Christina: Thank you all for joining. I'd like to welcome everyone to the University of Maryland Robert H. Smith School of Business Online MBA Information session. I'm Christina Walsh, and I will be your host for today.

I'd like to thank you for taking time out of your busy schedule in joining us today. Before we begin, I'd like to review what you can expect during the presentation.

To cut down on background noise we have placed all attendees in listen only mode. You can hear us, but we cannot hear you.

If you have questions during the presentation please feel free to type them in the Q&A box in the lower right-hand corner of your screen and hit send. Feel free to answer your questions as you think of them. We will answer as many as time allows at the end of the presentation.

Joining us today are Gary Cohen and Deena Myers. Gary Cohen is the Assistant Dean, responsible for the Smith Online MBA, EMBA, and Executive Education program. Gary is also a distinguished [inaudible 00:01:01] teaching fellow at Smith. He has won the respect of students and multiple teaching awards.

In addition, Gary has thirty years of Corporate Leadership experience in all business functional areas. Including Strategic Planning, Marketing, Supply Chain Management, Product Development and full P&L responsibilities.

Deena is an Enrollment Advisor with the University of Maryland, and has been with the Smith Online MBA program since its launch last year. She has worked with several different universities over the past four years in their enrollment department.

She graduated from Purdue University in 2009 with a Bachelor of Arts- in Political Science, and is currently pursuing her own MBA from the University of Maryland in school as a student in the Online program first cohort that started in January.

In today's session, Gary will begin with a short overview of the University of Maryland and the Smith School vision. He'll highlight the current key differentiators of the Smith MBA program, including their impressive network of Smith School alumni and faculty.

Next, Gary will talk about the Online MBA program including the specializations offered, the structure of the program and the skills students can gain.
Deena will present advantages of learning online, and provide an overview of what you can expect when you log on. She will then review the steps for applying to the Smith Online MBA program, including some helpful tips.

We will end the session with a Q&A session

Now I'd like to turn things over to Gary.

Gary: Thank you Christina. Welcome to the call.

The Robert H Smith School of Business is actually named for one of our alums, Robert H Smith. He was the chairman of the Charles E Smith companies. He received this naming in recognition for a $15 million gift to the school’s endowment back in 1998.

He's a 1950 alum of the College of Business. It was before it was the Smith School. He was an accounting major.

He is best known, if you're from the Maryland Virginia area, you will recognize Crystal city Virginia. He is best known for developing and building Crystal city in northern Virginia.

In addition to the Smith School name and gift, and others for the school. He donated 30 million dollars to the University of Maryland 2005e. This is a gift shared by the Smith School and the universities Clarice Smith Center for performing arts.

I want to talk to you a little bit about our core values at Smith. All elements of our strategic plan are built on the Smith School core values and principles.

The first, is creativity, innovation, and our entrepreneurial spirit. Innovation with a purpose brings value, and creating value is at the heart of any business or enterprise. At Smith, we value innovation and entrepreneurship and as key to business education in the modern world.

On the second would be integrity and accountability. Integrity and Accountability are essential to free markets and the conduct of global business. And the cornerstone of our Smith community.

Next, a global view embracing diversity. The world is increasingly more interconnected. This requires an understanding of, and an appreciation for cultures and people beyond the school's walls. At Smith, we value the rich contribution of people of many backgrounds and perspectives. We recognize that excellence cannot be achieved without diversity.
Why a Smith MBA? We have a track record for excellence, and focus on entrepreneurship and innovation. For students to have a real impact after their graduation, they need hands on experience with real world problems. Meaningful global opportunities, and they need the ability to be innovated an entrepreneurial. An environment that is really marked by diversity of races, cultures, incomes, genders, and expectations.

They must be able to use both qualitative and quantitative thinking in their approach to solving ambiguous and complex challenges.

The Smith School offers a systematic and a systemic business education with a rigorous approach that equips students to create social value and economic prosperity within their communities, and around the world.

It's for these reasons that you'll see that we are highly ranked amongst our peers. On the next slide you will see that.

We have a real commitment to the community. The Smith School interacts with business and policy leaders, private sector companies, governments, both at home and abroad, and nonprofit sector. Especially with our alumni and friends.

Working as partners with the Smith community, the quality and frequency of our outreach activities including executive education, corporate relations, development and alumni relations, and placement services.

Next, we have a world class faculty. Industry experts, innovated teachers, established thought leaders. Faculty that or internationally ranked in the top 15 in business research areas. Including finance, accounting, marketing, information systems, operations management, and supply chain management.

For example, Dave Goddis, who teaches our Marketing Strategy course. Hank Lucas, Who teaches our Strategic and Transformational IT. And Professor Batu, who teaches Accounting.

We mentioned our focus on entrepreneurship and innovation. As you can see in some examples here, many successful companies have been launched by students with the help of the Smith School, and our very own Dingman Center for Entrepreneurship.

