

# *One Global Economy. One Global MBA.*

*One-Year MBA*

**HULT** International  
Business  
School

GET PLUGGED IN TO THE WORLD



# ***One***



**1<sup>st</sup> in International Experience—The *Financial Times* 2012**

**1<sup>st</sup> in Return on Investment—*The Economist* 2011**

**1<sup>st</sup> in Post-Graduation Salary Increase—*The Economist* 2011**

**1<sup>st</sup> business school to have five global campuses and the ability to rotate**

**Created the world's largest crowdsourcing event for social good—  
The Hult Prize**

**The world's largest graduate business school in 2012**

# Our History

**Our legacy of providing globally relevant, practical education shapes our future as the world's largest graduate business school.**

## 1964—A practical business education

In 1964, the school was established as America's first corporate university, then known as the Arthur D. Little School of Management (ADL). ADL focused on delivering a practical business education for managers. The teaching pedagogy was different because it emphasized "action learning"—applying classroom theory in the real world. This methodology was honed over 40 years and is central to Hult's pioneering approach to practical business education today.

## 2003—The world's most international business school

In 2003, one of Europe's most successful entrepreneurs, Bertil Hult, financially supported the school to expand its teaching methodology to not only train effective managers but also prepare them to thrive on a global stage. Bertil Hult strongly believed students must experience cultural differences and global business practices firsthand, growing the school from its single Boston location to a global network of home campuses including London, Dubai, Shanghai, and San Francisco and rotation campuses in New York and São Paulo under the name Hult International Business School.

## Today—The world's largest graduate business school

Hult's compelling vision of a practical and global business education has attracted many students from around the world. Today, Hult has grown to become the world's largest graduate business school. Our growth demonstrates the tremendous demand for an innovative and practical business education.

### The world's largest graduate business schools\*

1	Hult International Business School	2,070
2	IE Business School	1,155
3	Northwestern, Kellogg	1,139
4	Macquarie Graduate School	1,071
5	INSEAD	1,008
6	Harvard Business School	903
7	University of Chicago, Booth	862
8	Indian Institute—Ahmedabad	861
9	HEC School, Paris	852
10	University of Columbia	822

Source: Annual intakes of ranked business schools from 2011 *The Economist* Which MBA rankings (Full-time MBA, EMBA, Part-time MBA) and 2011 *Financial Times* Master in Management (Master). Note figures exclude online MBA and non-reported Master degree programs.

\*Based on Hult 2012 projected intake figures.



### 1964

Arthur D. Little Inc., the world's oldest management consulting firm, establishes the Management Education Institute, which develops an innovative, accelerated one-year Master degree program to train business leaders.

### 1976

The business school is officially accredited by the New England Association of Schools and Colleges (NEASC), the regional accrediting body for all academic institutions in the northeastern U.S.

### 1998 *Forbes*

identifies the school's Action Learning curriculum as "highly distinctive," ranking it in the top five MBA programs in the U.S.

### 2002 *The Economist*

ranks the school the third-best business school in Massachusetts, after Harvard Business School and the Massachusetts Institute of Technology (MIT).



### 2003


The school is renamed Hult

International Business School, honoring benefactor Bertil Hult's personal vision and commitment to educating international business leaders.

### 2005

Hult's one-year MBA program earns the accreditation of the Association of MBAs (AMBA), making Hult the first business school in the U.S. to be recognized by this prestigious international accrediting body.





**“Today, success in business is as much about understanding cultures and globalization as it is about understanding finance and marketing. With our exceptional faculty, rigorous curriculum, and unique campus network, Hult International Business School is committed to educating not just leaders of business, but leaders of the world.”**

**Bertil Hult**

Chairman Emeritus of Hult International Business School.  
Founder of EF Education First—the world’s largest private education organization—and educational philanthropist.

See Hult's TV campaign on **CNN**



**2008** Hult welcomes its first class of students to the MBA program in Dubai. Hult is the first U.S. academic institution to be licensed in the U.A.E.

**2009** The *Financial Times* adds Hult International Business School to its prestigious Top 100 Global MBA rankings. Hult’s London campus welcomes undergraduates and graduates.

**2010** Hult is ranked #1 in International Experience by the *Financial Times*. The school’s fifth campus is opened in downtown San Francisco. The first Hult Global Case Challenge is launched, revolutionizing the business of giving and benefiting One Laptop per Child.

**2011** Hult launches a one-year Master of Social Entrepreneurship degree. The school is ranked #3 in International Business by the *Financial Times*. Hult’s flagship campus in China opens in the heart of Shanghai. Former U.S. President Bill Clinton awards USD1 million prize to Water.org at the Hult Global Case Challenge Final.

**2012** Hult becomes the world’s largest graduate business school, opening new campuses in London and Dubai, and offers rotations to New York and São Paulo. Hult Global Case Challenge is renamed to the Hult Prize.

# ***Why Hult?***



# Why students choose the world's most international business school:

## Global Campus Rotation

Hult offers students a unique opportunity to see the world while they study. During your MBA you can start anywhere and go anywhere. In the Global Campus Rotation, you can pick your home campus and then spend up to three months studying at two others. Students could begin in Boston, then travel to Shanghai via London or São Paulo, or San Francisco via Dubai or New York. You'll get an inside look at the world's fastest-growing economies and examine international business practices close-up. Almost 90% of our students choose Hult because they are interested in this option, and over half of our students spend time on more than one campus (more on page 12).

## Unrivaled global perspective

Today's global economy rewards people who can traverse borders, understand cultures, and operate in international contexts. Hult's one-year MBA provides you with an unrivaled, intimate global experience, working alongside peers from 120 nationalities speaking 105 languages, learning from faculty with American, European, and emerging market expertise. Hult students graduate with the ability to thrive in international business and adapt rapidly to changing global environments (more on page 8).

## A U.S.-accredited degree

American-style graduate programs have long been the premier standard in business education. Hult International Business School is accredited by the New England Association of Schools and Colleges (NEASC) and Association of MBAs (AMBA). No matter where you decide to pursue your MBA, you will graduate with a U.S.-accredited degree.

## Fastest return on investment

Our 12-month intensive program results in the fastest return on investment compared to higher-priced two-year MBA programs. Equipping yourself with a Hult degree in 12 months results in lower cost, less time away from work, and quicker re-entry—with an MBA salary. Hult currently ranks #1 in post-graduation salary increase and #1 in return on investment by *The Economist*, and our students, on average, are able to recoup their investment in a little over a year.\*

### Payback Comparison

Hult	1.5 years
IMD	2.2
IE	3.4
Cambridge	3.6
Cass	3.8
Oxford	4.2
London Business School	4.5
Insead	4.5
Stanford	5.6
MIT	5.9
Wharton	6.2
Harvard	7.4

\*Source: Based on *The Economist* Which MBA? 2012

## Hands-on business experience

Unlike other business schools that are research-oriented, most of Hult's faculty have real-world experience. Many have worked for companies like P&G, Sony, and Credit Suisse, while others have run their own businesses or created their own patents. Hult empowers students to develop real-world skills by completing a six-week Action Project consulting for a leading company or non-profit like Samsung, IBM, Nike, or One Laptop per Child. This reinforces our mission to prepare job-ready graduates who can deliver results from day one (more on page 31).

## Top-ranked business school

Hult continues its rapid ascent in business school rankings. Hult is ranked #1 for International Experience and #3 for International Business by the *Financial Times*. Hult is ranked #21 in the U.S. and #31 in the world by *The Economist*.



Global MBA  
Ranking 2012



## Thought-leading education

Hult is on the cutting edge of business education in several key areas: emerging markets, digital marketing, social entrepreneurship, and crowdsourcing. The school has launched the first marketing program dedicated to digital marketing, search engine technology, and the impact of social media. In addition, you have the option to specialize in project management concurrent to pursuing your degree. The school also organizes the world's largest business school competition for the Hult Prize (formerly known as the Hult Global Case Challenge) which crowdsources ideas from students all over the world to leading companies and non-profit organizations tackle a major social challenge.

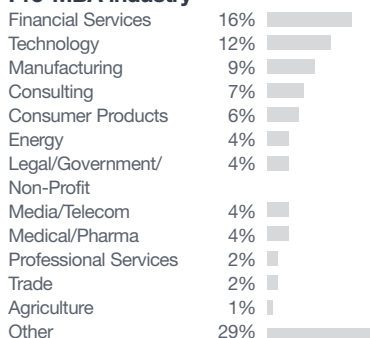


# Your Network Just Went Global

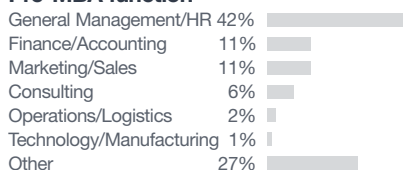
Hult gives you an astoundingly diverse network of connections and contacts.

