



UNIVERSITY of  
**SOUTH FLORIDA**

Muma College of Business

# EXECUTIVE MBA

TAKE YOUR CAREER TO  
A WHOLE NEW LEVEL

[EMBA.USF.EDU](http://EMBA.USF.EDU)



## MORE THAN A REQUIRED CREDENTIAL

Filled with talented leaders who want to do more than simply earn a credential that can carry them into the C-suite, the USF Executive MBA is for driven people. It is for those who have a résumé full of accomplishments to prove that their success isn't dependent upon a degree. It is for driven learners who want an educational experience that will challenge and invigorate them - and take their career to a whole new level.

## IT'S NOT ABOUT THE DEGREE. IT'S ABOUT YOU.

At this point in your career, you don't need an MBA for your human resources file. You've got a decade of work experience behind you. You're a manager, a senior leader, a mentor who has proven that you are smart, capable, and driven. So why pursue an Executive MBA?

## A LEARNING EXPERIENCE YOU CAN'T GET ELSEWHERE.

The USF Executive MBA is designed for mid- and senior-level managers, executives, and entrepreneurs. Students typically have 10+ years of work experience under their belts, much of it in management, leadership, or ownership roles.

The class schedule is formatted to allow students to continue working while they pursue their studies – in fact, the expectation is that they will remain employed in a position that allows them to apply what they are learning while they complete the program.

Because of this, student interaction is different in the Executive MBA. By bringing their current and prior experience into the classroom, these accomplished students enrich one another's learning experiences. USF's well-credentialed faculty lead lively conversations and real case discussions that contribute toward a 21-month experience that is unlike any other.

Our alumni call the Executive MBA an exhilarating and intense experience, one that changed the way they think about leadership, global business, problem solving and team building. They say they haven't been able to duplicate the learning experience elsewhere.

## ABOUT THE USF EXECUTIVE MBA

The USF Executive MBA program is an intense program with a fast pace that minimizes time out of the workplace. Students begin the program in August and move through the program as a cohort, completing the degree requirements in just 21 months.

The program includes an overseas experience during the summer between the first and second year. Because EMBA students take all of their classes together from day one - and travel together as a cohort - they build friendships and a tight network that lasts well beyond graduation day.

The Executive MBA comes with a great support system. Executive MBA students are busy people who don't want to hassle with registration, buying books, or administrative tasks. Our staff handle these chores so that students can focus on their jobs and studies.



**Igor Shushpanov, Class of 2016**  
Small Business Banker, Bank of America

# WE HANDLE THE PAPERWORK. YOU EXPAND YOUR NETWORK.

## A schedule that works with your work.

Students in the USF Muma Executive MBA program are able to earn the degree with minimal disruption to their work schedules. Classes start in August, kicked off with an orientation session that provides concentrated instruction and a chance to get to interact with classmates, faculty, staff, and, for some segments, significant others. After that, classes meet on alternating weekends, usually on the first Friday/Saturday of the month and on a Saturday two weeks later.

## THE EMBA SCHEDULE

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## TYPICAL CLASS SCHEDULE

8:30- 10:15 A.M.	Class Session
10:15- 10:30 A.M.	Break, Informal Discussion
10:30- 12:00 P.M.	Class Session
12:00- 2:00 P.M.	Leadership Seminar/Luncheon
2:00- 3:45 P.M.	Class Session
3:45-4:00 P.M.	Break, Informal Discussion
4:00- 5:30 P.M.	Class Session

## Hassle-free registration, parking, and support services.

Our staff purchase and deliver your parking passes, handle course registration, and take care of routine enrollment chores so that students can focus on their jobs and studies.

- Course registration is handled by EMBA staff and all books and course materials are delivered to you before classes begin.
- Catered breakfasts and hot lunches are provided on-site on class days.
- EMBA staff take care of land travel arrangements for the international study trip, including in-country transportation and hotels.

## Curricula that employers want.

According to the Graduate Management Admission Council Employer Survey, there are six essential areas of knowledge, skills and abilities that employers look for in an MBA graduate – and USF’s program delivers in each area. In addition, Executive MBA students take special focus classes including conflict management, analytics, and finance.