For example, Kevin Plank is the founder of Under Armor. He first developed a Cupid's valentine, which was an annual business that sold roses for Valentine's Day, while he was at UMB. He put away $17,000 from that rose business, which eventually became the seed money for launching Under Armor. If you ever visit
the UMB bookstore, you'll be sure to find many of Kevin's Under Armor products there.

In another example, the fashion magazine, "Shop DC", was founded by an MBA student in 2005, with $7000 in startup funding from the Dingman center. Two years later, the magazine was bought by the Washington Post and Newsweek interactive, and is now part of one of the nation’s leading media companies.

Among the schools strengths are its strong and highly respected faculty. The caliber of students, successful alumni, and connections to Washington DC's business and political leaders.

We have over 150 full time faculty, 50 part time faculty, and 6 academic departments. The Smith School attracts faculty from the world's premier research institutions. Each has been selected for excellence in research, in teaching, and their ability to advance the strategic goals of the school. Smith faculty sit on the editorial boards of many leading academic journals, and serve as editors and managing editors.

As mentioned before, we have a diverse mix of students from a wide range of backgrounds that all share the desire to succeed and urge to reach their full potential.

There are more than 200,000 University of Maryland alumni living around the world. The Smith School of Business alone, boasts nearly 55,000 alumni living in the United States and more than 70 other countries. This is a robust and growing group of professionals that provide the global networking base benefiting all members of our Smith community.

Our University of Maryland alumni include some faces you may recognize. Carly Fiorina, the former CEO and chairman of Hewlett-Packard, and one of the best-known women in business. She actually graduated from Smith with an MBA back in 1980.

Sergey Brin, the co-founder of Google, who graduated in 1993 with a BA in Math and Computer Science. As mentioned earlier,

Kevin Plank, the founder of the athletic wear company Under Armor. Which he actually started while a student at the Smith School.

Connie Chung, the widely recognized television journalist, who graduated from our journalism school.
Jim Henson, the creator of Miss Piggy, Kermit the Frog, and the other Muppets is a graduate of the University of Maryland.

Larry David, the creator of Seinfeld, and star of HBO's Curb Your Enthusiasm, graduated with degrees from both the Smith School, and the School of Arts and Humanities.

The Smith School interacts with business and policy leaders, private sector companies, governments both at home and abroad, and the nonprofit sector. Providing connections to a vast network of influential contacts for students and alumni whether on campus, or Online.

Just spend a moment talking about our accreditation. The Smith School of business is AACSB accredited. AACSB is the Association to Advance Collegiate Schools of Business. This is the highest accreditation you can get for a business school. We are a long-standing and recognized member of this organization, and have been for many many years.

Then there's the MSCHE, Middle States Commission on Higher Education. This is a voluntary, non-governmental membership association that defines educational excellence across institutions with diverse missions and student populations and resources. Promoting quality assurance, and improvement in a higher education institutions. In Delaware, the District of Columbia, Maryland, New Jersey, Pennsylvania, Puerto Rico, and the Virgin Islands. That's the focus of this commission.

The Smith School is highly ranked by many respected organizations. US News and World Report recently ranked our part-time MBA program #22 in the country. Business Week ranked our full-time MBA program #24 in the country. CEO World magazine ranked us 24th top business school for experienced managers and senior executives in the world. Financial Times ranked as #24 in the world in research. And Poets and Quants, which is the definitive guide to Online MBA's rank the Smith Online MBA as #4 in the United States. Those are pretty impressive numbers.

Now I want to take a few minutes to talk to you a little bit about our Online MBA program. We are really pleased to offer our students for specializations, or a general track in the Online MBA program. The specializations include Accounting, Finance, Information Systems and Business Analytics, and Marketing.

Ongoing changes, and regulations in tax codes require leaders to understand the financial implications of key business decisions. In the accounting specialization, you will learn to analyze, track, and communicate the financial information necessary for planning business strategy and managing financial assets. This
program covers an in-depth understanding of advanced managerial accounting, financial analysis, and taxation.

Financial decision-making in today's fast-paced global environment does require updated skills and knowledge. The finance specialization engages in an in-depth exploration of the challenging intricacies of corporate finance, financial restructuring, and investing.

Here you'll gain an understanding of corporate finance and financial structuring, and portfolio management. You will also learn to evaluate Financial markets, determine risks, and make competent, impactful strategic decisions.

Collecting, analyzing and securing business intelligence is at the forefront of every CEO's mine. In the IS and business analytic specialization, you will earn the skills necessary to manage and analyze data, and design and implement information systems. You will also learn the management of information to make decisions that maximize strategic advantage and value. This specialization can help you develop your technical skills and leverage technology across all aspects of your organization.