## Snapshot of MBA Class of 2013

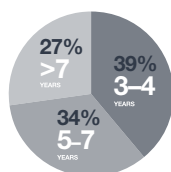
### Pre-MBA industry



### Pre-MBA function



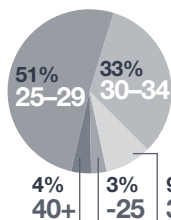
### Professional Experience



**7 years**

AVERAGE PROFESSIONAL EXPERIENCE

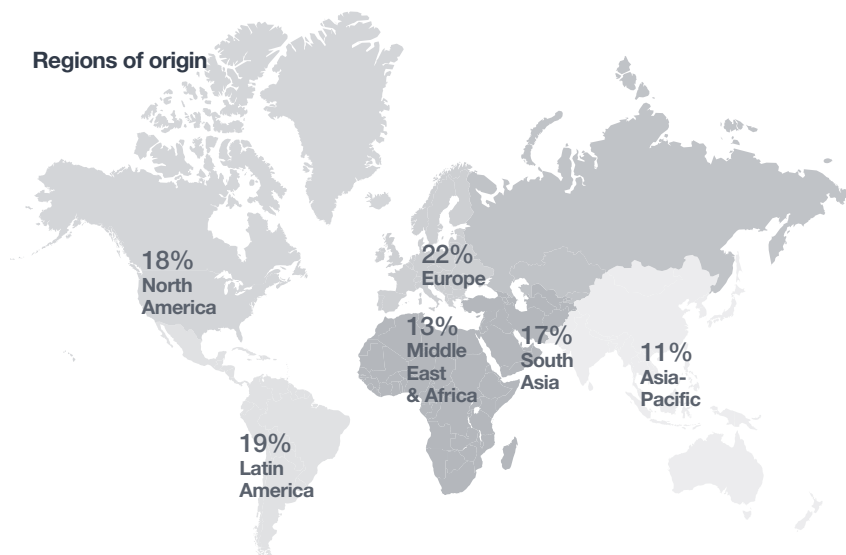
### Age of Hult MBA students

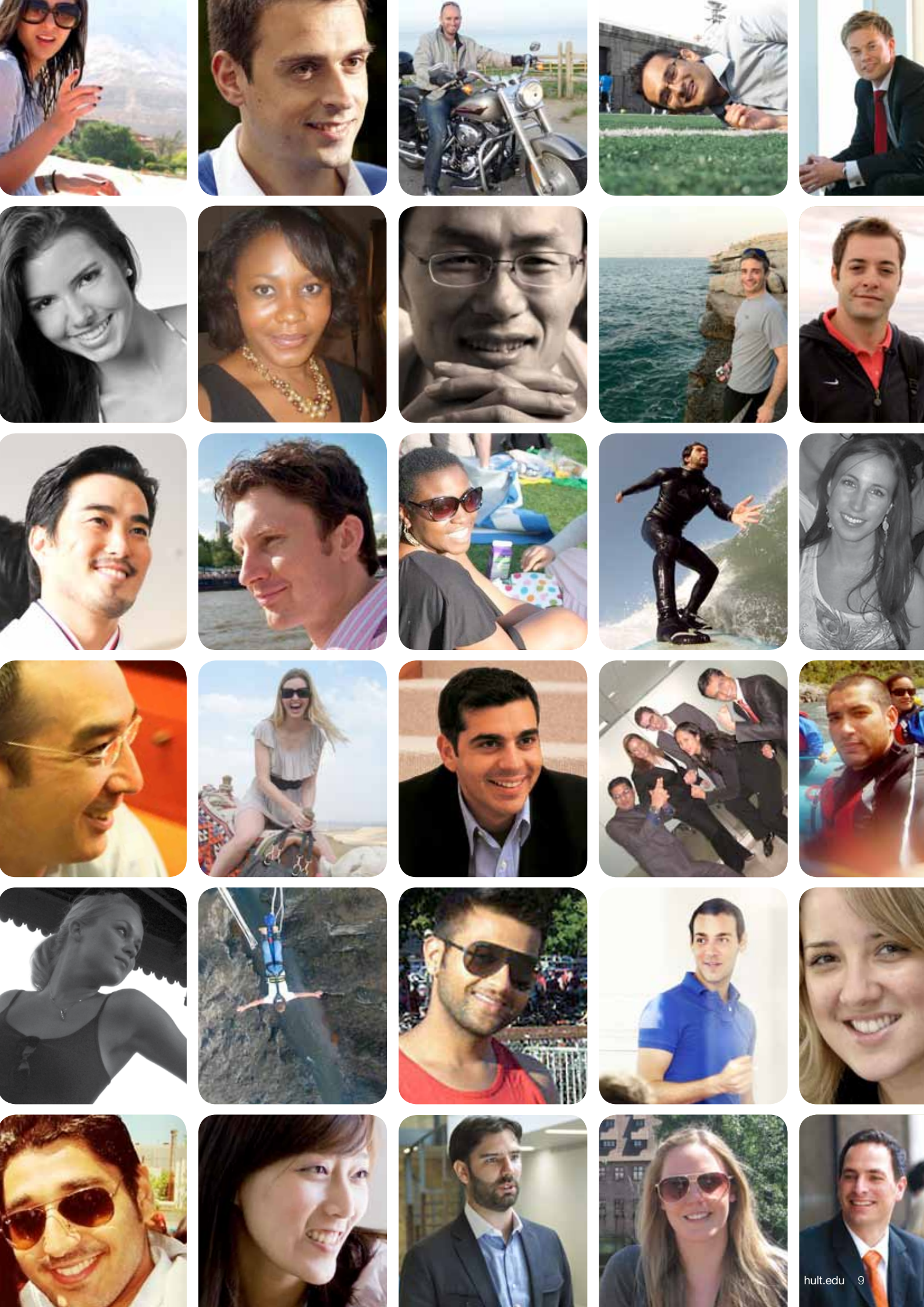


**30**

AVERAGE AGE OF A HULT MBA STUDENT

### Regions of origin





***One  
Global  
Economy.***

***One  
Global  
MBA.***

*An International  
Perspective*

**Boston**

**San Francisco**

**Shanghai**

**London**

**Dubai**

**New York**

**São Paulo**

# Global Campus Rotation

**International experience is crucial for today's global executives. Hult offers you the extraordinary opportunity to live and study in Boston, San Francisco, London, Dubai, Shanghai, New York, or São Paulo.**

## **Immerse yourself in the world's most influential cities**

Hult's Global Campus Rotation gives you the chance to study in up to three of our seven locations. This provides you with a unique opportunity to experience firsthand the emerging markets of the Middle East and the powerhouse economy of China or to develop a broad network of corporate contacts across multiple continents.

Choose to stay on your home campus for the full year or spend up to 12 weeks taking electives on one or two other Campuses or Rotation Centers. Imagine starting your MBA program in London and then spending time in Shanghai before graduating in Boston. It's a truly life-changing experience that only Hult can deliver.

## **Seamless experience from Hult to Hult**

Our Global Campus Rotation is fully integrated into our MBA curriculum. Unlike most business schools that offer their students study abroad opportunities through exchange programs with other institutions, Hult prides itself on being the full provider of the Global Campus Rotation.

No matter which Hult campus you are on, you will use the same electronic library and the same Course Management System and will be familiar with the way our Career Services and Student Services work.

You'll mingle with Hult classmates from other campuses during your Global Campus Rotation and build valuable contacts as you study alongside new faces and learn from different faculty on our campuses. Our global network ensures that your MBA experience is uninterrupted and hassle-free.

## **A closer look at international business**

By learning international business in a global setting, you'll be able to put complex issues into context and gain new market insights. Study finance on our New York campus and compare your ideas to what regional thought leaders will do. Discuss a case study about the manufacturing industry in China and then go on a tour of the world's largest textile factory. Nothing can replace the experience of getting an on-the-ground understanding of what is happening in different parts of the world — international business cannot just be taught in a classroom.

Capitalize on Hult's expert Career Services offered on each campus to gain personalized professional job advice in the local market. Each campus hosts different career fairs and panels during Global Campus Rotation to help you launch an international career.

### **Modules A-C Home Campus**

September–April  
Start your MBA study on your home campus.

Home Campus Options:  
Boston, San Francisco, London, Dubai, or Shanghai

### **Module D Global Rotation<sup>1</sup>**

May–June  
Remain at your home campus or choose to rotate to another Hult campus to take your Action Project and electives (6 weeks).

