



# SMU

COX SCHOOL OF BUSINESS

## *Executive MBA Program*

Dear Executive MBA Candidate,

Deciding when and if to enroll in an MBA program is a very big decision. When you add family, a demanding job, travel requirements and a challenging economic environment, the decision becomes even more onerous. “What kind of return on my investment in time, effort and money can I expect,” “How long will it take to get my investment back” are questions to be asked. The purpose of this letter is to identify the key criteria candidates think about in making the decision to apply to an Executive MBA program and to provide you with the advantages of the Cox program.

People choose to return for an MBA for one primary reason: change. That change can be in position, function, organization, industry, or geography. They choose MBA programs based on the following criteria: Reputation, Quality of Faculty, Program Format, Quality of Classmates, Location, Curriculum, and Rankings.

The SMU Cox Executive MBA Program began in 1976 and was recently ranked #7 in the world by *BusinessWeek*. The format of alternating Fridays and Saturdays allows for weekday travel and classes are recorded for downloading if students miss or want to review class material. The average experience level of the student is 15 years, which allows for both breadth and depth of classroom discussion. The curriculum has a general management focus and all students take the same courses including a global studies trip.

The Cox program is one of the largest in the world with an average enrollment of 80 – 90 students (two sections of 45), which enhances networking opportunities. Professors who teach in the program are international thought leaders and many have thriving consulting practices that help drive discussion with students in the classroom. The Executive MBA Program is housed in the James M. Collins Executive Center in Dallas, Texas one of the leading business centers in the world. Additional resources offered to Executive MBA students include: The Caruth Institute for Entrepreneurial Studies, Cox Mentor Board, Business Leadership Center and Business Information Center.

The best way to determine if an MBA is the right decision for you at this juncture of your career is to email your resume to Delania Teems, Program Coordinator. She will schedule a short phone visit to help you determine the next step, if any. If you decide to move forward, a visit to a class is the best way to observe the quality of students, faculty, classroom setting and program culture. Visit [www.coxemba.com](http://www.coxemba.com) for additional details. My direct line is 214-768-4644.

Thank you for your interest in the SMU Cox Executive MBA Program,

Tom Perkowski

Assistant Dean of the Executive MBA Program

### *Executive MBA*

Southern Methodist University

PO Box 750507 Dallas TX 75275-0507

214-768-3154 214-768-4908 Fax 214-768-1288

[tperkows@cox.smu.edu](mailto:tperkows@cox.smu.edu) [dteems@cox.smu.edu](mailto:dteems@cox.smu.edu) [blairw@cox.smu.edu](mailto:blairw@cox.smu.edu) [www.coxemba.com](http://www.coxemba.com)



**Format:** Fridays & Saturdays on alternating weekends

**Location:** Collins Executive Education Center, Dallas Campus

**Key Dates:** Highlighted dates denote class sessions

- 1. Orientation: August 9 - 11, 2012
- 2. Global Trip: October 10 - 18, 2013
- 3. Graduation: May 17, 2014

### August 2012

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

### September 2012

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

### October 2012

S	M	T	W	T	F	S
					5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

### November 2012

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

### December 2012

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

### January 2013

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

### February 2013

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28		

### March 2013

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

### April 2013

S	M	T	W	T	F	S
					5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

### May 2013

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

### June 2013

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

### July 2013

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

### August 2013

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

### September 2013

S	M	T	W	T	F	S
					6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

### October 2013

S	M	T	W	T	F	S
					4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

### November 2013

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

### December 2013

S	M	T	W	T	F	S
					6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

### January 2014

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

### February 2014

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	

### March 2014

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

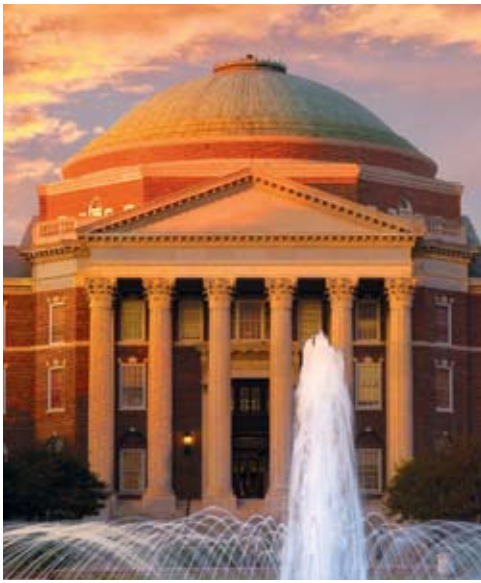
### April 2014

S	M	T	W	T	F	S
					4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

### May 2014

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Please note this calendar is subject to change should the EMBA office deem necessary.



### Application Deadline

Candidates are accepted on a rolling basis until April 30, 2012. After April 30, 2012, decisions are made on a limited space-available basis. You may submit your application and supporting documents at any time prior to April 30, 2012.

