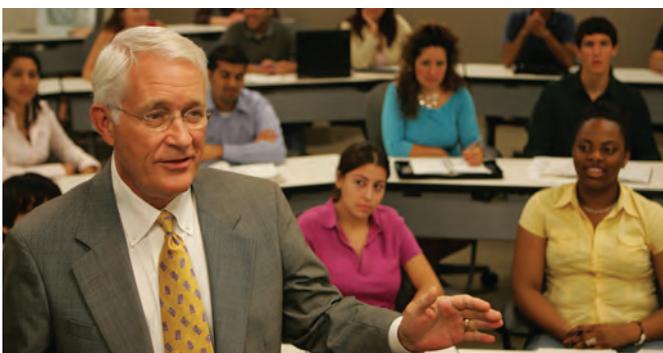
- An active researcher in leadership and feedback processes
- Senior editor of The Leadership Quarterly, an international journal focused on advancing theory, research and applications concerning leadership
- Dedicated to cultivating the importance of leadership and ethics in business education



Dr. Edward Blair, Ph.D., University of Illinois

Professor and Department Chair of Marketing & Entrepreneurship

- Researcher and author of several published research papers and books exploring survey research methods and price information processing by consumers
- Previously served on the U.S. Census Bureau Advisory Committee and as National Conference Chair for the American Marketing Association
- Serves as chair of the American Statistical Association Committee on Energy Statistics, which advises the U.S. Energy Information Administration on statistical matters



Dr. Everette S. Gardner, Jr., Ph.D., University of North Carolina at Chapel Hill

Professor, Department Chair of Decision & Information Sciences and Fellow of the Honors College

- An influential researcher and consultant in business forecasting and supply chain management
- A Vietnam veteran who served 20 years in the U.S. Navy and retired with the rank of Commander, Supply Corps
- Fellow of the International Institute of Forecasters, an honor based on service and research contributions

ALUMNI

More than 40,000 strong, the Bauer College of Business alumni network is a tremendous resource for graduates. Bauer alumni, including MBA graduates, have access to career services and educational opportunities, as well as a full range of social and networking events. The Distinguished Leader Series at Bauer College provides students and alumni with exposure to business and community leaders. Monthly networking breakfasts, happy hours and sporting events are examples of some of the activities that are available to Bauer alumni and current students.

The quality of a Bauer education is measured by the success of our graduates. Bauer alumni lead some of today's most prominent corporations.



G. Edmond Clark, MBA '79
President and CEO
FedEx Trade Networks, Inc.



C. Gregory Harper, MBA '97
Senior Vice President
CenterPoint Energy Pipelines



Karen W. Katz, MBA '82
President and CEO
Neiman Marcus Stores



David M. McClanahan, MBA '76
President and CEO
CenterPoint Energy, Inc.



Marvin Odum, MBA '95
President
Shell Oil



Duy-Loan T. Le, MBA '89
Senior Fellow
Texas Instruments



Mark G. Papa, MBA '79
Chairman and CEO
EOG Resources



Bruce A. Williamson, MBA '95
President and CEO
Cleco Corporation



Ronald C. Green, MBA '08
City Controller
Houston, Texas



Carol Alvarado, MBA '08
Texas State Representative
District 145



Edgardo E. Colon, BBA '80,
MBA '84
Attorney at Law
Colon Law Firm



Darilyn Jones, BBA '74, MBA '92
Senior Vice President,
Risk Control
Sequent Energy Management



Bob Wilson, MBA '08
President and CEO
GDF Suez Energy NA

CAREER SERVICES

Located on the second floor of Cemo Hall, adjacent to Melcher Hall, the Rockwell Career Center is dedicated to providing Bauer students with a gateway to resources and professional development to assist them in attaining successful and fulfilling careers.

The Rockwell Career Center offers a wide variety of career development, job search and networking services, such as:

- Business career fairs/mixers
- Individual career counseling
- Career development guides
- Résumé/Job interview workshops
- Active résumé referral and job opportunities on a local and national level
- Specialized programs for MBA students interested in transitioning careers within their current companies or industries
- Exclusive networking programs with corporate partners
- Opportunities to meet with numerous employers at recruiting events held on campus each semester and to participate in several regional, national and global career fairs and conferences throughout the year
- Specialized career assessments to assist MBA students in focusing on their career goals



In addition, coaching is offered in résumé writing, interviewing and job search strategy from experienced professionals.

With more than 80 years of combined recruiting and career services experience, our staff is dedicated to helping students maximize the return on their investment in the Bauer MBA. For more information, visit

www.bauer.uh.edu/career/graduate.

ORGANIZATIONS THAT HIRE BAUER GRADUATES

Below are just a few of the many companies who recruit Bauer graduates through the Rockwell Career Center.