How your organizations products and services are perceived has never been more critical to success, or more complex to manage then it is today. In the marketing specialization, you will explore the latest marketing topics such as data driven marketing, and permission marketing. You will learn how to create and maintain enduring customer equity. Identify marketing opportunities, and develop your brand management expertise. Discover what it takes to effectively position products and services and implement competitive marketing support.

For a broader MBA experience, use the general track that will introduce you to core management concepts in each of these specialization areas. This track will allow you to take classes in each of the four specializations.

Now, just to talk a little bit about the structure. Our Online MBA program can be completed in 21 months. Our program is 54 credits. By the way, all of their MBA programs are 54 credits. It's broken into seven, ten week terms.

The way it works is each term you'll be taking three courses. One ten week course, which is a three credit course, and two back to back five week courses, which are two credit forces.

You will also have two, three day on campus residencies. One at the start of the program, and one at the conclusion of the program.
Now, to talk a little bit about the opening residency. Again, you'll come in for three days. Instead of requiring prerequisites, what we do in this opening residency, is offer you an introduction to courses like finance, and accounting, and economics. Where you can get a little bit of an overview before launching into the actual course when you start the Online program.

That's the idea behind it. It's actually three fold. It's one, to get some background information in these courses. It's also to get an opportunity to meet your fellow classmates and bond with them. Finally, it's an opportunity for you to meet our faculty and staff, so that you can become a part of the Smith community.

Then of course, you will have that closing residency where you have a Capstone program. Again, it's a chance to bring everybody together for their last few days at the close. We really love this format.

I appreciate the time you spent with me. I now want to hand off back to Christina. Thank you so much.

Christina: Thank you Gary. Now I would like to hand things over to Deena, who will go over the Online experience. Deena.

Deena: Thank you Christina. My name again is Deena Myers. I am pleased to be able to speak with you on two different areas. First of all, I am in Enrollment Advisor here at the university of Maryland for the Online MBA program. I'm very excited about this program. It's been going so well, because I am actually a student, and our first cohort that started January 2014. I can definitely speak to you in bold capacities here.

The best part of the Online experience is that you actually get all of the same quality and rigorous on campus program, while still maintaining a lot of flexibility in your schedule.

I'd like to take a second to talk a little bit about this quote on the side "One of the things that we really pride ourselves on is access to faculty... We are here as a partner for students to manage the material that we set out."

That is really true. The Professors here are ranked #2 in the nation for a reason. They have always been very open with the Online students. There are not only office hours, but if you need extra help you can always contact your Professors to put together more time with them one on one, over the phone. I've always had a great experience with that, especially if it's a harder subject for you. We always encourage you to reach out to your Professors.
Connections. We directly interact with your Professors and classmates through the Online discussions, projects, and synchronous sessions. I'll talk a little bit more about synchronous sessions a little bit later. It's really a big and important part of this program to be able to talk face-to-face with your Professors and the rest of your class every week. It gives you a greater understanding of the materials and a great understanding of who you are as an MBA student as you move through the program.

Of course being an Online program, convenience is very important. You're able to complete your assignments, engage in discussions and take tests, really on your room schedule. Which is very important for most of us because we are King

You have complete support from us, from your Enrollment Advisor, your student advisor, tech-support and of course your teachers and your faculty. You really are surrounded by support here.

And then of course savings. You save time and money by eliminating your commute to class, reducing time away from your family and love ones. Also chaining your current work, especially if you travel a lot.

I know this is a question some of you guys already have asked. I'd like to go over our current class profile. This is actually our class profile for all of 2014. On average, it's about 70% mail and 30% female. We have an average age of about 31. A 3.14 average undergrad GPA. 550 is pretty standard for our average GMAT score, and generally about eight years of work experience for this program.

Now I would like to take you on a little bit of a virtual tour. This is your class session here. Many students when they come, they ask me about the Online experience. "What is it like? What does it look like? How does it work?" We are really actually thrilled to be using one of the most innovating learning management systems available today.

This is ELMS powered by Canvas. ELMS is designed to provide the highest level of student engagement and is enhanced by use of Adobe connect. It's one of the markets premier virtual classroom applications. Really what makes it so good is that it's simple, intuitive, and easy to use.

As you can see, the top navigation here allows you to navigate through your courses. It actually lets you link to your assignments, access your grades. You'll see it's actually on the side here, on this bar. You have a lot of great ways to keep yourself organized. You have your calendar, you have grades, which is your grade book. You can keep yourself organized that way. Of course, your courses also have highlighted assignments on the side here.
There's a lot more and we will show you as we keep going through the different phases of the Online experience here. There's a lot more like collaborative workspaces.

We integrate a lot with Google products. With Google Hangouts and Google docs, etc.

You have web conferences via Adobe connect. You're live virtual classroom with your Professor and your classmates.

You have a lot of integrated multimedia. We have an app center. We have mobile compatibility with your tablet and your phone. Then we also record all of our classes so you can watch it again if you are having trouble with the concept, or need to go back through an assignment walk-through again. That's always made available to you after class.