Campuses:  
Boston, San Francisco, London, Dubai, or Shanghai  
Rotation Centers:  
New York or São Paulo

### **Module E Global Rotation**

July–August  
Remain at your home campus or choose to rotate to another Hult campus to take electives (6 weeks).<sup>2</sup>

Campuses:  
Boston, San Francisco, London, Dubai, or Shanghai  
Rotation Centers:  
New York or São Paulo

<sup>1</sup> Global Rotation is subject to availability. Please refer to the program pages for rotation specifics.

<sup>2</sup> Graduation is only available on a home campus: Boston, San Francisco, London, Dubai, or Shanghai.



# A life-changing opportunity to study in 3 cities in 1 year.

Experience international business firsthand with Global Campus Rotation. Study at up to three of Hult's campuses or rotation centers in Boston, San Francisco, London, Dubai, Shanghai, New York, or São Paulo.

## **"Boston offers a great combination of academics and a thriving social life."**

There's so much happening in Boston. All kinds of sports, from marathon running to kayaking, not to mention the academic pursuits—everything combined creates an amazing overall experience. There's an expression that 'the business of America is business,' and it's very true."

**Arun Varma**

Senior Digital Marketing Manager  
B2.com  
India, Class of 2010

### **Boston Rotation highlights**

- Visit to East Coast headquarters of tech giants Microsoft and Google, just a few miles from Hult's campus
- Hult's Annual Venture Capital Summit on campus, gathering more than 200 venture capitalists, entrepreneurs, and students to discuss mobile technology, education innovation, and global investing
- Hult Energy Conference with panels on clean tech, oil, and natural gas
- Boston's "Campus Connectors" guided global rotation classmates to their favorite parts of the city
- American cultural immersion with trips to Red Sox baseball games and Cape Cod beach and trips to go hiking and whale watching
- Team-building exercises including paintball and scavenger hunts

## **"San Francisco is the center of technology."**

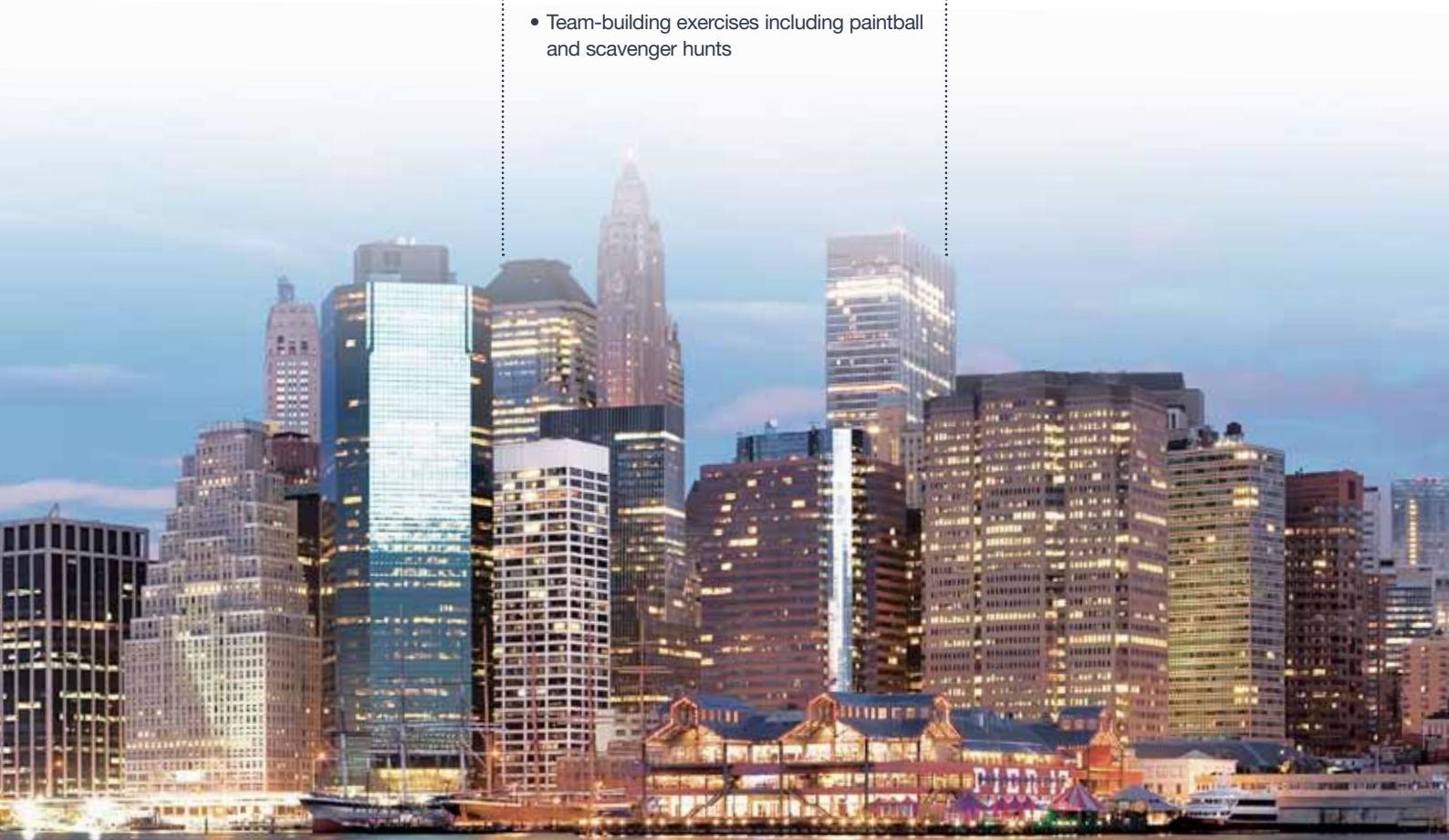
Silicon Valley offers loads of opportunities. People do business differently here—they're pioneers. There are brilliant people open to new ideas and constantly generating amazing stuff. Not to mention, the weather is great too!"

**Rashmitha Matta**

International Product Manager  
Electrolux  
India, Class of 2010

### **San Francisco Rotation highlights**

- Visit to Napa Valley to investigate the economics of the wine industry and running a vineyard
- Tech trek in Silicon Valley from Palo Alto to Mountain View
- Startupism forum for entrepreneurs and wannabe entrepreneurs
- Featured guests from Fortune 500 companies (like Microsoft, Gensler, and Wells Fargo Bank) sharing their insights and employment experiences in working for their companies
- Company visits to IBM, Cisco, Intel, and Stanford Persuasion Lab
- San Francisco Giants baseball game at 3M Stadium
- Boat cruises on the Bay, yoga classes, and hiking trips to Angel Island and Tiburon



## “London is the world’s most international city.”

In London, I met with senior executives from the consulting industry, as well as John Scully, the ex-CEO of Apple, at Hult’s Executive Speaker Series—he had some exciting ideas about entrepreneurship.”

### **Joshua Boone Wilcoxson**

Business Manager

Capital One

U.S., Class of 2010

### **London Rotation highlights**

- Guest Speaker Sir Martin Sorrell, CEO of WPP Group (in conjunction with AMBA)
- Guest Speaker Andrew Witney, CIO Barclays, discussing global economy
- Dominican Republic Ambassador speaking on campus
- Simon Cohen, Founder and CEO of Global Tolerance
- The Apprentice event to build branding, manufacturing, buying, advertising, design, promotion, and selling skills
- Excursions to York, Edinburgh, Wales, Windsor, Hampton Court, and Royal Ascot
- Queen’s Jubilee afternoon tea and 2012 London Summer Olympics celebrations
- Experiencing London—a history and city tour, theatre shows “Les Miserables” and “War Horse,” and a picnic in Hyde Park
- Health and wellness week on campus including massages, yoga class, boot camp, and a smoothie taste-off

## “Ultimately, I want to work in Dubai.”

I wanted to see how business functions in a different context. There are different ways of doing business around the world—how can you approach global management if you haven’t seen it in a different way? In Dubai, it’s all about your relationships. People communicate more to reach a decision. It’s a very friendly culture.”