Amazon.com	Google	New York Life Insurance Co.
Apache Corporation	Halliburton	Oceaneering
AstraZeneca Pharmaceuticals	Hewlett-Packard	Procter & Gamble
AT&T	Intel Corporation	Prudential Financial
Baker Hughes Incorporated	Internal Revenue Service	SAP
Bank of America	Invesco Aim	Spectra Energy
BMC Software	Johnson & Johnson	SYSCO Corporation
Cameron	JPMorgan Chase	Target Corporation
CenterPoint Energy	KPMG LLP	The Gallup Organization
Central Intelligence Agency	Liberty Mutual	Total Petrochemicals USA, Inc.
Citigroup Inc.	LyondellBasell	Transocean Offshore Deepwater Drilling
Deloitte	Marathon Oil	Tyco International
Edward Jones	Memorial Hermann	UBS Financial Services
Ernst & Young	Methodist Hospital	Visa, Inc.
GDF SUEZ Energy North America	Morgan Stanley	Waste Management, Inc.
General Mills	NASA Johnson Space Center	Weingarten Realty

MBA FULL-TIME DAY PROGRAM

- This program offers a select group of students the chance to complete their MBA in a rigorous format that provides tremendous networking and career development opportunities while enabling them to finish in 22 months.
- The program features 30 hours of core courses that give students an essential overview of business knowledge and an additional 18 hours of electives that can be targeted in a variety of career-related tracks.
- Students have an opportunity to look for employment or an internship during the summer after their first year.
- Students are enrolled in 12 hours per semester the first year in lock-step with their cohort.

First Year Class Schedule:

Monday – Thursday 1 – 4 p.m.

Each course meets twice a week for 1.5 hours

Second Year Class Schedule:

Core Courses: 4 – 5:30 p.m. twice a week

Elective Courses: 6 – 9 p.m. once a week

CURRICULUM/DEGREE PLAN

Fall 1	Financial Accounting Managerial Analysis Production and Operations Management Information Systems
Spring 1	Managerial Finance Statistical Methods for Business Organizational Behavior and Management Marketing Administration
Summer 1	Internship (recommended)
Fall 2	Business Communication and Ethical Reasoning Elective 1 Elective 2 Elective 3
Spring 2	Strategic Management (Capstone) Elective 4 Elective 5 Elective 6



"I chose to pursue an MBA to leverage my value as an employee, increase my business acumen and demonstrate my leadership potential. Bauer's MBA curriculum has been successful at helping me accomplish these goals."

Gerrit Von Wenckstern, MBA Alumnus
Business Unit Marketing,
Memorial Hermann Southwest

MBA EVENING PROGRAM

- The evening program takes an average of two and a half years to complete.
- The program features 30 hours of core courses that give students an essential overview of business knowledge and an additional 18 hours of electives that can be targeted in a variety of career-related tracks.
- Enrollment in the evening program is available on either a part-time or full-time basis (nine hours per semester is considered full-time for graduate students). While it is possible to attend classes full-time in the evening while working, it is not encouraged.
- Students beginning in the fall will progress through the lock-step core courses in cohorts, groups of students who take their courses on the same nights throughout the first five semesters.
- Students who start the MBA program in the spring will have a slightly different course sequence; they are not placed in cohorts and therefore may have more flexibility in their schedules.

Fall and Spring Semesters:

Each course meets once a week from 6 - 9 p.m.

Summer Semester:

Each course meets twice a week from 6 - 10 p.m. for about six weeks

CURRICULUM/DEGREE PLAN

Fall 1	Financial Accounting Managerial Analysis
Spring 1	Managerial Finance Statistical Methods for Business
Summer 1	Business Communication and Ethical Reasoning Information Systems
Fall 2	Organizational Behavior and Management Marketing Administration
Spring 2	Production and Operations Management Strategic Management (Capstone)
Summer 2	Elective 1 Elective 2
Fall 3	Elective 3 Elective 4
Spring 3	Elective 5 Elective 6



"I view an MBA as a major investment in myself and in my career. UH Bauer's rigorous MBA program has allowed me to compete effectively and propel my career to new heights. I especially like the superior faculty, flexible program, diverse student body and strong alumni network. I have vastly increased my practical knowledge of business management through frequent interactions with my professors and classmates from various personal and professional backgrounds."

Ifeoma O. Harper, MBA Alumna
Associate Banker,
JPMorgan Chase Bank, N.A.

THE LEADERSHIP EXECUTIVE MBA PROGRAM

The Leadership Executive MBA (EMBA) at the Bauer College of Business is the University of Houston's original EMBA program.

This program focuses on providing executives with the leadership skills necessary to assume top-level positions within corporations, the government or non-profit organizations.

Students learn real-world problem solving and superior managerial skills that will help them gain a competitive edge in a global environment. The success of our program is reflected in the large number of CEOs who have graduated from our program.