## Application Instructions for Fall 2012 Candidates

### Pre-Application Evaluation

1. Email your resume to Delania Teems, [dteems@cox.smu.edu](mailto:dteems@cox.smu.edu)
2. Schedule a preliminary phone/Skype interview
3. Visit a class and/or attend an information session
4. Explore your personal, family, and employers financial commitment and support

### Online Application

<https://smu-cox-admissions.symplicity.com/>

### Application Checklist

The items listed below constitute a complete application:

- Submitted online application form, including three essays
- Two letters of recommendation: one from a senior manager of the sponsoring company; one from an immediate supervisor or colleague with an MBA
- All official undergraduate/graduate transcripts

Once all your application materials have been received, the Executive MBA office will contact you if an in-person interview is appropriate. Following your in-person interview the Admissions Committee will provide you with a decision within two weeks.



### Contact Us

#### Mailing Address:

Executive MBA Office  
SMU Cox School of Business  
PO Box 750507  
Dallas, Texas 75275-0507

#### Courier Address:

Cox Executive MBA Office  
Collins Executive Education Center  
3150 Binkley Avenue, Suite 208  
Dallas, Texas 75205

#### Telephone/Electronic

Phone: (214) 768-3154  
Fax: (214) 768-1288  
E-mail: [dteems@cox.smu.edu](mailto:dteems@cox.smu.edu)  
[www.coxemba.com](http://www.coxemba.com)



## Did you know...?

- Cox Executive MBA started in 1976
- 21 month program beginning in August only
- Average class size: 80 - 90 (2 sections of 45)
- Average age: 37 years
- Average work experience: 15 years
- Classes held alternating weekends, all day Friday & Saturday
- Classes located in the Collins Executive Education Center, on the Dallas campus
- Program includes one global studies trip
- Classes are recorded for future viewing and download
- Over 50% of students are self-funded
- Recent rankings:
  - #14 in nation, US News and World Report, 2010
  - #7 in world, BusinessWeek, 2011

## Distinguished EMBA Faculty

**Bill Dillon** (Senior Associate Dean for Academic Affairs and Herman W. Lay Professor of Marketing & Statistics)

**Don VandeWalle** (Fisher Research Fellow, Altshuler Distinguished Teaching Professor, and Management & Organizations Chair)

**Gordon Walker** (David B. Miller Professor of Business, and Strategy & Entrepreneurship Chair)

**Darius Miller** (Caruth Chair of Financial Management)

**John Semple** (The Charles Wyly Professor of Management Information Sciences, and Info Technology & Operations Management Chair)

**Jerry White** (Director of Caruth Institute for Entrepreneurship)

## Adjunct Thought Leaders

**Harvey Rosenblum**: Executive VP and Director of Research at the Federal Reserve Bank of Dallas (Macroeconomics)

**Ross Stoddard**: Attorney-Mediator (Negotiations)

**Tom Daniel**: Senior Vice President and Director of Personnel Decisions International's West Region (Leadership)

**Roman Weil**: V. Duane Rath Professor of Accounting The University of Chicago Booth School of Business (Accounting)

**Rogge Dunn**: Partner at Clouse Dunn Khoshbin LLP (Business Law)

## Recent Program Enhancements

- Global consulting project
- Post program concentration options
- Choice of elective in final term
- Executive development

## Sample of Current EMBA Companies & Positions

### Class of 2013

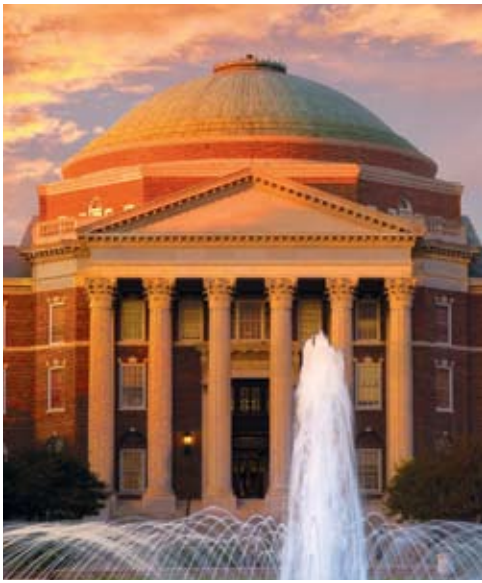
Apple REIT	VP, Capital Projects
Career Builder	President, Staffing and Recruiting
AT&T	VP, Govt & Education Client Grp
Baylor Healthcare Sys.	Chief Medical Officer
Dr Pepper Snapple Grp	Regulatory Affairs Manager
Research in Motion	Sr Director, Advanced Technology
PepsiCo	Optimization Executive
Texas Industries	Director, Procurement Operations
Walmart	Divisional Director
EOG Resources	Sr Reservoir Engineer