### **Heather Kanabe**

Project Manager

Salt and Pepper Events

Canada, Class of 2011

### **Dubai Rotation highlights**

- Hult Leadership Forum with executives from BT, Emirates NBD, Cisco, IBWG, and Envestors. Opportunities for coaching/mentoring from CEOs and Directors
- Ernst & Young MBA Event with open discussions with executives and other business school students
- Company visit to 3M to touch, feel, and interact with 3M’s technology and 3M management presentation
- A desert safari, dune bashing, sandboarding, belly dancing, indoor skiing, and Dhow cruise around Dubai Creek
- Speakers Series Chairman of Unilever Middle East and Senior Economist at Standard Chartered Bank
- Guided visit to Sheikh Mohammed Center for Cultural Understanding with talk by Nasif Kayed about Islamic culture and business etiquette
- Lebanon World Island excursion
- Abami Team-building Day—rock climbing, high ropes, and team-building exercises
- Health Awareness Week—yoga, nutritionist talks, and free massages on campus

## “My experience in Shanghai changed my life.”

My Global Rotation there empowered me to understand how I would be able to do business in China and develop my career there. Every class I took in Shanghai was taught by phenomenal professors with extensive international experience and, I loved our factory visits and field trips. There is probably no better place to experience the value and impact of globalization in business than China.”

### **Jenny Liu**

Founder, Liu Consulting

U.S., Class of 2011

### **Shanghai Rotation highlights**

- Tours of companies like Giant, China’s largest bicycle manufacturer; Tyco Electronics factory; Baosteel, the world’s largest steel company; and Alibaba’s data monitor center, China’s largest e-commerce group
- Digital marketing presentation and panel discussion by Mindshare Partner and top digital marketing executives
- “The Speed Traders” author Edgar Perez discussing high frequency trading
- China job market overview with executive recruiters
- Cultural activities like kung fu and an acrobatic show and Chinese calligraphy
- Ancient Water Town tour
- Climbing Shanghai’s Lupu bridge—the world’s largest arch bridge
- West Lake Opera excursion to Hangzhou
- F1 (Formula One) car racing



# Boston



Hult's Boston campus is on the banks of the Charles River.

## America's top student town

Set on the banks of the Charles River with great views of downtown Boston from your classroom, Hult Boston is in a prime location, down the street from the great universities of MIT and Harvard and America's top biotech, fund management, and healthcare firms. Within walking distance of historic Beacon Hill, our campus was designed by renowned Swedish architect Thomas Sandell. This internationally acclaimed building has excellent facilities that include an on-site restaurant with a bar and outdoor patio. The birthplace of the management consulting field, Boston also serves as headquarters to biotechnology, fund management, and a host of other key industries. This is a great place to build business contacts, as our campus is a magnet for an impressive array of speakers.

## Strong school spirit

Our intensive one-year MBA program fosters a strong sense of school spirit. At any given time you may listen to guest speakers like Steve Forbes, publisher of *Forbes* magazine, or learn about trends and opportunities in pharmaceuticals, finance, marketing, non-profit, consulting, HR, or supply chain at industry insight panels held on campus. Join any number of Hult's student-run clubs: the Hult Finance and Investment Club, Asian Business Club, Latin American Club, Consulting Club, Marketing Club, or Art Club. Hult Boston is always buzzing with events, from alumni gatherings and networking receptions to Celtics basketball and Red Sox baseball outings, family barbeques, and drinks at Lingo—the list goes on. Families and partners are readily integrated into the student community and are always welcome to join activities.

#### Hult Boston

1 Education Street  
Cambridge, Massachusetts  
02141 U.S.  
Tel: +1 617 746 1990

[hult.edu/boston](http://hult.edu/boston)

#### Programs offered

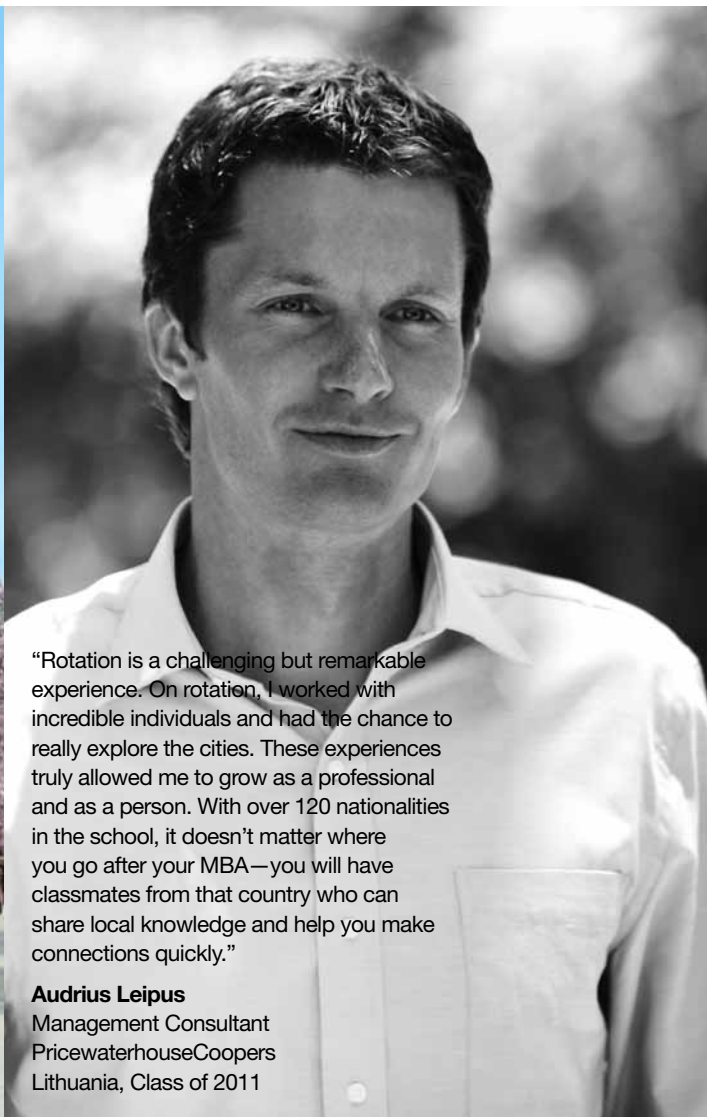
MBA  
Master of  
International Business  
Project Management  
Specialization Option

#### Boston business glimpse

► Headquarters of consulting giants Bain, BCG, and Monitor  
► Top of Innovation Cities Global Index  
► Knowledge-based economy stems from region's educational excellence: Harvard and MIT are close-by  
► Financial services center—global headquarters for Fidelity and State Street  
► Strong reputation for venture capital  
► Prestigious healthcare industry with 17 renowned hospitals



Hult welcomes candidates to visit any campus year-round and meet with our dedicated Academics, Student Services, and Career Services teams. Register on [hult.edu/visit](http://hult.edu/visit)



“Rotation is a challenging but remarkable experience. On rotation, I worked with incredible individuals and had the chance to really explore the cities. These experiences truly allowed me to grow as a professional and as a person. With over 120 nationalities in the school, it doesn’t matter where you go after your MBA—you will have classmates from that country who can share local knowledge and help you make connections quickly.”

#### Audrius Leipus

Management Consultant  
PricewaterhouseCoopers  
Lithuania, Class of 2011



Interiors designed by renowned architect Thomas Sandell.



#### Boston campus life, snapshot of past events

► Hosted Executive Speaker Steve Forbes  
► Visits to Google, Microsoft, Iron Mountain, Philips, and Genzyme  
► Career Day featuring company presentations, mock interviews, workshops, and networking opportunities with Nokia, MassChallenge, Genscape, United Way, Demandware, and Best Doctors  
► Hult Energy Conference  
► Hult Boston TEDx on social innovation held at Microsoft Nerd Center

# *San Francisco*



Hult's downtown San Francisco campus.



## **Epicenter of the high-tech world**

San Francisco's Bay Area is the epicenter of the world's high-tech industry. Silicon Valley, just south of the city, is home to an extraordinary array of breakthrough companies including Google, Apple, and eBay. The city's entrepreneurial culture, breathtaking scenery, and economic clout make it a great place to live and study. San Francisco is the place to learn about innovation—like this past year's tour to Stanford's Persuasion Lab. Even the events are innovative—from Hult's co-hosted TEDx Food Revolution Day with local chefs and food entrepreneurs and the student-organized Business without Borders, a forum about global business, to Startupism 2012, which featured keynotes by "Innovation Guru" Phil McKinney and savvy tech investor Steve Jurvetson.

## **Study in the heart of San Francisco**

Hult's San Francisco campus is located in Levi's Plaza, adjacent to historic Telegraph Hill. The entire city of San Francisco and the surrounding Bay Area are easily accessible: the campus is in walking distance from the financial district and Fisherman's Wharf and close to the city's vibrant cultural and shopping venues. Covering 45,000 square feet, Hult San Francisco offers a vibrant, contemporary studying experience—fitting for a city that leads the world's high-tech industry. Formerly a dot-com headquarters, Hult San Francisco's spacious and modern campus boasts four amphitheater-style classrooms, a video conferencing station, a fully equipped computer center, student breakout rooms, and stylish student lounges, all with high-speed wireless access.