This is actually your home screen view. This is what you get when you click on your classroom. You are actually directed to your modules here, which I will talk about in a second.

Usually these modules, as you'll see with the different pictures here, they are representative of each week.

For your first week in class you will have module one. As you are going through the modules, you actually can through can't click through each part of the links and the webpages and it will show you if you have any recorded lectures that the Professor want you to see before you go to class. You'll see if you have any assignments that are due before or after class. You'll see if you have any interactive web materials. There is a lot of really cool materials that the Professors have put together for you to view Online. Maybe activities that go with anything that you're reading etc. You'll also see if you have any group threads, or group projects that you have to do.

This comes to the infamous discussion board. They are actually a very integral part of your Online learning. Each class has the ability for students to post ideas and comments in case studies, or findings from that week's readings.

I actually find that is far as our program goes, we don't rely so heavily on the discussion board. You might have one every two weeks, etc. It is something that we like to engage you into. Sometimes it will have group discussions. Or you'll have a case study that you have to read and post your comments on that. So that is a really great way to see that you're on track and thinking the same thing, or getting other ideas about a topic with your fellow classmates.
This is actually probably the most important part that you'll be using with you Online class. This is your live lecture. Your Professor will have a live lecture every week. As you remember, you'll be doing two classes a week. You'll have to attend this at a preset day and time within this Adobe Connect platform that's viewed right here. You'll actually have your Webcam up as you see the students, oh, there's Hank Lucas. The students are attending Hanks class here virtually.

Usually class sizes are around 20, maybe less. We can try to keep the class sizes capped at 20, so you have a real integrated place to talk with your Professor. They will have a lecture prepared. Or, if you have something, let's say you're working on an Excel spreadsheet. Your finance teacher is bringing you through what to do with an Excel spreadsheet. They can move your pictures off to the side and show you what's on their Excel spreadsheet or PowerPoint presentation.

It’s great because you actually get to see everybody face-to-face every week. You actually raise your hand and ask questions to the Professor. Generally they really like it when you physically raise your hand and talk amongst your class like that. It's very similar to what you would get in a regular classroom environment. It's something that we really try to foster because it's really helpful for you to bounce ideas off of other people in the class and hear what other people are thinking, and I actually have that one on one interaction with your Professor at a set time every time.

I really do hope that overview gave you a good idea of what to expect as a student in our Online MBA. I'd actually like to take this time to talk a little bit about our application process.

Each one of you will work with an Enrollment Advisor to ensure that you're able to complete the application process quickly. There are a few requirements for applying to the Online MBA program. First of all, you have to complete your Online MBA application. We can send out a link to that once we're done with the Online webinar here.

Then you will need your official transcripts from your Bachelor’s degree, of course accredited. And will need of course, if you have completed any Masters Degrees, PhD's, or Certifications, also having those transcripts would be great.

We will also look for your resume. GRE or GMAT scores. Now there is a waiver that is available for very qualified candidates. If you have questions about that, please do contact your Enrollment Advisor for questions. They will be able to help you understand if you’re a qualified candidate and if you should go down that path or if it would be better for you to take the GRE or GMAT. Because most students do actually end up taking the GRE or GMAT.
There is one letter of recommendation. An essay about your goals. Then there is an application fee of $75.

For international students that are not coming from an English-speaking country, of course talk to your Enrollment Advisor about that if this qualifies you will need your TOEFL scores in addition to the rest of your application. Then of course there is an interview at the direct discretion of the Admission Committee. This happens quite rarely.

All applicants who's applications are complete by the application deadline for the January session that is November 1, you will receive automatic consideration for a merit-based scholarship. Of course if you have more questions about that contact your Enrollment Advisor.

Starting on your first steps. Of course I would love for you to get in touch with your Enrollment Advisor. He was here to help you through this process. Not only for the application process, also for on boarding you need at the University. Will help you start your application Online. Then if you need to take your GMAT or your GRE, I would start studying for that. Usually students study for 4 to 6 weeks before they take the GRE or GMAT. Or, if you have scores from the last five years you can request your scores to come to campus.

You'll upload your official transcripts and your resume to the Online application. Then think about who you want to provide your recommendations. I would actually start talking to that person sooner rather than later because it gives them enough time to fill out the recommendation for you, add it quickly

Then the next thing is, let's think about how you will fund your degree. There's a lot of different ways that students do this. Through financial aid, military benefits, employee reimbursement, or private loan, or a combination of any of those. If you have questions about this, again get in touch with your Enrollment Advisor. They will help you as best as I can. If they can't, they will get you in touch with somebody who can.

Then really, there's only a few things left. Upload your essay. Then your recommendations. If you sent them out, and your recommender has completed them, this will be done. Then your $75 application fee is the last thing that you do for our application. Then you'll go in front of the admissions committee for review.

