

Sykes College of Business

MBA – Master of Business Administration



THE UNIVERSITY
OF TAMPA

MBA Concentrations:

Entrepreneurship

Finance

Information Systems Management

Innovation Management

International Business

Marketing

Nonprofit Management

The Sykes College of Business draws together talented faculty, sophisticated technology and cutting-edge curriculum to provide students with the tools to succeed in a changing world. Highly qualified students of diverse ages and backgrounds receive advanced training in an array of disciplines from faculty members with a pulse on the business community. The MBA program is available in two formats, full time and part time, and offers day, night and weekend classes.

Innovative Curriculum

One of the most established and exclusive in Florida, the Sykes College of Business MBA program helps each student develop the sophisticated, strategic mind-set of a successful business executive. An innovative curriculum focuses on creating value through emphasis on fundamentals and experiential learning. With the goals of learning what it takes to be a strong leader and preparing to step into a managerial role immediately upon graduation, MBA students build a wide breadth of knowledge that will sustain them through their careers.

An MBA student may be looking to take a career to the next level, make a change, start a business, develop leadership potential or expand horizons through business study and networking. The Sykes College of Business provides the tools to fulfill all of these goals while tailoring a course of study that meets individual needs.

With small class sizes, close faculty-student relationships and abundant industry connections, the MBA program encourages real-world learning through client projects, internships, case studies, consulting, strategic planning and data collection and analysis. The college's robust international travel programs help students incorporate a global view into their studies.

The university is located in the vibrant city of Tampa, where numerous national and global companies operate. UT's close proximity to downtown offers easy access and connections to the business community. Hundreds of companies — including T. Rowe Price, Citigroup, The Nielsen Company, Syniverse Technologies, Coca-Cola Enterprises and Franklin Templeton Investments — recruit at UT each year.

Internationally Recognized Program

The Sykes College of Business is accredited by AACSB International (Association to Advance Collegiate Schools of Business), the premier business accrediting organization. The College is rated one of the "best business schools" by *U.S. News & World Report* (2012); one of the 294 best business schools in the world by The Princeton Review (sixth year in a row); and in the "Excellent Business Schools" category in the 2011 Eduniversal Worldwide Business Schools ranking.



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FACULTY

Ninety-seven percent of UT's business professors have doctorates, and most have practical experience. Faculty consistently publish in high-level, peer reviewed journals. Their research often reveals practical findings that may be applied in real business settings.



Bella Galperin, Ph.D.

Associate professor of management Bella Galperin specializes in leadership, international management, workplace misbehavior and human resource management/organizational behavior.



Michael Weeks, D.Phil.

Associate professor of management Michael Weeks is the senior associate director of the TECO Energy Center for Leadership. His specializations include organizational theory, innovation management and leadership.



State-of-the-Art Facilities

From managing investments in the Huizenga Financial Trading Center to hands-on training in SAP and other enterprise systems, graduate business students have access to the most current technology through their coursework at the Sykes College of Business.

Learning by Experience

As a core component of the MBA curriculum, students are required to reach outside of the classroom to real-world interactions that shape their decision-making abilities and interpersonal skills. These practical learning opportunities help graduates become more attractive to employers and, in the end, better business leaders.

Practicum

Whether entering the MBA program immediately after undergraduate studies or following years in the business world, it's important for students to build portfolios of experience to enhance their résumés. UT requires graduate business students to complete Practicum credits and develop online portfolios. These credits can take a variety of forms, such as serving as an intern with a local company, developing foreign language skills or working with a personal coach. Students meet with an adviser to determine their Practicum credit activities and update their online portfolios regularly.

Strategic Analysis Program

This capstone course, sponsored by the Naimoli Institute for Business Strategy, requires students to provide real-world strategic analysis for local businesses. Each semester, teams of MBA students work with different companies to assess their strategies and make recommendations for improvement. Under the direct supervision of a professor, each team is expected to demonstrate expertise in management, finance, marketing, accounting and information systems management. The process involves extensive research, client meetings, data collection and a final written report and presentation to the CEO, board members or high-level executives within the company. Feedback from clients is positive, and company leaders often implement the recommendations UT graduate business students provide.

Shaping Well-Rounded Executives

Growing Entrepreneurs

MBA students may choose to concentrate in the growing field of entrepreneurship, where they learn how to generate ideas and determine whether they are feasible in the business world. The Florida Entrepreneurship Center at the Sykes College of Business teaches skills that are critical for anyone who aspires to be an entrepreneur or think like one — to see opportunities, prepare an executable business plan and obtain resources to support that plan.