<b>HUMAN CAPITAL</b> <ul style="list-style-type: none"><li>• Organizational Behavior</li><li>• Communication Skills</li><li>• Conflict Resolution</li></ul>	<b>DECISION MAKING</b> <ul style="list-style-type: none"><li>• Economic Concepts for Managers</li><li>• Managerial Decision Analysis</li><li>• Data Analytics</li></ul>	<b>STRATEGY &amp; INNOVATION</b> <ul style="list-style-type: none"><li>• Marketing Management</li><li>• Business Problems Analysis</li><li>• Executive Leadership</li></ul>
<b>ADMINISTRATION &amp; CONTROL</b> <ul style="list-style-type: none"><li>• Accounting Concepts for Managers</li><li>• Financial Statement Analysis</li></ul>	<b>MANAGING A TASK</b> <ul style="list-style-type: none"><li>• Social, Ethical, &amp; Legal Systems</li><li>• Integrated Business Solutions</li></ul>	<b>TECHNOLOGY &amp; LOGISTICS</b> <ul style="list-style-type: none"><li>• Management Information Systems</li><li>• Operations Management &amp; Quality Enhancement</li></ul>

## Access to leaders you admire.

Leaders have a keen awareness of the importance of making connections and asking questions of people they respect - and USF offers Executive MBA students access to leaders they want to know. And when it comes to finding those people, well, there are few places better to do so than on the USF campus.

Thanks to the monthly Distinguished Speaker Series, students dine alongside and learn from Fortune 500 executives, entrepreneurs, philanthropists, and international business leaders. Speakers share business lessons, talk about the failures and mistakes that they’ll never make again, and share life lessons gleaned from personal experience. These monthly sessions are a favorite for alumni who frequently return to campus to sit in on the lectures and to enjoy lunch with current students beforehand. A few recent speakers:

### TONY DIBENEDETTO

Serial Entrepreneur  
Former CEO of Tribridge

### BOB DUTKOWSKY

Chairman  
Tech Data

### KENNETH FELD

Chairman/CEO  
Feld Entertainment

### OSCAR HORTON

President & CEO  
Sun State International

### RICHARD GONZMART

CEO  
Columbia Restaurant Group

### MARK MONDELLO

CEO  
Jabil

### BRIAN MURPHY

CEO and Founder  
ReliaQuest

### KIRAN PATEL

Chairman, President  
Freedom Health

### PARESH PATEL

Founder and CEO  
HCI Group

### KIMBERLY ROSS

Former CFO  
Baker Hughes

### MATT SILVERMAN

President  
Tampa Bay Rays

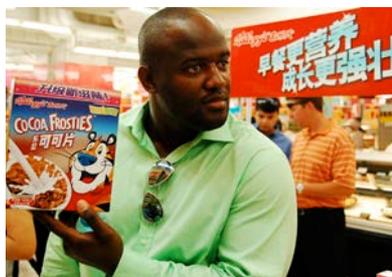
### MELANIE WILLIAMS

SVP Operations  
Frontier Communications  
- SE

## An international experience built around global business.

An international trip is one of the memorable highlights of the EMBA program. A required component of the curriculum, this trip takes students inside a variety of companies and industries abroad where local business leaders give an overview of the economic, political and cultural factors that influence global business opportunities and practices.

The trip takes place during the summer between the first and second year of the program. Destinations for the EMBA trip change year to year and are often chosen in consultation with the cohort. Previous cohorts have traveled to Brazil, China, Ireland, Singapore and South Korea along with other destinations. Students travel to two cities in the destination country and tour multi-national firms like Nielsen, IBM, Walmart, or KPMG to see how challenges discussed in the classroom play out in different markets. Leaders from these companies serve as guest lecturers. Faculty who travel with the group spark conversations that bridge the classroom and the international boardroom.







**Kristen Gilbert, Class of 2014**

Logistics Unit Coordinator

U.S. Special Operations Command



## POWERED BY ANALYTICS, DRIVEN BY CREATIVITY

The term “data analytics” may seem numerical and cold on its surface, but it can take many human forms in business: a boss going on a reality TV show to find out what her employees really think of corporate or a sports team figuring out how much its fans are willing to pay for prime tickets.