Each class completes the program as a group, providing students with the opportunity to build lasting relationships with their peers. Applicants must choose which program they would prefer when they submit their application.

Leadership Program I

Classes are held every Monday and Thursday from 5:30 to 9:30 p.m. for 22 months. Students take one course at a time.

Leadership Program II

Classes are held Friday and Saturday from 8 a.m. to 5 p.m. on alternating weekends for 18 months. Students take two courses at a time.

EMBA CORE CURRICULUM

Organizational Behavior
Financial Accounting
Statistics
Marketing Administration
Managerial Analysis
International Business Residency Trip
Managerial Finance
Management Information Systems
Operations Management

LEADERSHIP TRACK

Effective Communication for Leaders
Art of Negotiation
International Environment of Business
Leadership
Entrepreneurship/Intrapreneurship
Entrepreneurial Finance
Business Communication and Ethical Reasoning
Executive Coaching and Corporate Politics
Strategic Management

Please note that students do not pick electives; electives are set based on track.

"What I've loved about Bauer is that, from day one, there has been so much relevance to my day-to-day job. The faculty and staff treat the students with respect, making you feel that you are important here and that Bauer is honored to have you."

Emily Dart, EMBA Alumna
Retail Solutions Manager,
Hewlett-Packard



THE GLOBAL ENERGY EXECUTIVE MBA PROGRAM

The Global Energy Executive MBA (GEMBA) provides Houston's energy executives with the perspective, knowledge and skills to advance their careers in the global energy industry.

Bauer College offers the GEMBA program through its Global Energy Management Institute (GEMI).

We have leveraged Bauer's talented faculty and our location in the energy capital of the world to give GEMBA participants an intense educational experience that will prepare them to meet the challenges of the energy industry head-on.

Each class completes the program as a group, providing students with the opportunity to build lasting relationships with their peers. Applicants must choose which program they would prefer when they submit their application.

Classes are held every Monday and Thursday from 5:30 to 9:30 p.m. for 22 months. Students take one course at a time.

EMBA CORE CURRICULUM

Organizational Behavior
Financial Accounting
Statistics
Marketing Administration
Managerial Analysis
International Business Residency Trip
Managerial Finance
Management Information Systems
Operations Management

GLOBAL ENERGY TRACK

History of the Energy Industry
Business Modeling for Competitive Advantage
Economics of the Energy Value Chain
Strategy and Techniques of Project Finance
Energy Finance and Trading
Oil and Gas Accounting
Commercializing New Technology
Business Law and Public Policy in the Energy Equation
Project Management for Energy
Strategic Management-Energy Industry Strategy

Please note that students do not pick electives; electives are set based on track.

"In a city defined by the global energy industry, Bauer became the obvious choice for me, because it alone fulfilled Houston's need for an Energy MBA. GEMBA combines excellence, uniqueness and relevance to elevate not only the Bauer MBA but also the University of Houston."

Jason Sweeney, GEMBA Alumnus
Manager of Business Development,
GDF Suez Energy NA



STUDY ABROAD

Bauer College study abroad programs are designed to give students an opportunity to learn about local business practices “on the ground” by immersing students in local culture, learning from on-site visits with local businesses and meeting with government officials. Each program lasts one or two weeks. Students may take two elective courses for up to six credit hours with each program. Academic work is completed after the students return to the University of Houston.



Berlin

Tentative Itinerary

Past trips have included:

- Potsdam
- German businesses (Vemmtec, Transparency International, Reemtsma)
- Slubice, Poland

“Today’s global business community demands a cross-cultural perspective. The Berlin Study Abroad program gave me a taste of this perspective by providing the opportunity to witness first-hand business and cultural experiences required of any MBA graduate. The investment is priceless and will give you lifelong experiences and friendships.”

Scott Cooley, MBA student



Prague

Tentative Itinerary

Past trips have included:

- Czech Republic businesses (Skoda, Delpharmea, TPCA)
- Czech Republic Universities (Centre of Economics Research and Graduate Education at Charles University)
- Walking tours of Prague

“I thought this trip was a blast. I got to experience an entirely new culture and I embraced every bit of it. This type of trip really opens up your eyes, sort of like a revitalization. You start to realize just how free you are and how much you don’t know about the world. I would definitely recommend future students to take advantage of this unique opportunity.” **William B. Van Pelt, IV, MBA student**

STUDY ABROAD



India

This program is open to the University of Houston community, including undergraduate students, graduate students, alumni, faculty and staff.