Christina: All right. Thank you Deena.

Deena: You're welcome.
Christina: Now I'd like to open everything up to the Q&A portion of our session today. We've already received some great questions, so I will just start there's off. The first question is does the University plan on adding other specializations such as Supply Chain Management?

Gary: I can take that Christina. We are looking at other specializations. But there is no decision that is been made at this time as to add any additional ones. The program launched in January, we have four right now. We're going to give it a little bit of time and reevaluate shortly.

Christina: Thank you. Next question. How does the Online MBA incorporate the pre-and post-residency that Gary talked about? Gary, can you go into a little bit more detail on that for us?

Gary: Sure. The pre-residency, or the residency at the launch of the program. As I mentioned, really focuses on a few functional areas that tend to be more challenging for students. The finance, the accounting and the E-Con. To make sure that you get some foundational knowledge before you actually take your first course in those subjects. That's the connectivity. It's really important to do that.

You're also going to have an experience with an action learning project during your opening residency. We are very big on experiential learning at the Smith School. An action learning project that weekend you will be broken into teams and actually innovate and create a new product. It's actually pretty fascinating. Everybody is going through this has really enjoyed it. The reason we do that is not only to learn how to work better in teams, but is a great way for you to bond with the people you will be in classes with Online going forward.

As far as the post residency, that's just an opportunity. We're going to have a Capstone at the end of that sort of pulls everything together. You will have activities that draw on the knowledge you've accumulated from all of the courses that you've taken. It's a great way to close out the program. Again, to do it in person is awesome because you've gone through those 21 months together and now you have a chance to be together again and see all of your faculty in person. We find that is just a great way to present this program.

That's why we do it at the beginning and the end. Hopefully now you can understand the connectivity.

Christina: Perfect, thank you Gary. Does the AACSB accreditation apply to the Online and part-time MBA programs?
Gary: The answer is yes. AACSB accreditation is accredited to a school, not to a program. The Robert H Smith School of Business is AACSB accredited. As a result, any program we offer is AACSB accredited, because it's the institution that's accredited, not the program.

Christina: Perfect, thank you. Next question. I have a lot coming in all at once. That's great participation everybody, thank you.

Next question. How does your Online class profile compare to in campus, in class profile?

Gary: I'm not clear.

Christina: Probably for the on campus special MBA, maybe in comparison to on class profile...

Gary: In student profiles?

Christina: The student profile, yes.

Gary: Got it, okay. Interestingly enough, that the Online MBA profile is a little bit older student. It doesn't have to be, it just worked out that way. It seems that our Online MBA applicants and students have approximately three more years work experience than our full time MBA's. That could be because they been mobile in our lives and have not been able to take the time to do an MBA until now. Now with the Online option, they are able to do it. We're not clear on the exact reason, but that is a difference.

As far as demographics, male/female ratios. I think it's pretty much comparable. As far as aptitude of the students, I would say it's comparable. The only difference really so far that we've seen is the years of work experience.

Christina: Thank you. This person has a military background, and will graduate with a degree in political science without having any corporate or business education experience. Can you suggest tips on deciding which MBA track might be best for him?

Gary: I get this a lot from students, even on the ground with those questions. My best response is you won't have to choose a specialization until later in the program. I'd say it's best to go through the foundational courses and see what you like. Because to me, more important than anything, you should follow your passion and do what you love. Some people absolutely love accounting, some love marketing, and some love finance.
There are great opportunities in any of those fields. I think the number one criteria is you've got to do what you enjoy. If you enjoy what you do, you'll do it well. That's the best advice I could give you. I would say leave your mind open, take the foundational courses, see what grabs you. If one of those subjects grabs you, go for it.

Christina: Wonderful, thank you. This next question is there any data on the average number of hours per week that students dedicate towards their courses to be successful?

Deena: I'll take that one Christina. I can tell you what me and cohort mates usually do is about 15 to 20 hours work all week. Of course when you have finals, or large projects due, sometimes it does go more, like 25 hours. It depends on how focused you can be, and how fast you can get your homework done. I would say budget in about 15 to 20 hours a week to do your homework and you should be just fine.

Christina: Great, thanks Deena. Does the Online MBA also include any students from the physical class? On campus, maybe they mean?

Deena: I think I know what they mean. A lot of students ask me if they are live classes or just a camera in a class that's going on campus. That's not what we do. Your class is taught separately by a Professor who is only teaching the Online students at that exact time. They are only talking to you. You are their focus in their class of 20.

That's how the program is taught. The Professor sits in front of their Webcam as you saw in the picture and they talk to the students that are in that class at that moment. You guys have that interaction that way. You're not competing against a physical class when you raise your hand and ask questions.

Christina: Perfect, thank you. We have some admissions related questions here. How soon would we hear the admissions decision once their application is submitted?