#### Hult San Francisco

1355 Sansome Street  
San Francisco, California  
94111 U.S.  
Tel: +1 415 869 2900

[hult.edu/sanfrancisco](http://hult.edu/sanfrancisco)

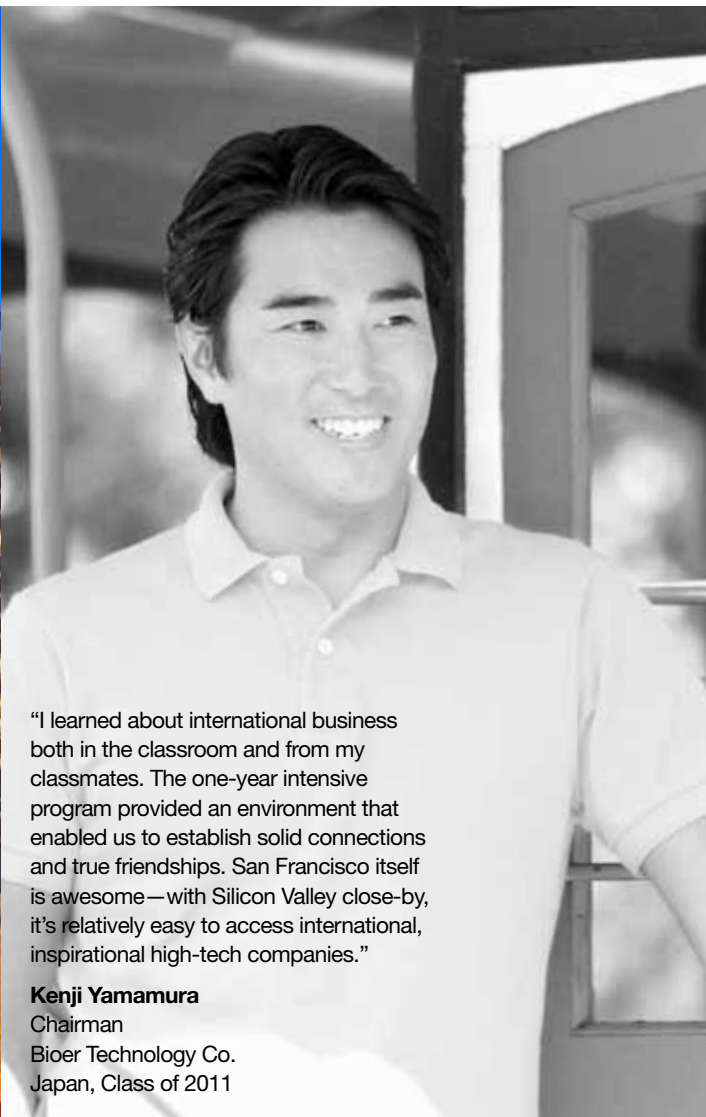
#### Programs offered

MBA  
Master of  
International Business  
Master of  
International Marketing  
Master of  
Social Entrepreneurship  
Project Management  
Specialization Option

#### San Francisco business glimpse

► San Francisco Bay Area  
center of social media revolution  
► Home to Google, Apple,  
Facebook, Cisco, Intel, and  
Twitter ► Consumer industries  
in retailing, clothing, and wine—  
beloved American brands like  
Levi's, Pottery Barn, and Gap  
were born here ► Hub for new  
global green technology industry

Hult welcomes candidates to visit any campus year-round and meet with our dedicated Academics, Student Services, and Career Services teams. Register on [hult.edu/visit](http://hult.edu/visit)



"I learned about international business both in the classroom and from my classmates. The one-year intensive program provided an environment that enabled us to establish solid connections and true friendships. San Francisco itself is awesome—with Silicon Valley close-by, it's relatively easy to access international, inspirational high-tech companies."

**Kenji Yamamura**  
Chairman  
Bioer Technology Co.  
Japan, Class of 2011



Enjoy our newly refurbished and contemporary school.



#### San Francisco campus life, snapshot of past events

► Executive Speaker Jimmy Wales, founder of Wikipedia ► Startupism 2012 ► Business Without Borders forum ► Retail industry panel including student fashion show to benefit United Way and YWCA ► Company visits to IBM, Cisco, Intel, Dwell Magazine, and Stanford Persuasion Lab ► Fitness boot camp along the Embarcadero ► Executives from Morgan Stanley, Booz & Company, Wells Fargo and Microsoft speak on campus

# London



Hult House is in London's Bloomsbury district.



## The world's most influential city

Live and study in the world's economic hub—London. The British capital is home to 100 of Europe's top 500 companies, with one of the most diverse populations of any city on the planet. With so many leading companies headquartered in London, our campus is the perfect launch pad for a successful career in international business. Student-led clubs like the Consulting Club, Creative Industries Club, Finance Club, Hult Global News Online, Model UN, and more keep the campus buzzing with fun activities and top guest speakers from companies like Facebook, McKinsey, Real Madrid Football Club, and Accenture.

## Central London at your doorstep

Located in the center of London, Hult's campus is a newly refurbished landmark building that overlooks Gray's Inn Garden in the famous literary and academic district of Bloomsbury. As a Hult student, you will benefit from what economists call the "cluster effect": the added value of studying in London where the close concentration of so many top academic institutions creates learning and networking opportunities. You are within striking distance of the best that London has to offer: world-class museums and parks, Oxford Street's shops, West End theaters, Marylebone's boutiques, and Soho's exciting nightlife, all at your doorstep.

## Hult London

37-38 John Street  
London WC1N 2AT  
U.K.  
Tel: +44 207 341 8555

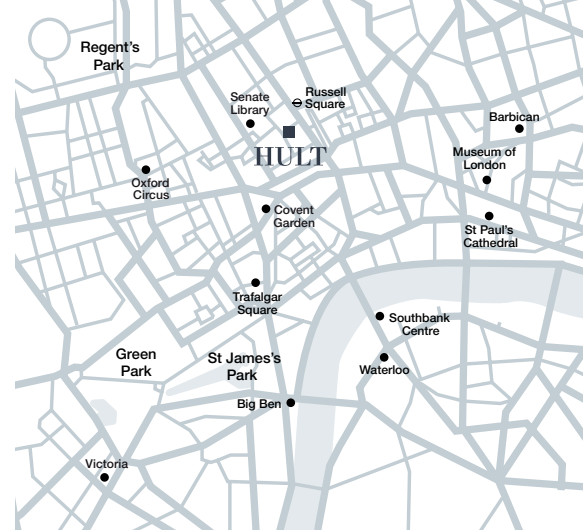
[hult.edu/london](http://hult.edu/london)

## Programs offered

MBA  
Master of  
International Business  
Master of International Marketing  
Master of Finance  
Master of  
Social Entrepreneurship  
Executive MBA  
Project Management  
Specialization Option

## London business glimpse

► Home to 100 of Europe's top 500 companies ► Top of Global Financial Centers Index  
► Biggest economy in Europe, generating more than USD400 billion a year ► 2012 Summer Olympic Games ► Global leader in wealth management, private banking, hedge funds, and financial planning



Hult welcomes candidates to visit any campus year-round and meet with our dedicated Academics, Student Services, and Career Services teams. Register on [hult.edu/visit](http://hult.edu/visit)

"Hult was a great opportunity for me to realign my career and learn new skills. The diverse culture in London encouraged me to reach out of my comfort zone and do things I'd always wanted to do. I got to meet amazing people from all over the world and travel the globe. Hult has changed my life."

**Inger Stapleton**  
U.S., Class of 2011



Relax in our comfortable indoor space.



## London campus life, snapshot of past events

► Executive Speaker Richard Reed, Founder of Innocent drinks ► Hult House Grand Opening ► Company visits to London Stock Exchange and Bloomberg  
► Innotech Summit featuring Boris Johnson, London's Mayor ► "How to get recruited for your dream marketing job" workshop with BCG branding manager and recruiting consultants ► Influential leadership speaker Marshall Goldsmith  
► Queen's Jubilee celebrations

# Dubai

Limited  
Accommodation  
Bursary\*



Dubai's ultra-modern city is the gateway to the Middle East.



Hult's Dubai campus.

## East meets West in Dubai

Modern, fascinating, and safe, Dubai is an important gateway for trade flow between the East and West. As one of the most compelling cities in the Middle East, Dubai has also been reinventing itself as one of the world's most cosmopolitan—it is the region's center for finance, logistics, shipping, and aviation. Home to more than 150 nationalities, with over 80 percent of the population hailing from outside the United Arab Emirates, Dubai is the preferred regional headquarters for many of the world's multinationals operating in the Middle East. Hult Dubai's impressive contact list means that our students get to meet with experts in industries from logistics to finance (the campus hosted over 50 guest speakers last year), all year-round, at company visits and on campus. Hult Dubai is a gathering point for international talent.