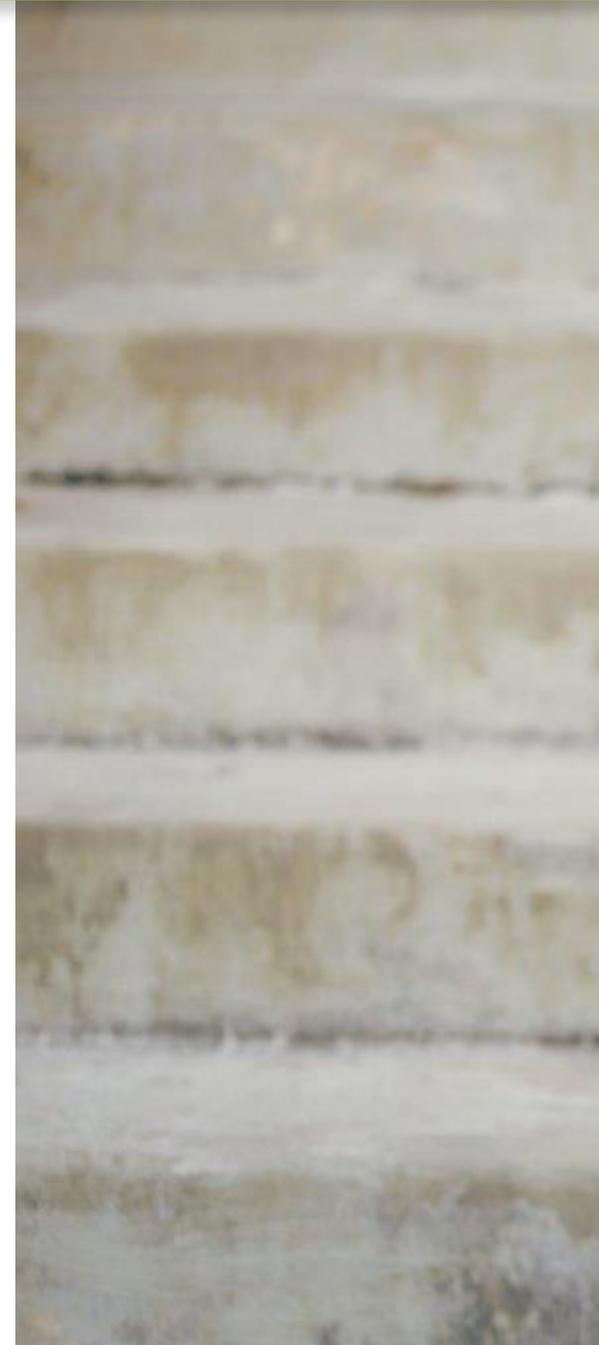
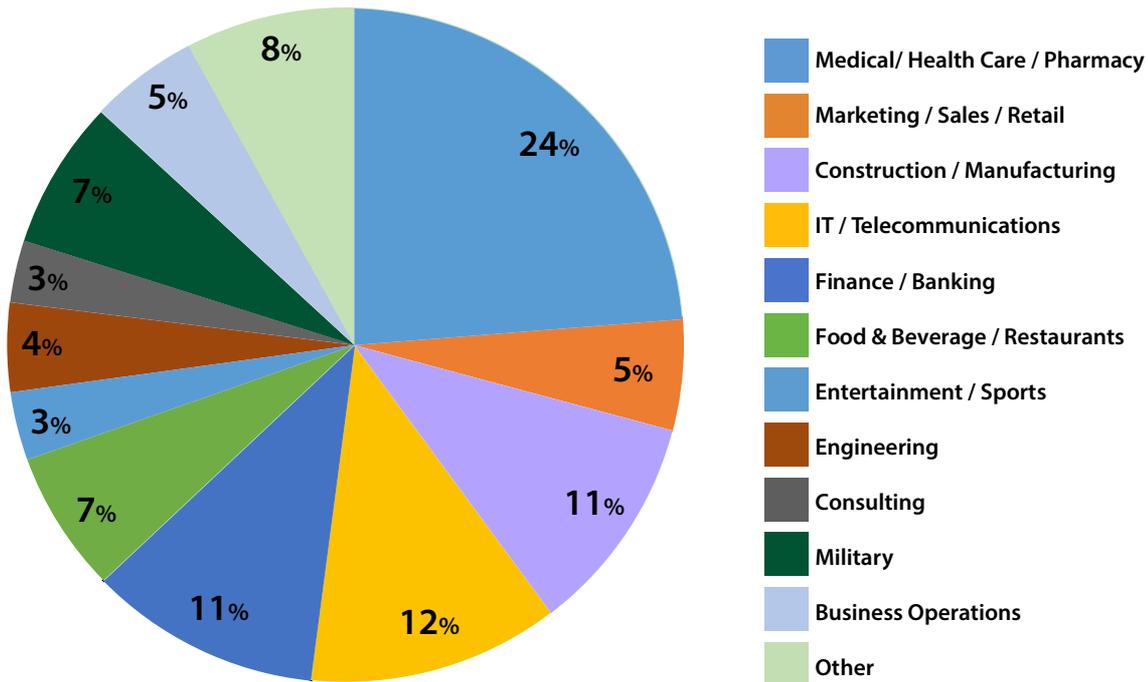
Businesses have mountains of data that can tell them what is happening now and to make educated guesses about what might happen tomorrow – but not everyone can look at that data and make a connection to the profit and loss statements.