Deena: Usually, The time frame for admissions decisions is about two weeks, give or take. You'll need your application submitted for the January session by November 1. That's something that you're looking to do, the January session starts on January 8th with your residency. I would highly advise you to get in touch with you or admissions advisor as soon as possible so they can help you with the timeline that can best suit your needs and what you're wanting to do.

Christina: Great thank you. Can you talk about what the minimum GPA is? And a little bit more about the GMAT waiver, what percent gets waived?
Deena: I don't know that I have a specific percent of waivers. But you absolutely have to have at least seven years of work experience to even be considered for a waiver. You need to have a decent GPA.

I would say if you look at yourself and you say, "Okay, the 3.0 and undergrad, I have a lot of work experience." You should call your Admissions Advisor and see if they think you would be a good candidate for such a thing like a GMAT waiver. It's really an individual thing. As said, everybody should have that individual attention from us. If you feel like that is something that you would qualify for, go ahead and call us. On the number for here on the line. If you don't get through to us the first time after the webinar, go ahead and call us again. We really try to get back in touch with people within 24 hours. What was the other part of the question?

Christina: You answered both of those. Somebody wanted to know if they graduated from the University of Maryland for their undergrad, do they need to mail in their official transcripts?

Deena: No. We have your official transcripts if you're on campus. You'll just need your unofficial, and that's only from the University of Maryland College Park undergrad transfers only. If you're from any other University of Maryland system school, we will need an official transcripts.

For your admissions transcripts alone, you do need to upload Online your official transcript. Then once you're accepted, then you can send your official transcripts here to campus. Beforehand, just gather all your transcripts to come to you, and then upload them onto the Online application.

Christina: Is someone sent their GMAT scores specifically for the full-time or part-time program, do they have to resend it to the Online program?

Deena: I feel like a broken record. Call us and we will determine. [Crosstalk 00:41:19] if it's too old, there could be extenuating circumstances. If you did send it to us, give us a call and we'll see if we can locate it for you.

Christina: Thank you. How does the Online MBA program compared to the Executive MBA program?

Gary: I'll take that. Our Executive MBA program targets senior managers with at least 10 years of work experience and at least 2 to 3 years of managerial experience. The average age of their executive MBA is close to 40, 39 to 40 years old.

It's still a 54 credit program. It just focuses different population. Usually focusing people who are more senior in their careers. That's really the major difference.
Christina: Great, thank you. For the current cohort, can you tell us exactly what times of the day that Online classes are held?

Deena: Sure, I can do that. Most of cohort it seems to be the trend heading forward just because of how working and schedules etc., pan out. Usually classes are held in around 7:30 or 8:00 at night. Usually you get to choose between a Monday/Wednesday rotation, and a Tuesday/Thursday rotation.

For me, my classes right now are 8:00 to 9:30 Tuesday and Thursday. Every 10 weeks before your semester you'll get to choose what class time that we have that best suits you, just like you did in undergrad.

Christina: Perfect, thank you. Can a person switch to the in person program after the Online program?

Gary: Do you want me to take that?

Christina: They're not transferable, right?

Gary: Yes. They're not transferable today. Only in very extenuating circumstances, where somebody is maybe in the part-time program, and they have to be relocated to another part of the country, then we will enable them to switch to the online. But otherwise, they are not transferable.

Deena: That also is because of your cohort. This is full program. The Online program is a full program, it's not part of the program. You have your own class with your own classmates, your own cohort. That's the kind of experience that we want you to have. It's something that you have a network. You have a culture that you're a part of. You don't want to be switching back-and-forth between the part-time and full-time in the Online program.

Christina: Perfect, thank you. This person has some questions about the merit scholarships that they're hoping that Gary would be able to discuss. How much of the incoming class is typically refused merit scholarships? What is the average amount awarded?

Gary: I don't actually have a percentage. We have an allotment of scholarship money. It really depends on the applicant pool, and what their qualifications are. The amount is also very based on that.

We look at each application one at a time. Based on that, we make a decision. There is no science behind it other than we know what we're looking for. We're looking for a combination of things. One is how does this individual perform in their undergraduate? What type of school did they go to? What was their GPA at
that school? What was their major at that school? What have they done in their
career so far? What have they accomplished in their career? We will look at the
recommendations. We will look at their essay.

It's a package. It's very hard to isolate one percentage. It's really a one off basis.
We look and study each individual, and from that we make a determination of
that candidate and the merit scholarship they will receive.

Again, it's not something I can specifically measure for you. Because every
candidate is different.

Christina: Great, thank you Gary. If for some reason you need to suspend your
participation in the program due to work or personal related concerns, is that a
problem? I guess if they need to take off a semester.

Deena: What I always tell my potential applicants are, if it's an unforeseen event,
definite family, military, whatever, we will definitely work with you and try to
accommodate you as best as possible.