Getting Ahead in Finance

The complex nature of today's world of investment and finance requires professionals equipped with advanced quantitative, analytical and decision-making skills to manage change and create value. UT's leading-edge finance curriculum focuses on practical financial management and modern valuation. MBA students may choose to concentrate in finance or to pursue a dual M.S. in Finance degree.

Sharpening Marketing Skills

MBA students who choose to concentrate in marketing develop their skills in marketing management, brand and product management, marketing research and sales management. UT offers applied experiential

marketing classes in specialty areas such as strategy, integrated marketing communication, services, global marketing and technology and e-commerce. An M.S. in Marketing is also offered.

Managing Information and Innovation

MBA students who choose concentrations in Information Systems Management or Innovation Management position themselves at the cutting edge of technology. They gain the tools to manage information systems operation and innovation, including revolutionary training in SAP software. UT is the only place in Florida — and one of a handful of universities in the nation — offering the SAP TERP10 Academy, a 10-day course that helps prepare students for the SAP certification exam.

Exploring International Business

Today's businesses compete in a global marketplace influenced by varying cultures, economies and mindsets. It's vital for UT students to understand how these differences affect international business relationships and operations. MBA students may choose to concentrate in international business, and all graduate business students are encouraged to study abroad.



student profile

Paul Weizer '11

Lt. Colonel, U.S. Army

An officer in the U.S. Army, Weizer has an undergraduate business degree from UT and many years of government work under his belt. Through the Army's Advanced Civil School program, he returned to UT to complete his MBA in 18 months.

After graduating, Weizer will resume his position as Department of the Army Systems Coordinator for Unmanned Aviation Systems, equipped with a new perspective and the skills to help direct government policy.

"I highly recommend UT's MBA program, and not just for the degree," he said. "The comprehensive business application process teaches you how to manage business in any form. I look forward to putting my leadership skills to work in the government and beyond."



The Sykes College of Business emphasizes teamwork, leadership development and real-world exploration of issues relevant to current and emerging business trends.

MBA – Master of Business Administration



Jennifer Maxwell '08
Executive Director, Warrick Dunn Family Foundation

After earning a master's degree in education and working for several years as a teacher of students with disabilities, Maxwell decided to move into the non-profit sector. To bolster her credentials and develop new connections in the field, she chose UT's Nonprofit Management Certificate program. Today, as the executive director of the Warrick Dunn Family Foundation, Maxwell draws upon the skills she learned in finance, fundraising development, operations, strategic planning and public relations.

"Completing The University of Tampa's Certificate in Nonprofit Management program has been the single most valuable experience in my nonprofit career. The caliber of instruction and rich content of each course are unparalleled, and the relationships I developed through the program with other professionals continue to serve as an asset to me."

Nonprofit Management

Through UT and the Nonprofit Leadership Center of Tampa Bay, MBA students have a unique opportunity to concentrate in Nonprofit Management. Additionally, non-MBA students may participate in the certificate track of Nonprofit Management — a great option for current social sector organization leaders in the Tampa Bay area.

Graduate business faculty in partnership with leading nonprofit practitioners teach courses that aim to strengthen current nonprofit managers and train the rising generation of industry leaders. The program focuses on topics designed to help students better manage organizations, such as effective board governance, strategic planning, understanding and creating budgets, marketing and fund development, conducting a feasibility study and tapping leadership potential.

Coaching Success

More than 120 Tampa Bay business executives from a variety of industries volunteer as coaches for UT graduate business students through the Tampa Bay Coaches Association. The relationships born from these partnerships often prove invaluable to both parties. Students may request to be paired with professionals who work in certain areas or have particular specialties.

Coaches meet with students regularly to work on strategies such as interview techniques, negotiation and networking. Through this process, students build self-confidence and gain new tools to help them achieve their goals. Opportunities abound for international students looking to overcome cultural barriers, or students seeking to test the waters in new career paths. Some coaches offer job shadowing or internship opportunities, while others decide to hire UT graduates.



About UT

The University of Tampa is a medium-sized, private university offering more than 140 areas of undergraduate study and 10 graduate programs. Richly diverse, UT is the school of choice for approximately 7,000 students from across the country and around the world.

Visit www.ut.edu/graduate for more information about UT and the Sykes College of Business.