## Dynamic city, dynamic campus

Hult Dubai's new campus is located in Dubai Internet City (DIC), an environment that attracts innovative companies and offers rich networking opportunities, industry building programs, and unparalleled facilities. The DIC also hosts the Majid Bin Mohammed Innovation Center, a technology start-up incubator that aims to foster entrepreneurship. Microsoft, Google, Yahoo, HP, Dell, Intel, Booking.com, and Cisco are just some of the global companies with offices in DIC. Designed by internationally renowned architects, Hult's futuristic campus is bathed in natural light and is a hive of activity. Situated within walking distance of the ultra-modern Dubai Metro, minutes from beautiful sandy beaches, and nestled between Dubai Media City and Dubai Knowledge Village, Hult Dubai is conveniently located. Dubai Marina is also only a short taxi journey away, boasting a vibrant nightlife.

## Hult Dubai

Internet City  
P.O. Box 502988  
Dubai, U.A.E.  
Tel: +971 4 427 5800

[hult.edu/dubai](http://hult.edu/dubai)

## Programs offered

MBA  
Master of  
International Business  
Master of  
International Marketing  
Master of Finance  
Executive MBA  
Project Management  
Specialization Option

## Dubai business glimpse

► Middle East's leading city for international business, founded on reputation for cultural tolerance ► More than 80% of the population are expats, most of them MBA-age ► Major retail center with biggest mall in the world ► Regional hub for financial services ► Growing Islamic finance industry ► One of the world's busiest international airports

## The Gulf



Hult welcomes candidates to visit any campus year-round and meet with our dedicated Academics, Student Services, and Career Services teams. Register on [hult.edu/visit](http://hult.edu/visit)

"The Global Campus Rotation is unique and exciting. I rotated to Dubai in order to be exposed to the Middle East—it was a great experience. The MBA is intensive and sometimes you forget what a full night's sleep feels like, but in the end, it's all worth it. My Hult MBA has given me the confidence and skills to take my career to the next level."

### Jessica Burroughs

Project Manager  
Queentree Management  
U.S., Class of 2011



## Dubai campus life, snapshot of past events

► Kayaking around the Palm Jumeirah island ► Desert safari ► Company visits to Emirates, Dubai Duty Free, 3M Innovation Center, and Emirates Flight Catering ► Indoor skiing ► Camel safaris ► Employer Branding Event on campus with Red Bull, PepsiCo, Savola Foods, and Qatar Foundation ► PADI diving certificate courses ► Pocket MBA for Women on leadership and success

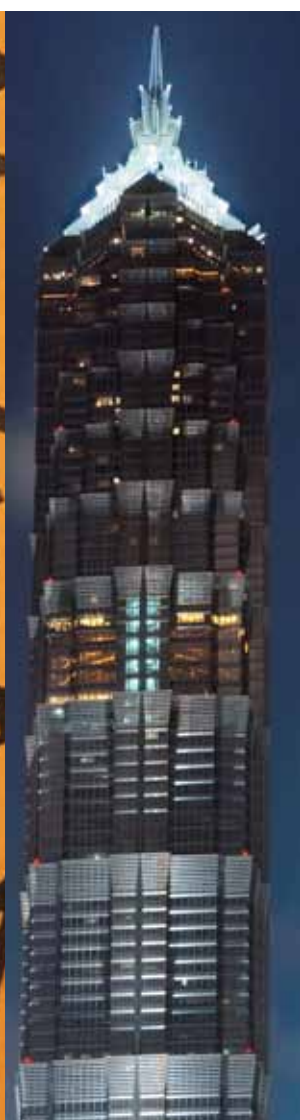
\* For a limited number of students only. For full details on terms and conditions please refer to page 65.

# Shanghai

Limited Free  
Accommodation\*



Hult's Shanghai campus is in the heart of the city.



## Live in the world's fastest-growing economy

Shanghai is a city of breathtaking transformations—with towering skyscrapers springing up next to ancient lane houses and sophisticated boutiques emerging out of open-air markets. The ascendancy of China as an economic superpower centers around Shanghai. Known as the “Pearl of the Orient,” Shanghai boasts unrivaled cultural status in China as the birthplace of new trends and life-changing ideas. With nearly 23 million residents, Shanghai is one of the world's largest cities and is considered China's most cosmopolitan metropolis. Hult puts you in the center of one of the most transformative cities on earth.

## Amazing downtown location

Hult's downtown People's Square campus sits in the heart of the city's commercial, financial, retail, and social scene. Footsteps away are Shanghai's most famous shopping street, Nanjing Road, and the extraordinary Shanghai Museum. Our school recently won first place in an architectural interior design competition for its state-of-the-art classrooms, computer laboratories, and student lounges. Feel the incredible energy behind the world's most populous nation at our centrally located People's Square school. Convenient subway and public transportation access make exploring the city easy, while residential accommodation is a short commute away.

## Hult Shanghai

4<sup>th</sup> Floor, Jinling Haixin Building  
666 Fuzhou Road  
Huangpu District  
Shanghai 200001  
China  
Tel: +852 2111 2399

[hult.edu/shanghai](http://hult.edu/shanghai)

## Programs offered\*

MBA  
Master of  
International Business  
Master of Finance  
Executive MBA

Project Management  
Specialization Option

\*Programs offered on Hult's Shanghai campus are not available for China nationals. We encourage Chinese nationals to apply to Hult's other campuses in Boston, San Francisco, London, and Dubai.

## Shanghai business glimpse

► Biggest city in the world's largest emerging economy  
► Center of China's growing affluent middle class  
► Home to China's largest stock exchange  
► World's busiest container port  
► Growing pharmaceutical hot spot  
► Capital of China's fashion scene  
► Host of 2010 Shanghai World Expo, the best-attended trade fair in world history



Hult welcomes candidates to visit any campus year-round and meet with our dedicated Academics, Student Services, and Career Services teams. Register on [hult.edu/visit](http://hult.edu/visit)

"Hult's rotation was a truly memorable experience. By working with professionals from around the world, I gained priceless experience about opportunities and challenges in different markets around the globe. The connections and friendships that I have created are not only additions to my network but are impacting my career choices and global movements moving forward."

**J. Alex Mason**  
Founder and CEO  
Demulu Global  
Canada, Class of 2011



Experience China firsthand at Hult Shanghai.



## Shanghai campus life, snapshot of past events

► Investor Jim Rogers speaks at campus grand opening  
► Company visits to Tsingtao Brewery, Swatch Company, and Shanghai Stock Exchange  
► "Job Opportunities in China" panel with top executive recruiters  
► Executive Speaker AirAsia X CEO  
► Hospitality and online travel panel with Hilton Hotel Regional head and A.T. Karney partner  
► Mandarin lessons  
► Kung fu sessions  
► Huangpu river cruise

\* For a limited number of students only. For full details on terms and conditions please refer to page 65.

**Global Rotation Center**

New

# New York



Study and live in one of the world's most powerful cities.



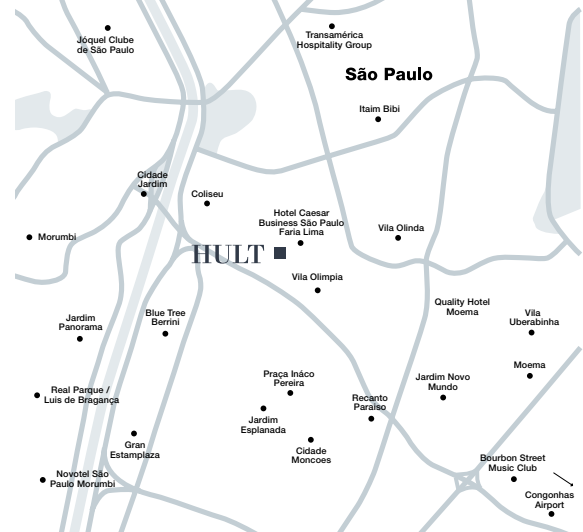
## The world's media & financial capital

Boost your career with experience in the world's most influential city. From the fortunes made on Wall Street to the trendsetting on Madison Avenue, New York is the global epicenter of culture and commerce. New York is among the most competitive cities in the world—if you can make it here, you can make it anywhere. Global powerhouses including Goldman Sachs, Morgan Stanley, American Express, and Time Warner are based in Manhattan alongside tech start-ups like Foursquare. New York boasts the headquarters of 45 Fortune 500 companies and is a major hub for foreign corporations, which occupy 10% of the city's private sector jobs. Learn from the leading academics and executives on what makes businesses tick in real time.