However, if you're feeling like you can only go two semesters and you need to
step out and you need to go back, we have been we have put this program
together to be a cohort system. We really want you to stay with that cohort. It's
meant for you to go through 21 months.

You do have breaks. You two, three weeks off in between semesters. Actually for
winter break you have about a month off. You have time off in between. I hope
that that will be enough.

If you step out, there might be potential issues of your class isn't offered for
another year. You can't move on to your foundation two classes, etc. I wouldn't
go into the program thinking, "Oh, in three months I'm going to need to take a
year off."

Christina: Great, Thank you Deena. Where can one find the various terms for their
application deadline and they're starting date. They're all available on our
website at least. So I can answer that question.

Just visit our website onlinemda@umd.edu. There's a section for deadlines there
and all of the upcoming term deadlines are posted there. Deena, I didn't know if
you wanted to add anything else to that.

The next question. Do the Online MBA students have access to recruitment
events on campus and other employment resources?
Gary: They do you have access. If they live nearby they can come to any of our events. As far as resources, we do have resources here. We had an office of career services. You would have access to a website that is a career services website.

Yes, you do have access to those resources. Granted, we understand that it's a little more difficult when you're an Online student. We do make those available to you.

Actually, when you come for your opening residency you will actually hear from the offices of career services. They will be speaking to you. You'll get that indoctrination when you're actually here for your residency.

Christina: Thanks Gary.

Gary: Sure.

Christina: How will the MBA diploma read? Will there be any indication that the degree was received on line? Also, will any specialization be listed on the degree?

Gary: No, there's no difference in the diploma. When you get an MBA from the Smith School, it's a Master’s in Business Administration. Whether you get an Executive MBA, a part-time MBA, a full-time MBA, or an Online MBA, your diploma reads The same. That the diploma will read as a Master of Business Administration.

Right now, the diplomas do not say the specialization, even though you have a specialization. That's an interesting point. I'm not sure where were going to be going with that, frankly. The first part of the question is really the more common question. We get that all the time. Your diploma will be identical to everyone else's MBA diploma in any one of our other programs.

Christina: Okay, thank you. Do we have any students taking the courses internationally from another country?

Deena: At this time, I don't believe we have any students that are internationally located. We have some international students that are in the program, but they are all stateside. That's a complicated question.

Again, call your admissions advisor, they will definitely have a good answer for you on that. If you have any questions about what you need to do and the requirements, etc. We can help you with that too.

Christina: Great, thank you.

Gary: Christina?
Christina: Yes?

Gary: I just wanted to add that we absolutely welcome international applicants. It does get more complicated with things like the TOEFL exam, but we are accustomed to that. We are a big business school, we have many students from all over the world attending the school on the ground. We're used to having international students. That's not an issue for us.

The only consideration would be the synchronous sessions. Which the times that Deena mentioned were Eastern time. That's the only thing you have to consider. The time of day that you would have engage in a synchronous session. Right now we have Online students on the west coast in California and so forth. I just wanted to make that clarification.

Christina: I appreciate that Gary, thank you. Can you go over the cost of the program? What's the tuition fees?

Deena: Sure, absolutely. Our tuition is broken down per 54 credit hours. It's $1481 per credit hour. Again, 54 credit hours. It comes out to be about $79,974.

Christina: Great. Are books or anything included in the tuition fees?

Deena: Books are not included, as per usual. I actually don't know of any graduate programs that include books. That would be interesting. I was so usually I spend about $50-$100 per class for books. We do have the Amazon Rental, and the bookstore has a lot of great options for your Professors to put together their own custom box. We try to keep the book prices down as much as possible. I would say budget in I would say about $50-$100 per class, per book. You Will be taking two classes at a time, so think about that as well.

Christina: Thanks Deena. Will more than one letter of recommendation be of any additional value for consideration into the program?

Gary: I can take that. Not really. The only time that could be helpful is if somebody is on the bubble and we're not really sure and if that extra letter makes a difference. I would say generally speaking no, it won't make a difference.

My recommendation is go for the person who knows you best, and who can speak to your character and your skills and abilities. I would go with that one.

Christina: Thanks Gary, This person wants to know what the program start date is for the summer?
Deena: We do have a July start date. Generally we have four sessions a year. You have your January session, you have your April session, and the July session, and the September session.

A good rule of thumb is your need to have your application in about two months before you want to start the program, if not three. If you're looking to start in the July session, I believe you'll need to have your application in by mid-May.

I would work with your Admission Advisor to make sure that everything is going to be prepared at that time if you need to take the GMAT, etc. That's a good time to start thinking about that because believe it or not, it's not that far away.

Christina: Yes, time flies.

Deena: It really does. Especially when you are preparing for GMAT.

Christina: Can you provide an example of outcomes for students that have completed the program? We haven't had anybody complete the program yet, but do we have any expected outcomes, or anything that we can speak to regarding that?