Although creativity is considered an innate skill, research has shown creativity can and should be cultivated in the classroom. While creativity transcends traditional ideas to create new forms, methods, and interpretations, analytics are utilized to describe, predict, and improve business performance. These two competencies provide our students with a competitive advantage.

### OUR COMMITMENT

All courses in the USF Executive MBA program will emphasize creativity and analytics. Each professor has committed to infuse creativity and analytics in their specific courses so our graduates can not only understand data, but also analyze it and use it to make sound predictions. Our MBAs are able to think creatively and use data to make recommendations that positively impact businesses -- and will be able to explain what it means to the bottom line.

# 2020/2021 CLASS BREAKDOWN BY INDUSTRY



**Jay Civitillo, Class of 2012**  
Entrepreneur,  
Sales & Marketing Coach/Consultant



# ABOUT THE USF MUMA COLLEGE OF BUSINESS

The University of South Florida is a global research university dedicated to student success. The USF Muma College of Business boasts a nationally ranked MBA program, one of the nation's best accounting schools, a top-ranked entrepreneurship center, exceptional research faculty, and a comprehensive portfolio of educational programs.

We do more than simply disseminate information: we create intellectual capital and produce graduates who are ready for today's workplace and trained to be forerunners in tomorrow's workplace. In short, we equip students with the skills and knowledge needed to take leadership positions in business and society.

Our dual emphasis on analytics and creativity means that Muma College of Business graduates understand the data and can use it to make sound predictions and explain what it means to the bottom line. There is so much data available that can be used to explain what is happening today and to make educated guesses about what might happen tomorrow. But this information is only useful when it can be understood. We train students to analyze and interpret information to make sound business decisions.

Our location – in the midst of a vibrant, business-centric major market – provides rich opportunities to integrate real-world experiences into classroom learning as large and small companies offer internships and jobs, speakers, and service-learning projects. This means our graduate students participate in intercollegiate case competitions and networking opportunities impossible at many other business schools.

We attract top employers who recognize the potential of our students and the business community seeks our students first and foremost because of their exposure to real-world business situations. This solidifies our reputation as the region's leading source of talent.





**In 2014, the University of South Florida College of Business received the single largest individual gift in its history. The college was named the USF Muma College of Business, recognizing Pam and Les Muma's gift, which helps poise the college to join the top echelon of business schools in America.**