Tentative Itinerary

Past trips have included:

- New Delhi
- Agra
- Chennai
- Hyderabad
- Mumbai (Bombay)
- Pune

"My study abroad trip proved to be a most exciting adventure. Through scholarships and financial aid, I was able to initiate my desires to research globalization/development issues in Asia. Additionally, I gained credit toward my degree, made incredible business contacts and witnessed the wealth of cultural nuances seen throughout India. From visiting Ernst & Young offices in Mumbai to bartering for goods in the streets, my Indian experience presented an eclectic mix of business, culture, and landscape. In fact, the wealth of opportunities offered ensured my intentions of returning for the study abroad trip next year." **Paul Watson, MBA student**



Chile

Tentative Itinerary

Past trips have included:

- Chilean government
- U.S. Embassy briefing
- Chilean businesses

"Overall, this was an excellent trip that was well organized and combined valuable learning experiences with peer networking and exposure to a different culture that I would not have had another opportunity to experience. I would definitely recommend this trip!" **Richelle Rosenbaum, MBA student**



Vietnam

Tentative Itinerary

This new program may include:

- U.S. Embassy briefing
- Vietnamese research institutes
- U.S. Chamber of Commerce
- Standard Chartered Bank
- Harvard Vietnam program
- Vietnam stock market
- UNESCO World Heritage sites

For more information, visit www.bauer.uh.edu/degrees-programs/study_abroad/

FREQUENTLY ASKED QUESTIONS

Which of the admissions criteria are most important?

Applications are considered in their entirety. While strengths vary from one applicant to another, we seek those students who combine strong academic aptitude, quantitative analytical capacity, management potential and diversity of experiences. Academic ability is critical for your success in our rigorous program. Demonstrated management potential is also important.

Are entrance exams required?

Yes, for all MBA programs except the Executive MBA you must take either the Graduate Management Admissions Test (GMAT) or the Graduate Records Examination (GRE). The scores must be less than five years old. Without official GMAT or GRE scores, your application is not complete and will not be reviewed.

What if my official GMAT/GRE scores arrive after the deadline?

We must have your official scores by the application deadline; however, indicate on your application the month and year that your test is scheduled.

For more information on the GMAT, visit www.mba.com. For more information on the GRE, visit www.ets.org/gre.

What are the minimum acceptable GPA and GMAT/GRE scores?

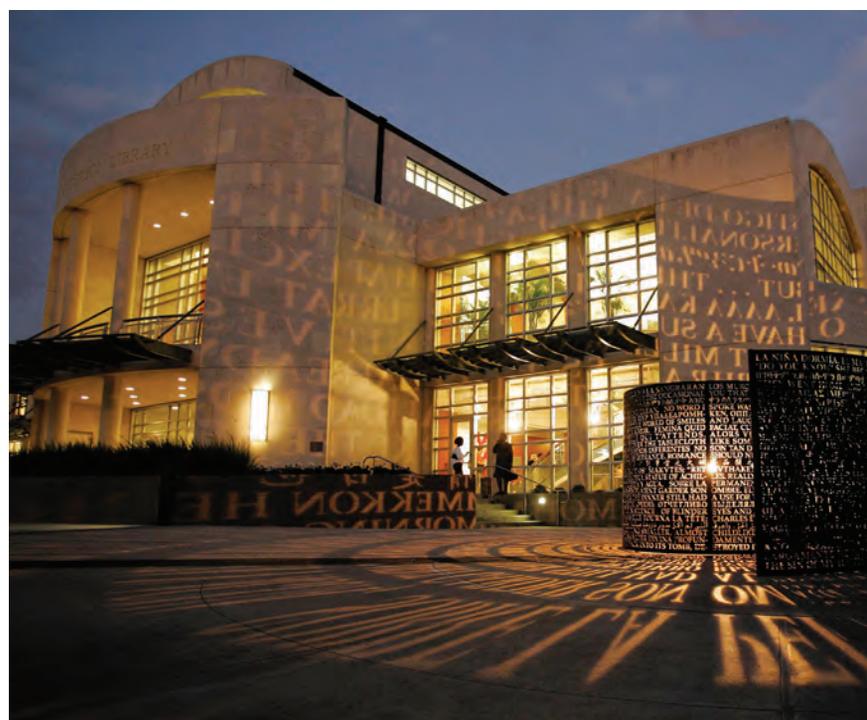
Although we do not have minimum acceptable GPA or GMAT/GRE scores, you should be aware that the average of those recently admitted is a 3.30 GPA and 600 GMAT. We evaluate applications in their entirety, searching for strengths in all areas.

How much waiver/transfer credit do you accept?

The Bauer MBA program does not allow any waiver or transfer credit. This includes all credit from other University of Houston campuses.

How do I check my application status?

Applicants may check their application status by logging into their myUH account online at <https://my.uh.edu> using the information provided by the admissions office after submission of the online application. Please allow up to 10 days to receive this information.



Do I need an undergraduate degree to enter the MBA program?

Yes, you must have a four-year undergraduate degree from an accredited college or university if you received your education in the United States. If you are an international applicant, your undergraduate degree must be the equivalent of a U.S. four-year bachelor's degree.