## The city that never sleeps

Experience Hult's new global rotation campus in central Manhattan. Through Hult's partnership with the pioneering Cooper Union for the Advancement of Science and Art, rotate to New York and study in the landmark Cooper Union buildings in Cooper Square. Visit world-renowned destinations such as Times Square, The Empire State Building, Fifth Avenue, and Central Park minutes away from your classroom. Culture yourself with a Broadway show or an exhibit at the Museum of Modern Art. Upload photos from New York Fashion Week or from behind the dugout at Yankee Stadium. Check out celebrities in Soho or a late-night party in the Meatpacking District. Feel at home in the world's most diverse city with people speaking 800 languages and all saying one thing: I ♥ New York.

# São Paulo



São Paulo is the largest city in Brazil and the commercial capital of Latin America.



## Latin America's largest economy

Improve your resumé by gaining firsthand experience in Brazil, the “b” in BRICS, a popular acronym for the world’s most important emerging markets. Brazil’s combination of rich natural resources, highly skilled workforce, and entrepreneurial flair make it a force to be reckoned with. São Paulo is the financial capital of Brazil—already the world’s tenth largest city by GDP and growing so rapidly that by 2025 it is expected to rise to sixth place ahead of Paris. With more than 60% of foreign companies based in Brazil having head offices in São Paulo, the city is key for tapping into this important growth market. AmBev, Itau UniBanco (the tenth largest bank in the world), and Grupo Pão de Açúcar (the second largest retailer in Latin America) are just some of the major corporations with offices in São Paulo.

## All eyes on Brazil


Learn from the brightest business minds and experience this increasingly prominent city with Hult’s global rotation campus in São Paulo, offered in partnership with one of Brazil’s leading business schools Fundação Dom Cabral. The host country of the 2014 FIFA World Cup and 2016 Olympics, Brazil has become a world cultural destination attracting visitors from all over the world. Explore Brazilian culture—from the famous Carnival to the 90,000 other events held in São Paulo each year. Enjoy a concert at the Sala São Paulo, feel the energy and excitement of Brazilian football at the interactive Museu do Futebol, and see what the legendary Brazilian nightlife has to offer. Use São Paulo as your launch pad to explore Latin America with short-haul flights to Rio de Janeiro, Buenos Aires, and Santiago.

# *An Intense One-Year MBA*



***“Hult’s program is very intense and to get the most out of it you will have to shorten your sleeping hours. But my MBA changed the way I look at business, especially in long-term business development and innovation. Get ready for an extremely intense year—if you can do it, you will succeed!”***


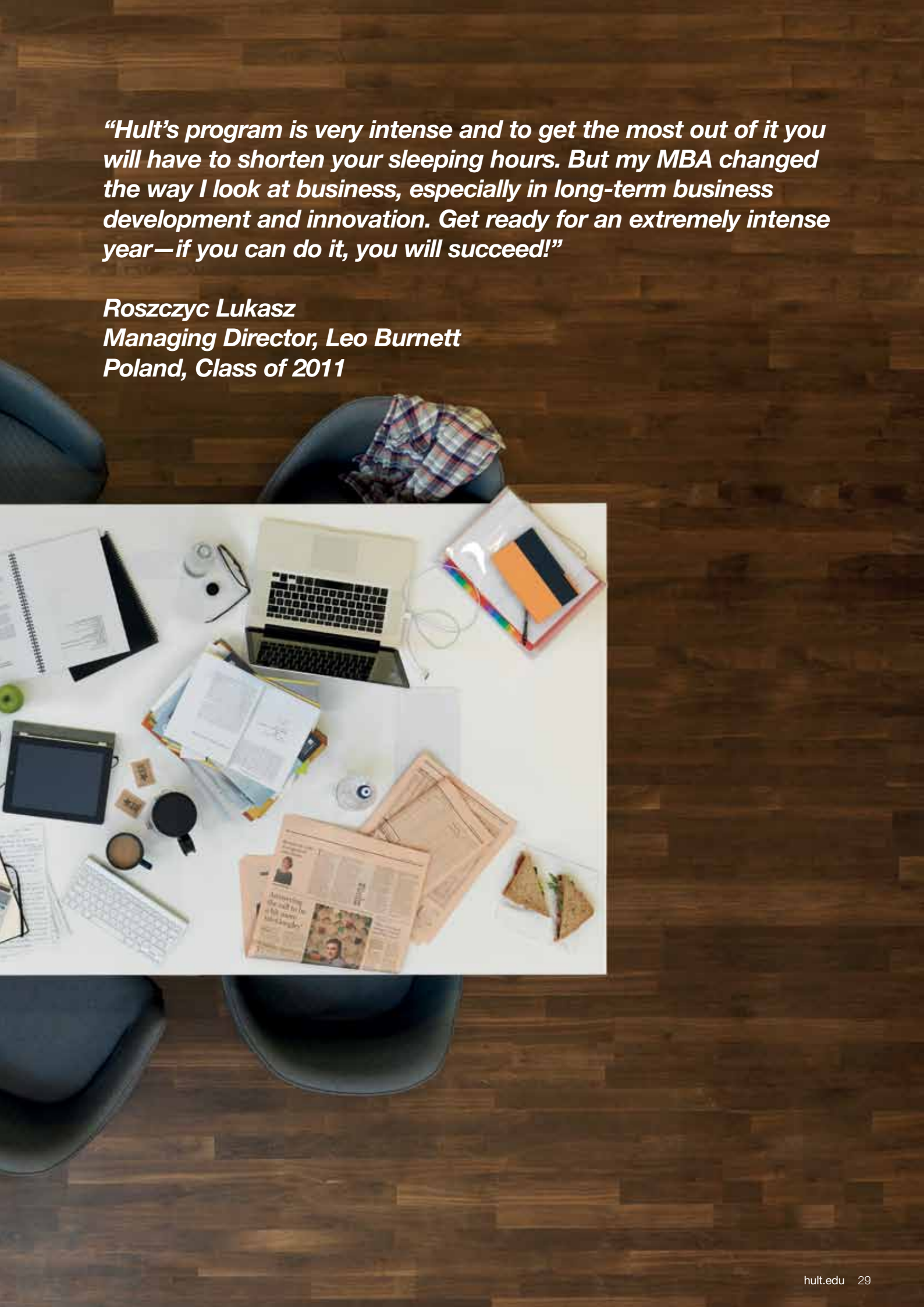
***Roszczyk Lukasz  
Managing Director, Leo Burnett  
Poland, Class of 2011***



hult.edu 29

***“Hult’s program is very intense and to get the most out of it you will have to shorten your sleeping hours. But my MBA changed the way I look at business, especially in long-term business development and innovation. Get ready for an extremely intense year—if you can do it, you will succeed!”***

***Roszczyk Lukasz  
Managing Director, Leo Burnett  
Poland, Class of 2011***

A top-down view of a cluttered white desk. On the desk are a laptop, a keyboard, a mouse, a coffee cup, a sandwich, a newspaper, a CD, a tablet, a spiral notebook, a pen, a pair of glasses, and various other papers and small objects. The desk is set against a dark wood background. A blue chair is visible in the foreground.

Our hands-on approach to learning helps  
you become job-ready from day one.



# Our *LEAP* Method

**Employers want MBAs who are job-ready.**

**We've designed our curriculum so that you don't just study abstract theory—you also get hands-on experience.**

**Our innovative curriculum is based on three components, “Learn, Experience, Action Project” —LEAP.**

## 1. Learn

Hult's LEAP method is an integrated approach to learning that enables you to put classroom theory into practice. Start your MBA by learning theory and business fundamentals in the classroom. Like most top business schools, Hult faculty employ the case study method to illustrate how business principles are applied in practice.

Hult enriches the case method by fostering interactive learning through thought-provoking discussions with students from around the world and iPad instant polling to facilitate timely and data-driven exchanges of ideas.

Hult provides you with the theory, tools, terminology, and trends to give you a broad perspective on business. However, unlike other top business schools, Hult goes beyond the theoretical to the practical.

## 2. Experience

Experience is a crucial component of our LEAP method. Translate theory into practice with insights from faculty with real-world experience, panel discussions with industry experts, exclusive networking opportunities, and company visits.

Dialogues with prominent business leaders offer valuable insights into how executives make decisions in a fast-moving, competitive environment with imperfect information. Hear firsthand advice from executive speakers like Steve Forbes on the choices they've made, the mistakes they've made, and tips on securing your dream job. Other speakers include senior executives from Real Madrid Football Club, explaining the economics of running one of the world's largest sports franchises, and the former CTO of Hewlett Packard and “Innovation Guru” Phil McKinney, speaking about game-changing innovation.