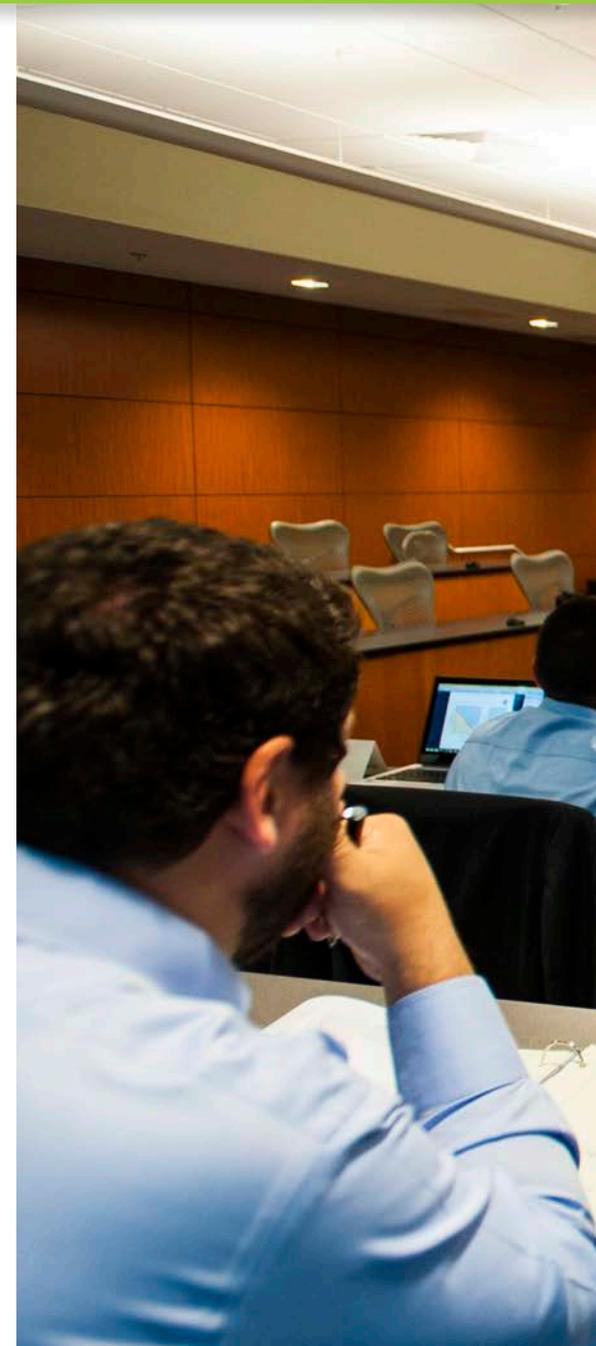
## USF'S WORLD-CLASS BUSINESS FACULTY

USF's Executive MBA faculty are your partners in learning.

The EMBA's team approach to education provides an action-centered experience that combines the groundwork of theory with the practical application of up-to-the-moment information.

The faculty are experienced, effective instructors as well as experts in their field. Many play active roles in community business projects and are sought-after speakers at national and international business conferences.

They routinely publish books and articles on relevant business topics. They bring their experiences working outside of academia; this insider's point of view sheds light on key business concepts. Bios on a few faculty members follow on the next page.

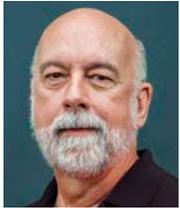






### **BEI DONG**

Bei Dong designed her EMBA accounting courses so that students from varied areas can master the subject. Her courses foster discussion about contemporary issues and cultivate critical thinking skills. Dong earned a BS from Guanghua School of Management Peking, an MS from the Chinese Academy of Social Sciences, and a PhD from Michigan State University.



### **JIM STIKELEATHER**

Jim Stikeleather is a serial entrepreneur, author, columnist, speaker, as well as a senior information technology executive and business strategist for large international companies -- and holds two patents. As chief innovation officer for Dell, his primary focus is on the development of systemic processes for innovation.



### **GRANDON GILL**

Grandon Gill is passionate about using technology as a teaching tool. He has studied distance learning, strategy, and practice, alternative course designs, and tools for course development and delivery. Gill earned an AB, MBA, and DBA, all from Harvard. He also served in the U.S. Navy.



### **SHARON HANNA-WEST**

Active in sustainability issues, Sharon Hanna-West studies sustainable business solutions to respond to the challenges posed by climate change, with a goal of making them affordable and profitable. Hanna-West earned a Juris Doctorate from the University of Florida. She later founded a international trade corporation.



### **DELROY HUNTER**

Delroy Hunter teaches investments, international finance, and empirical methods. His research focuses on international finance, investments, and asset pricing and has been included in SSRN's top 10 most frequently downloaded papers in subfields. Hunter earned a PhD from the University of Warwick, U.K., an MA from the University of Florida, and a BSc from University of the West Indies, Jamaica.



### **WOLFGANG JANK**

Wolfgang Jank is interested in using ideas from statistics and data mining to solve problems in e-commerce, marketing, and information systems. He co-initiated a new research area, statistical challenges in eCommerce and received the Best IS Publication award in 2008. Jank earned a PhD from the University of Florida and an MS from Technical University of Aachen (Germany).





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# ADMISSION REQUIREMENTS

## UNDERGRADUATE DEGREE:

Applicants must hold a degree from a regionally accredited undergraduate institution in the United States or from a recognized institution in a foreign country, but Executive MBA students come from a myriad of backgrounds. They hold undergraduate degrees from a variety of areas, such as business, psychology, communications, medicine, education, engineering, arts, or architecture.

## MANAGEMENT EXPERIENCE:

A minimum of five years management experience is required for most candidates, ten plus years is preferred. Your experience should be demonstrated through your resume and reference letters. While managing people is preferred, managing projects, budget, or products will be considered. Students work in fields as varied as sales, education, military, manufacturing, healthcare, marketing, technology, the arts, banking, or professional sports.