What undergraduate major is required?

No particular undergraduate major is required in order to pursue the MBA.

What are the prerequisites for the MBA program?

No specific courses are required to be taken before you enter the Bauer MBA program.

What types of financial aid are available?

Financial aid is available to U.S. citizens and U.S. permanent residents. Financial aid is made up of grants and loans. An application is available through the Free Application for Federal Student Aid web site, at www.fafsa.ed.gov. Bauer College is unique in that it houses a financial aid advisor who exclusively serves its graduate students. If you have any questions regarding financial aid, contact the Bauer Graduate Financial Aid Advisor at kpulido@bauer.uh.edu.

HOW TO APPLY TO THE MBA PROGRAM

Domestic and International Applicants

- Online application at www.applytexas.org
- \$75 non-refundable Bauer College application fee; may be paid online by credit card using the Apply Texas website, by mail with a check or money order payable to the University of Houston, or online at https://www.bauer.uh.edu/gpp_payment/payment.aspx
- Two official, sealed transcripts from all higher education institutions attended and official confirmation of degree conferred
- A bachelor's degree in any discipline
- Official GMAT or GRE scores, less than five years old, sent to our ETS school code
 - GMAT Part-Time Program: XT1-26-94 (Evening)
 - GMAT Full-Time Program: XT1-26-83 (Day)
 - GRE Full-time/Part-time: 6870

The following documents can be submitted online at <https://www.bauer.uh.edu/MBAapp>:

- Résumé
- Self Appraisal Form downloaded from www.mba.uh.edu/mba/future-students/apply.asp
- Goal statement; a one-to-two-page discussion of the reasons you are pursuing an MBA, how this degree fits into your career aspirations and why you chose the University of Houston
- Two letters of recommendation from academics, employers or professionals, completed, signed and placed in a sealed envelope with the writer's signature across the back seal for confidentiality. Download form at www.mba.uh.edu/mba/future-students/apply.asp or have recommendations emailed directly from recommender to houstonmba@uh.edu.

In Addition, International Applicants Need to Submit:

Those applicants who are classified as international by the UH Admissions Office, which includes applicants currently holding any type of visa and those needing a student visa, must also submit the following:

- An additional \$75 international application fee
- Official scores that are less than two years old on the TOEFL (above 100 on the internet-based test or 603 on the paper-based test), IELTS (above 6.5) or PTE Academic (above 70)
- Copy of Passport
- Two Passport photos
- I-20 Transfer Form downloaded from www.mba.uh.edu/mba/future-students/apply.asp, only if applicant has an I-20 from another institution
- International Address Form downloaded from www.mba.uh.edu/mba/future-students/apply.asp
- Letter of Financial Backing downloaded from www.mba.uh.edu/mba/future-students/apply.asp

Transcripts must be translated by an official outside source if they are not in English, but the UH Office of International Admissions will evaluate them.

More details regarding the documents required for international applicants are available at www.uh.edu/admissions/apply/international/index.php. International applicants must have a four-year degree from an accredited university. Three-year degrees are not considered to be equivalent to a U.S. bachelor's degree in most cases.

Application Deadlines

All materials must be received by the following dates:

Fall Enrollment: Full-Time Day and Evening Programs

April 1 for International Applicants
June 1 for Domestic Applicants

Spring Enrollment: Evening Program only

October 1 for International Applicants
November 1 for Domestic Applicants

The Bauer MBA program uses a rolling admissions process in which applicants are reviewed in batches once their applications are complete and once we have received all application materials.

The mailing address is:

University of Houston
C. T. Bauer College of Business
Graduate and Professional Programs
334 Melcher Hall, Suite 330
Houston, TX 77204-6021

The physical address for deliveries is:

University of Houston
C. T. Bauer College of Business
Graduate and Professional Programs
4800 Calhoun Rd
334 Melcher Hall, Suite 330
Houston, TX 77004-2160

Fax: 713-743-4807

Email: houstonmba@uh.edu

For more information, visit www.mba.uh.edu.

The University of Houston is an EEO/AA Institution.

UNIVERSITY of **HOUSTON**

C. T. BAUER COLLEGE of BUSINESS
BAUER ■ MBA

Printed on 30% recycled paper

All aspects of the program, including times, courses offered and instructors are subject to change without notice.

POWERFUL CHOICE. HOUSTON'S MBA.