### Class of 2013

7-11	VP, Gasoline Operations
Baylor Healthcare Sys.	VP, Revenue Cycle Mgmt
Verizon	Dir of Web Technology
Sabre Holdings	VP, Product, Partnerships, Strategy
Pinnacle Anesthesia	MD
Texas Instruments	Business Development Manager
Conoco Phillips	Sr Optimization Engineer
Ace Cash Express	VP, Operations
Strasburger & Price	Partner
Reliant Rehabilitation	VP, Operations

## Who are EMBA alumni?

- President & CEO of Joe's Crab Shack
- CEO & CFO of Ace Cash Express
- CEO of Make a Wish Foundation
- Regional VP, ING Employee Benefits
- President & CEO of VHA Texas
- COO of Corner Bakery
- CIO of Sabre Holdings
- VP of Hunt Oil
- Executive VP, Product Development, Design & Sourcing & VP, Digital Marketing of J.C. Penney
- SVP, General Manager of Corporate Income Tax & SVP, CTO of Thomson Reuters
- VP, Digital Access Marketing of FedEx Services



### Did you know...?

- Cox Executive MBA started in 1976
- Classes are recorded for future viewing
- Over 50% of students are self-funded
- Program includes one global studies trip
- Cox Executive MBA was recently ranked #7 in the world by BusinessWeek

## Cox EMBA Class of 2013 Profile

Number of Students	81
Average Age	38
Average Years Work Experience	15
Females	21%
Ethnic Minorities	27%
Commuters outside DFW	10%
Advanced Degrees	21%



### Contact Us

#### Mailing Address:

Cox Executive MBA Office  
 SMU Cox School of Business  
 PO Box 750507  
 Dallas, Texas 75275-0507

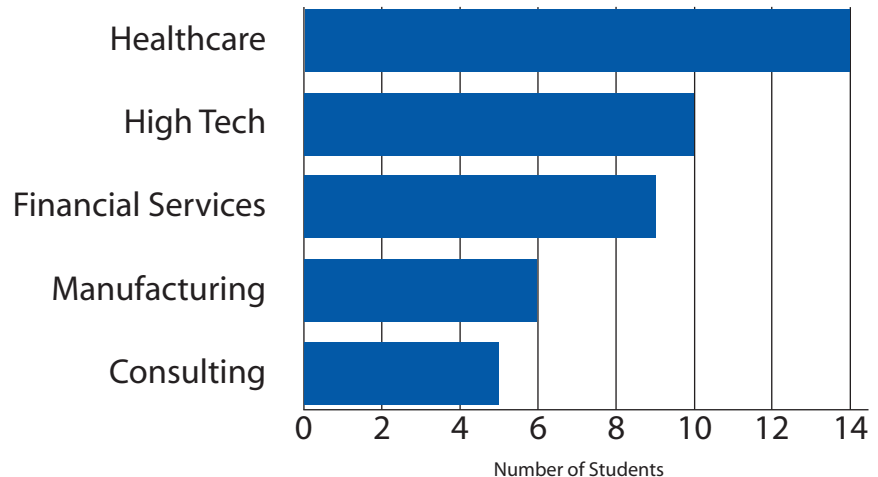
#### Courier Address:

Cox Executive MBA Office  
 Collins Executive Education Center  
 3150 Binkley Avenue, Suite 208  
 Dallas, Texas 75205

#### Telephone/Electronic

Phone: (214) 768-3154  
 Fax: (214) 768-1288  
 E-mail: [dteems@cox.smu.edu](mailto:dteems@cox.smu.edu)  
[www.coxemba.com](http://www.coxemba.com)

## Top 5 Industries Represented





**EMBA Class of 2009**

**Beginning Position Titles – 2007**

**Ending Position Titles – 2009**

District Manager	Chief Operating Officer
Senior Vice President of Stores	Managing Director
Regional Manager	Vice President, Director of Franchise System
Financial Analyst	Vice President, Design and Analysis
Portfolio Executive	Director of Strategic Partner Channel
Corporate Controller	Director of Planning and Analysis for North America
Account Manager	Eastern US Area Engineering Manager
Director of IT	Vice President of IT and Customer Support
Vice President of Sales – North America	Vice President of Sales – Americas
Director of Finance, Global Aviation Training	Chief Financial Officer
Director of Business Development	Vice President of Marketing
Solutions Architect	Senior Corporate Systems Engineer