Gary: As you said, nobody is completed to you Online program. Speaking about our MBA programs in general, the outcomes are generally great. A big part of that is actually how much the student puts into the program. You get out of it what you put in.

As far as outcomes, for example, our EMBA program, a group just graduated in July. A huge percentage of them got promotions in the last year. As they were coming towards the close of the program. Our part-time and full-time programs the full-time programs of course, students are giving up their job to come full-time for two years. So they are very focused on getting a job when they get out. It's high-stakes for them because they are not employed.

Our placement levels are very very high. I think that's a great measure that the Smith School placement levels are extremely high for our full-time program. That's probably the best way to really look at it.

Part-time program, of course you got students who are happy in the organization where they work. What they are looking for is to improve their skills and see promotions. We are seeing that. We are seeing students who are getting those promotions and we are seeing part-time students Who are actually switching companies, and switching gears in their career.

I would say overall outcomes are great. I just want to caution that it is actually you who have the most impact on your outcome.
Christina: Great, thank you Gary. We are nearing in on the hour here. Just a couple of more questions. Are there any student interest groups or organizations available for the Online MBA students?

Gary: There are. We actually are encouraging Online MBA students to start their own clubs and programs. Just like our other students are doing. Yes, if you want, but it's a little more difficult because there are in person meetings for the clubs that are here. If you can come, and you can make it, you're absolutely welcome to join a club. That's a non-issue. We also encourage our Online community to start clubs. I don't know. Deena, do you have anything to add to that?

Deena: We are thinking about, but I don't know how close to completion this process is that we are going to start in Online Student Association as well. I know that Danielle is trying to put together quarterly seminars for the Online students specifically to attend during the expected residency as well.

I do know that we are always invited to go to residency. There are Friday night dinners that a lot of Online students already currently attend with the quarterly residencies. So there's a lot of great opportunities to participate with the Online program.

Then, aside from that there are study groups that do either Adobe Connector Google Hangout. Each cohort has their own way of communicating with each other. There is a lot of interaction that way. We have via social hours and stuff like that. There is a lot of great ways to participate with the Online cohorts as well as coming onto campus if you have the ability and the time. I would really encourage you to do that because it's great to get to know and network with other people.

Christina: Great, thanks Deena and Gary. This last question, it might take a little bit more time than we have the answer but maybe we can cut down a little bit of it. How does the G.I. Bill work when participating in the Online program?

Gary: Deena?

Deena: Yes, I'll take this. We do have a few things. First of all, the G.I. Bill, of course we are a synced school. That works very well with the G.I. Bill. If you don't know how that works, it depends on which G.I. Bill you have, but we'd love to talk to you a little bit more about your specific circumstances. Whether you're 100% or where you're at with your G.I. Bill.

We also are one of the only schools that has a specific G.I. concierge. We have a Director of Military and Veterans Affairs. He's in charge of not only helping you with anything that you have, or questions about the G.I. Bill etc.
Also, he's really a great touch point because there's a lot of working opportunities here for military veterans and current military members. Our Online cohorts actually is a very high percentage of either active-duty military or veterans. It is something that I would really encourage you get involved in that community as well. If you have specific questions about your G.I. Bill, again call your Enrollment Advisor. Our enrollment advisers are here until generally about 7:30 to 8:00 at night. We want to help you guys with this process. Do give us a call back and we will help you with that.

Christina: Great, thank you Deena. Okay, it looks like we have narrowed in on our time here. Thank you all for your participation today. On the screen you'll find the contact information for our enrollment office and Gary Cohen, who if you have any additional questions or if you would like to begin your application process.

I'd like to think Gary and Deena for their time and willingness to share their expertise. Also, thank you to all who have participated. We're glad you could join us, and hope the session was helpful to you.

Now I would like to open it up to the panelists for any closing comments.

Gary: I just want to say that I enjoyed being on this webinar. I hope that you were walking away from this webinar with a lot more knowledge and can feel very good about the Smith School of Business and the University of Maryland. If there is anything we can do to help you and support you along the way, by all means reach out to us. That's what we're here for.

Deena: Absolutely. I would add to that, our support begins now. If you have any questions whatsoever about the program, about the cohorts, about how you can start, if you're right fit for the program. If you don't understand certain things about The program, give us a call here at the enrollment office. We're very friendly, I promise.

We will help you through any problems that you might be experiencing. Also help you really engage with the program as a friend. Because this is the part where you're deciding to do an MBA program, and this is a very important part of your life. We would love to help you make the best decision possible. Give us a call, we're actually standing by right now for calls. The main number is 877-807-8741. Again, if you can't get through us, give us a call back. We are usually in the office until about 8:00 tonight.

Christina: Thank you all. Have a wonderful day.

Deena: Bye.
Gary: Bye.