HOW TO APPLY TO THE EXECUTIVE MBA PROGRAM

Domestic and International Applicants

- Online application at www.applytexas.org
 - Note: You will need to provide your educational history and employment history information.
 - You will be applying for the “MBA Only” for the UH Main Campus.
 - Selections indicating you are interested in the Executive MBA will be found towards the end of the application.
- \$75 non-refundable Bauer College application fee; may be paid online by credit card using the Apply Texas website, by mail with a check or money order payable to the University of Houston, or online at https://www.bauer.uh.edu/gpp_payment/payment.aspx
- Two official, sealed transcripts from all higher education institutions attended and official confirmation of degree conferred
- A bachelor’s degree in any discipline
- Minimum of seven years full time business and professional experience
- Résumé to be submitted online at <https://www.bauer.uh.edu/EMBAapp/>

The following documents can be downloaded from www.bauer.uh.edu/graduate/executive-mba/prospective/requirements.asp and submitted online at <https://www.bauer.uh.edu/EMBAapp/>:

- Employment and Self Appraisal Data Form
- Two letters of appraisal (at least one from your current supervisor); can also be emailed directly from the recommender to emba@uh.edu
- Essay answers to questions

In Addition, International Applicants Need to Submit:

Those applicants who are classified as international by the UH Admissions Office, which includes applicants currently holding any type of visa and those needing a student visa, must also submit the following:

- An additional \$75 international application fee
- Official TOEFL/IELTS/PTE Academic Score Report that is less than two years old
 - If you earned your previous degree(s) from a non-English speaking foreign country, you will need to take the TOEFL/IELTS/PTE Academic, regardless of the amount of time you have been living or working in the United States. You will need to bring in your original transcripts for us to verify.

Transcripts must be translated by an official outside source if they are not in English, but the UH Office of International Admissions will evaluate them.

Note: The GMAT or GRE are not required for the Executive MBA program.

Each applicant will be evaluated on individual potential for continued professional growth and senior management capacity.

A personal interview will be scheduled after your application is reviewed and approved.

Application Deadlines

All materials must be received by the following dates:

Fall Admission Only

April 1 for International Applicants
June 1 for Domestic Applicants

The Executive MBA program uses a rolling admissions process in which applicants are reviewed after receipt of all admissions materials.

The mailing address is:

University of Houston
C. T. Bauer College of Business
Graduate and Professional Programs
334 Melcher Hall, Suite 330
Houston, TX 77204-6021

The physical address for deliveries is:

University of Houston
C. T. Bauer College of Business
Graduate and Professional Programs
4800 Calhoun Rd
334 Melcher Hall, Suite 330
Houston, TX 77004-2160

Fax: 713-743-4807

Email: emba@uh.edu

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MBA TUITION PLANNING

Cost

Below are the estimated 2011-2012 total program costs for the Bauer MBA programs. Program costs are based on current tuition rates and vary depending on the number of hours taken per semester and the residency status of the student.

Evening MBA Program	Estimated Total Cost
Texas Resident	\$34,500
Non-Resident	\$49,500
International	\$54,000

Full-Time MBA Program	Estimated Total Cost
Texas Resident	\$31,500
Non-Resident	\$47,000
International	\$50,000

The MBA program cost includes tuition and fees.



Financial Aid

Financial aid is available to U.S. citizens and U.S. permanent residents through the federal government. A graduate student in one of these categories is eligible for up to \$20,500 per year in Federal Direct subsidized and/or unsubsidized loans. Students are encouraged to complete their FAFSA as soon as possible after January 1st of the year they plan on attending UH. To receive financial aid, students must be enrolled in at least five credit hours (part-time) each semester. Repayment for both types of loans begins six months after graduation or any time the student drops to fewer than five credit hours per semester. An application is available through the Free Application for Federal Student Aid website, at www.fafsa.ed.gov.

Federal and state grants (need-based aid that you do not pay back) are also available. They are limited, and we only award aid to admitted students, so apply for admission and financial aid early.

If the Federal Direct Loans are not sufficient to cover a graduate student's cost of attendance (as set by the UH Financial Aid Office), other types of loans are available. Students eligible for Federal Direct Loans may also be eligible for a Graduate PLUS Loan or a private bank loan. These loans do check credit history. International students may receive a private loan if they have a creditworthy U.S. cosigner. Additional loan information is available at www.uh.edu/financial/graduate/loans/alternatives, or through your local bank.

Bauer College is unique in that it houses a financial aid advisor who exclusively serves its graduate students. If you have any questions regarding financial aid, contact the Bauer Graduate Financial Aid Advisor at kpulido@bauer.uh.edu.

Scholarships

MBA students who meet the requirements may be eligible for University of Houston scholarships. The Bauer College of Business also offers scholarships for both domestic and international MBA students. A single application, available at www.bauer.uh.edu/scholarship, is used for all Bauer College scholarships. Students and applicants can apply at any time. There is no deadline. However, because some scholarships are awarded earlier than others, those who apply early have a greater chance of being considered for scholarships.

If you have any questions regarding scholarships, contact the Bauer Scholarship Coordinator at jneed@bauer.uh.edu.