**EMBA Class of 2010**

**Beginning Position Titles – 2008**

**Ending Position Titles - 2010**

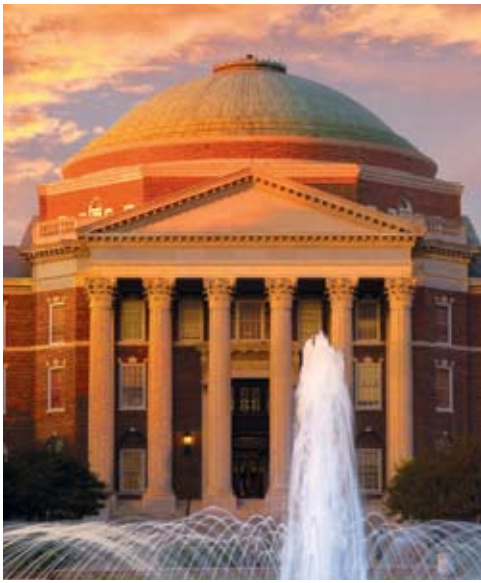
Manager of Client Services	Director of Global Client Services
Business Leader	Senior Business Leader
Audit Manager	Senior Manager
Chief of Emergency Department	Chief of Emergency Medicine Service
Senior Production Marketing Manager	Director of Product Management
Managing Consultant	Chief Technology Officer
Area Sales Manager	Vice President of Employer Solutions
Director of Business Development	Director and Business Unit Leader
Tax Compliance Director	Tax Accounting and Operations Director
Director	Chief Sales Officer
Project Manager	Manager of ERP
Senior Manager of IT Development	Director of IT Strategy, Planning and Execution

**EMBA Class of 2011**

**Beginning Position Titles – 2009**

**Ending Position Titles - 2011**

Senior Manager of America’s Services	Vice President of Marketing Strategy
Chief Systems Architect	Vice President of Infrastructure
Vice President of Business Development	Senior Vice President, General Manager
Director of Operations	Chief Technology Officer
Director of Business Development	Senior Director of Accounts
Senior Quality Engineer	Corporate Human Resources, Workforce Planning
Senior Program Manager	Vice President
Professional Healthcare Representative	Practice Manager
Assistant Vice President	Senior Vice President & Global Business Unit Head
Solutions Architect	Business Development Manager
Director of Business Development	Vice President of Business Development
Vice President of Technology	Senior Vice President of Product Platform Strategy



For additional questions regarding financial aid, please contact:

Barbara Waters  
Cox Graduate Financial Aid Counselor  
(214) 768-2371  
bwaters@smu.edu



## Contact Us

### Mailing Address:

Division of Enrollment Services  
Southern Methodist University  
PO Box 750181  
Dallas, Texas 75275-0181

### Courier Address:

Financial Aid Office  
Selecman Hall  
5905 Bishop Boulevard, Suite 304  
Dallas, Texas 75205

### Telephone/Electronic

Phone: (214) 768-3417  
Fax: (214) 768-3878  
E-mail: [enrol\\_serv@smu.edu](mailto:enrol_serv@smu.edu)  
[www.smu.edu/financial\\_aid](http://www.smu.edu/financial_aid)

## Financial Aid Questions

### • **What applications do I need to complete to apply for federal loans?**

All students must complete the Free Application for Federal Student Aid, at [www.fafsa.ed.gov](http://www.fafsa.ed.gov), each year to determine their eligibility for federal loans. To apply for your PIN number go to [www.pin.ed.gov](http://www.pin.ed.gov); it will serve as your e-signature on the FAFSA as well as on most student loan applications. The SMU Institution Code is 003613. Students must be a citizen, permanent resident, or eligible non-citizen.

### • **What are the best types of federal loans?**

#### **Federal Stafford Subsidized Loan:**

The maximum annual loan amount is \$8,500. The loan is based upon the student demonstrating “need”. The current interest rate is fixed at 6.8%. The federal government does not charge interest on subsidized loans while borrowers maintain an enrollment status of at least half time, during the six month grace period, or during authorized periods of deferment. There is a required minimum half-time enrollment.

#### **Federal Unsubsidized Stafford Loan:**

The maximum annual amount is \$20,500; which would be minus the awarded Subsidized Stafford Loan. Current fixed interest rate is at 6.8%. The student is responsible for accrued interest which begins accumulating at time of disbursement and there is a required minimum half-time enrollment.

#### **Federal Graduate Plus Loan:**

Borrow up to cost of education less other financial aid received. Fixed interest rate of 8.5% and a credit check required.

### • **What about loans for international students and students who won't complete the FAFSA?**

The private alternative loans are based upon an extensive credit check with a variable interest rate based on a sliding scale. Currently, international students must have a U.S. citizen as co-signer.

### • **How do I process the Federal and alternative loans?**

The student will be directed to the financial aid website to view, accept, decline or reduce the amount of the award. Later another notice will be e-mailed directing you to finalize your application and sign your promissory note for your Stafford Loans. To process the Plus or alternative loans the student will be e-mailed the website. The student must choose a lender to start the loan process. The Plus or alternative loans require the student to complete a promissory note with the lender before the lender will release the funding.