## TEST SCORES:

The vast majority of EMBA candidates are not required to submit a GMAT or GRE score for admissions consideration. However, some candidates may be asked to take either the GMAT or GRE in order to boost the competitiveness of their application. This is particularly true in cases when a candidate has a below average undergraduate GPA or fewer years leadership experience compared to our typical candidate profile.

# APPLICATION PROCESS

Submit the following (forms are found online [emba.usf.edu](http://emba.usf.edu)):

1. Preliminary application
2. USF application and official transcripts from each institution attended directly to graduate admissions
3. Complete and signed Corporate Approval Form
4. Three recommendation letters
5. Supporting documents: a professional resume, a statement of purpose
6. GMAT or GRE if required

A personal interview is required and is typically scheduled once the file is complete.

All foreign transcripts require evaluation from a foreign transcript evaluation service.

## APPLICATION DEADLINE

Because the Executive MBA program is a lock-step, cohort program, new students can begin the program just once a year, in the fall semester, which typically begins in early August. A maximum of 40 students are selected per cohort.

Early application is strongly encouraged; while applications are accepted year-round, applications should be received no later than July 1 for those who wish to start the following August. USF's Executive MBA admissions decisions are made on a rolling basis, so early applications mean early decisions.

## TUITION/FINANCIAL AID

The Executive MBA Program is a premium program that provides students with administrative and support services. Because of these additional services, the cost of the Executive MBA is higher than that of a traditional MBA. Program fees change yearly; visit [emba.usf.edu](http://emba.usf.edu) for a current fee schedule.

EMBA tuition is payable in installments; current rates can be viewed on the program website at [emba.usf.edu](http://emba.usf.edu). All textbooks and supplies, software, meals while in class, the land portion of the international study program, parking and a Wall Street Journal subscription are included in the Executive MBA tuition.

The Post 9-11 GI Bill covers a large amount of the tuition and program fees for the Executive MBA Program. The USF Veterans Service office can help veterans, active duty service persons and members of the Selected Reserve, and dependents of veterans eligible for benefits.

Additionally, many employers offer tuition assistance or tuition reimbursement programs. We strongly recommend students investigate these opportunities before applying for federal tuition assistance. Graduate students are eligible for Federal Direct Unsubsidized Loans and a limited number of Executive MBA scholarships are available to help offset educational expenses.



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## AACSB ACCREDITED

All of the business programs offered at the University of South Florida are accredited by AACSB-International, the hallmark of business education excellence. AACSB-accredited schools are considered to be the best business schools in the world. Schools bearing the AACSB seal provide undergraduate, master's, and doctorate degree programs that have passed rigorous standards for quality.

Not all schools will provide you a return on your investment. AACSB-International accreditation serves as a signal that USF's EMBA will. AACSB schools have better programs, better faculty, better students with higher overall GPAs, more international students, more employers that recruit from them, and graduates who receive better salaries.



**AACSB**  
ACCREDITED



**Sheryl Stafford**  
Leasing Manager  
Vertical Bridge Holding  
Class of 2015



**Ben Ward**  
Director of Operations  
U.S. Air Force  
Class of 2015



**Jim Stikeleather**  
Chief Innovation Officer, Retired  
Dell  
Class of 1987



**Julius Davis**  
President, CEO  
VoltAir  
Class of 2014



**Brian Lamb**  
Chief Corporate Responsibility and  
Reputation Officer  
Fifth Third  
Class of 2017



**Sheetal Patel MD, MBA**  
Practicing Radiologist – Beacon Health  
Business Owner – Karma Equestrian  
Class of 2014



**Josh McCoy**  
Manatee County Market President  
SunTrust Bank  
Class of 2015

## A NETWORK YOU BUILD - AND GROW

USF Executive MBA students and alumni remain connected and build a network that spans industries.



**Elizabeth Hennig**  
CFO  
Lowry Park Zoo  
Class of 2008



**Kahari Wood**  
Director, Rehab Services  
Solaris Rehab  
Class of 2015



**Suzanne Bennett**  
Managing Director  
AAA, Inc.  
Class of 2015



**Andre Kirwan**  
AVP  
The Bank of Tampa  
Class of 2013



**Nicole Barnett**  
AVP  
JPMorgan Chase  
Class of 2015



**Bob Donofrio**  
VP, Consulting Services  
Revenue Management Solutions  
Class of 2015



**Amit Kothari**  
Associate Chief of Staff, Performance Improvement & Informatics  
James A. Haley Veteran's Hospital  
Class of 2015



**Brian Kornfeld**  
Project Engineer – Black Belt  
Nielsen  
Class of 2014



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