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EXECUTIVE MBA TUITION PLANNING

Cost

Below is the estimated 2011-2012 total program cost for the Executive MBA program. Please remember that the program costs are based on current tuition rates. This estimate includes tuition, fees, books, all class materials, a laptop computer, the International Business Residency, parking and meals. Individuals receive a number of special services, including a lock-step curriculum, minimal time spent dealing with administrative tasks and the inclusion of essentially all costs associated with the degree program. The participant in the Executive MBA Program can focus on maximizing the value obtained from the curriculum and from ongoing interaction with fellow participants.

Executive MBA students pay the program cost minus the acceptance fee, to the University of Houston one semester at a time. We do not break out all the various costs associated with the Executive MBA Program. We view our program as an integrated educational offering of superior educational value to the participants and to their organizational sponsors. Additionally, EMBA fees support an administrative structure that is in place to serve only the students in these programs.

EMBA or GEMBA Program	Estimated Total Program Cost
EMBA – Texas Resident	\$63,500
EMBA – Non-Resident	\$78,000
EMBA – International	\$80,000

The EMBA program cost includes tuition, fees, books, a laptop, meals, parking, International Business Residency, and many other amenities.

Financial Aid

Financial aid is available to U.S. citizens and U.S. permanent residents through the federal government. A graduate student in one of these categories is eligible for up to \$20,500 per year in Federal Direct subsidized and/or unsubsidized loans. Students are encouraged to complete their FAFSA as soon as possible after January 1st of the year they plan on attending UH. To receive financial aid, students must be enrolled in at least five credit hours (part-time) each semester. Repayment for both types of loans begins six months after graduation or any time the student drops to fewer than five credit hours per semester. An application is available through the Free Application for Federal Student Aid website, at www.fafsa.ed.gov.

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ENERGY CERTIFICATES

Some of the certificates offered are:

Energy Investment Analysis

Students interested in developing superior insight into the economics of energy industry capital projects should consider this certificate. Students currently working in or interested in working in project development, strategic planning, mergers and acquisitions, capital budgeting, business unit management or energy security analysis will find this certificate helpful to their careers.

Economics of the Energy Value Chain

Students interested in developing a broad economic perspective on the energy business should consider this certificate. This certificate exposes students to both the physical side of energy business assets, operations and products, and to the economics of the energy value chain—how firms add value by refining crude oil or converting basic fuels into higher value chemicals.

Energy Accounting and Finance

Students who wish to become knowledgeable in the financial management of energy firms should consider this certificate. The courses offered will benefit professionals in treasury and controller functions and those aspiring to CFO positions in energy firms. The Energy Accounting and Finance Certificate exposes students to the connection between the business and financing strategies of energy firms.

Energy Risk Management

This certificate provides a thorough grounding in the sources of energy risk, the behavior of energy prices, the tools and markets available to manage energy price and quantity risks, the quantification of energy price risk, and the use of derivatives to manage this risk. Students will learn the financial instruments available to manage energy risks, their valuation, and the markets on which they are traded.



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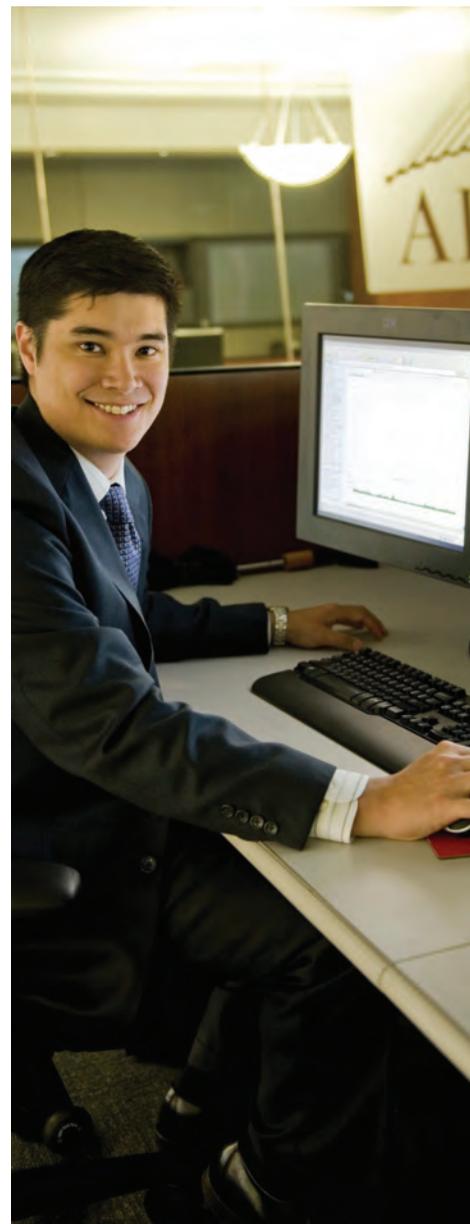
FINANCIAL SERVICES MANAGEMENT CERTIFICATE

Overview

The focus of the Financial Services Management Certificate is on finance and related disciplines as they apply to management of financial services. The main component of this certificate is the **Cougar Investment Fund, L.L.C.**, as well as courses in investment management, financial analysis and corporate strategy, and an additional finance elective of the student's choosing. The purpose of the Financial Services Management Certificate is to serve the Houston financial community in addition to students who are looking to obtain a well-defined graduate credential in the area of finance.

The Cougar Fund

The **Cougar Investment Fund, L.L.C.**, also known as the Cougar Fund, is a multi-million dollar private investment fund that holds equity securities traded on U.S. markets. The fund is managed by a select group of MBA and MS Finance candidates. These students attempt to add value to the portfolio by investing in undervalued stocks discovered through in-depth fundamental analysis of individual firms. Each stock considered for the Cougar Fund portfolio is required to undergo a thorough examination of its investment merits based on free cash flow valuation. Management of the Cougar Fund is housed in the AIM Center for Investment Management. The Center provides state-of-the-art workstations that link satellite based feeds from Reuters, Thompson Financial, and DataStream, with other services like Compustat, to local data and Bauer College proprietary analysis and valuation software. The Cougar Fund provides students with an unparalleled experience in bringing financial and business concepts to real world decision making.



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MARKETING CERTIFICATES

Some of the certificates offered are:

Business Consulting

This is an excellent program for students who are interested in working on an actual consulting project within an academic framework. Emphasis is placed on improving general problem solving abilities, presentation skills, and teamwork. Past clients include hospitals, restaurants, cities, auto distributors, non-profits, and other businesses.

Sales Leadership

The Sales Leadership Certificate will improve your effectiveness in selling yourself, your ideas, and your company's goods and services. It also will improve your understanding of how to manage customer relationships, especially business-to-business relationships with strategic customers, and how to lead a sales force.

Product Management

The Product Management Certificate will improve your general marketing skills based on a three-step process for identifying, delivering, and communicating value to your customers. It includes an option to take either Brand Management, New Product Development, or both.

Marketing Analysis

The Marketing Analysis Certificate will enhance your analytical marketing capabilities and decision making skills. This program includes courses in Management of Marketing Information, Customer Relationship Management, and Pricing Strategy.



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OTHER CERTIFICATES

Some of the other certificates offered are:

Leadership

The primary purpose of this certificate is to examine leadership effectiveness at three levels: leadership skill-sets for the individual, ethics and social responsibility, and leadership in a global context. Students who select the Leadership Certificate will have an edge on their competition in the job market and will be able to demonstrate their leadership savvy and understanding of the critical importance of leadership to the bottom line.

Real Estate Management

Real estate development is a key driver of the growth and prosperity of a region. The goal of the certificate is to equip students with a working knowledge of real estate valuation models and legal issues in real estate and urban development.

Business Modeling

The main purpose of this certificate is to enable students to make better decisions by building models of business problems. Students will acquire the necessary skills to analyze unstructured business situations, develop models of those situations, explore alternative solutions through formalized approaches, and do “what if” sensitivity analysis to gain insight into why the chosen business solution makes sense.

Entrepreneurship

Students who are interested in starting and operating a successful organization should consider this certificate. Some of the topics covered are business planning and implementation, private equity and investment banking, and strategic profitability management.



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MBA PROGRAM CONTACT LIST

Graduate and Professional Programs Office

General Questions

Main Office: 713-743-0700

houstonmba@uh.edu

Questions about preparing for the program?

Tanieka "TJ" Young, Recruitment Manager, tjyoung2@uh.edu

Questions about billing, costs or financial aid?

Karina Pulido, Financial Aid Advisor, kpulido@bauer.uh.edu

Questions about the program, enrollment, certificates or electives?

Marian Newman, MBA Academic Advisor (Core), mnewman@uh.edu

Annice Butler, MBA Academic Advisor (Electives), abutler@uh.edu

Britney Hudson, Academic Advising Assistant, bhudson@bauer.uh.edu

Anne Ness, Director of Marketing and Recruitment, aness@uh.edu

Questions about requirements for international applicants?

International Admissions Office

832-842-8879

International Student and Scholar Services Office

713-743-5065

Questions about the status of your application?

Patricia Garza, Admissions Assistant, pmeza@uh.edu

Julia Trevino, Admissions Assistant, jtrevino@bauer.uh.edu

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EXECUTIVE MBA PROGRAM CONTACT LIST

Graduate and Professional Programs Office

General Questions

Main Office: 713-743-4700

emba@uh.edu

Questions about preparing for the program?

Tanieka "TJ" Young, Recruitment Manager, tjyoung2@uh.edu

Questions about billing, costs or financial aid?

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Questions about the program?

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Anne Ness, Director of Marketing and Recruitment, aness@uh.edu

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