Finally, Hult's global campus rotation gives you the opportunity to experience the international value chain in person, meeting venture capitalists in San Francisco, manufacturers in Shanghai, and retailers in London.

## 3. Action Project

At Hult you learn by doing. Every student participates in Action Projects where small teams, advised by a mentor (typically an experienced management consultant), compete with one another to solve an innovation or growth issue for a range of leading global companies, non-profits, or start-up enterprises.

Over a period of six weeks, teams consult with company executives, making a business case for the development of an innovative solution to the client problem. After several feedback sessions, each team presents their final recommendations to the company's senior management and a winning team is chosen. Hult is the only school that offers you the unique opportunity to work on real client problems with real client deadlines in a low-risk setting, maximizing your learning curve and equipping you with practical, employment-enhancing skills.

# Innovative One-Year MBA Curriculum<sup>1</sup>

	<b>MBA Toolbox</b> Foundations	<b>Module A</b> Fundamentals	<b>Module B</b> Advancement	<b>Module C</b> Mastery
When	September	October–December	January–February	March–April
Focus	Acquire the prerequisite skills and basic knowledge that are essential for success in Hult's intensive, one-year MBA.	Build your financial and analytical knowledge and gain the functional skills that all managers need to lead a high-performance organization.	Learn how to sustain a healthy business and to maintain a competitive edge during periods of unexpected change or macroeconomic turmoil.	Learn how to execute and lead a business, developing competence in several arenas of business strategy.
Subject	<ul style="list-style-type: none"> <li>• Individual Skills</li> <li>• Team Skills</li> <li>• Managerial Skills</li> <li>• Introduction to Professional Career Development (PCD continues through the academic year)</li> </ul>	<ul style="list-style-type: none"> <li>• Accounting</li> <li>• Organizational Behavior</li> <li>• Marketing</li> <li>• Quantitative Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Financial Management</li> <li>• Managerial Economics</li> <li>• Operations and IT</li> <li>• The Social Environment of Business</li> <li>• Consulting Methods for Action Projects</li> </ul>	<ul style="list-style-type: none"> <li>• Strategy</li> <li>• Leadership</li> <li>• Business Simulation</li> <li>• Corporate Finance</li> </ul>
	Professional Career Development			
Credit	3 credits	12 credits	13 credits	11 credits

<sup>1</sup> Courses may be offered out of this sequence.

<sup>2</sup> Electives are subject to availability and may not be offered on every campus.

<sup>3</sup> Global Rotation is subject to availability.

## Join us on campus

### Hult Campus Visits

Prospective students and applicants are welcome to visit any one of Hult's five campuses to take a tour, meet with current students, staff, and faculty, or sit in on a class. For more details, please register on [hult.edu/visit](http://hult.edu/visit)

Project  
Management  
Specialization  
available

### Module D Global Application

May–June

Participate in the capstone **Action Project** at a campus of your choice and take an elective to supplement your knowledge in particular functional areas of business.

Sample Module D and E electives<sup>2</sup>:

- Digital Marketing & Social Media
- Entrepreneurship
- International Negotiations
- Change Management
- New Product Development
- Entrepreneurial Finance
- Mergers & Acquisitions
- Marketing Research
- Solutions Marketing
- Start-Ups and Growth
- Human Resources Management
- Technology Management
- Business Creativity from Digital Leadership
- Disruptive Business Models
- Technology Strategy

9 credits

### Module E Concentration

July–August

Choose electives that help develop a concentration of knowledge and skills in a particular area, or simply take electives that are of interest, at any of Hult's campuses on **Global Rotation**.<sup>3</sup>

- Company Financial Analysis
- Scenario Planning for Strategic Decisions
- Foreign Market Entry Strategy
- Global Strategic Valuation
- Development Economics
- High Performance Innovation
- Financial Modeling, Structuring & Valuation
- Strategic Brand Management
- Behavioral Finance
- Supply Chain & Logistics
- Global Economics
- User Experience Design
- Social Innovation
- Introduction to Project Management

9 credits

### Project Management Specialization

Enhance your employability with project management skills. In today's business world, the demand for skilled project managers is urgent and growing. About 80 percent of all major projects fail to meet expectations because of cost overruns or substandard quality. Fewer than 20 percent are completed on time. Strong project management can mean the differences between businesses that thrive and those that fail.

Hult's Project Management Specialization will equip you with the technical and people skills required to manage major projects for multinationals, family businesses, and NGOs.

Designed to give you the wide range of skills needed in planning, organizing, securing, and managing resources to meet business objectives, our Project Management Specialization requires MBA students to take additional project management courses worth 6 credits.

For program fee, please see p.64.

# Be Inspired

Hult's Executive Speaker Series gives you access to the world's brightest minds who share their stories, thoughts on the latest business trends, and valuable professional advice.

## Access to pioneering thinkers and business trendsetters

From former U.S. President Bill Clinton and Steve Wozniak, the co-founder of Apple, to Jimmy Wales, founder of Wikipedia, Hult attracts an impressive array of thought leaders. We make sure you get out of the classroom and in front of some of the best business people and companies in the world. Our Executive Speaker Series is composed of open forums for questions, answers, and the latest business practices and industry insights.

Hult brings speakers on campus as well as hosts speakers off campus. Previous speakers on campus form an impressive roster, from industry mavericks to distinguished corporate titans: Biz Stone, Co-founder of Twitter; Steve Forbes, Editor-in-Chief of *Forbes* magazine; George Fisher, former CEO of Motorola and Kodak; and Jim Rogers, investment guru. Hult's speakers also include Young Global Leaders (under 40), a select group of representatives of business, government, civil society, arts and culture, academia, media, and social enterprise. In addition to our Executive Speaker Series, you can catch thought leaders at TEDxHult International Business School events held on each campus throughout the year.

*"Frankly, I doubt if [Harvard] has anything like the international experience that you're getting with this incredibly diverse student body."*

**Jimmy Wales, Founder of Wikipedia**  
Hult Executive Speaker Series San Francisco

## Former guest speakers

**President Bill Clinton** 42<sup>nd</sup> President of the U.S.

**Biz Stone** Co-founder, Twitter

**Steve Forbes** Chairman, Forbes Media

**Jimmy Wales** Founder, Wikipedia

**Jim Rogers** Co-founder, Quantum Fund

**Steve Wozniak** Co-founder, Apple Computer

**Azran Osman-Rani** CEO, AirAsia X

**Richard Reed** Co-founder, Innocent

**Nayla Al Khaja** U.A.E.'s first female film producer and Brand Ambassador, Canon Middle East

**John Sculley** Former CEO, Apple Computer and former President and CEO, PepsiCo

**Michael Dukakis** Former U.S. Presidential candidate and former Governor of Massachusetts

**Ian Davis** Former Managing Director, McKinsey & Co.

**Muhammad Yunus** Nobel Peace Prize Winner and Founder, Grameen Bank

**Ronald Jonash** Head of Innovation, Monitor

**Harry Markopolos** "The Madoff Whistleblower"

**Ulrich Nielsen** CTO, Merrimack Pharmaceutical

**Guy Kawasaki** Founder, Garage Technology Ventures

**George Fisher** Former CEO, Motorola and Kodak

**Dave Balter** Founder and CEO, BzzAgent

**Jonathan Rowe** COO, GeneExpress

**David Contrada** Partner, Palladium

**Anil Kapur** Formerly of the World Bank, Citigroup, and McKinsey & Co.

**Marc Biver** CEO, Hublot Watches



**Jonathan Reckford**  
CEO, Habitat for Humanity



**Michael Dukakis**,  
Former U.S. presidential  
candidate and former Governor  
of Massachusetts, speaks to  
students on campus.



**Azran Osman-Rani**,  
CEO of AirAsia X,  
speaks at Hult Shanghai.



**Jimmy Wales**,  
Founder of Wikipedia,  
is a featured Hult  
Executive Speaker.



Scan this barcode with your mobile phone to watch an Executive Speaker event.



**Former President Bill Clinton**, 42<sup>nd</sup> U.S. President, at the Hult Prize Final (formerly the HGCC) in New York City.



**Muhammad Yunus**, Founder Grameen Bank and Nobel Peace Prize Recipient (left), and **Governor Mario Cuomo**, 52<sup>nd</sup> Governor of New York (right), at the 2012 Hult Global Case Challenge (today the Hult Prize) Final.



**Nayla Al Khaja**, U.A.E.'s first female film producer, speaks at Hult Dubai.



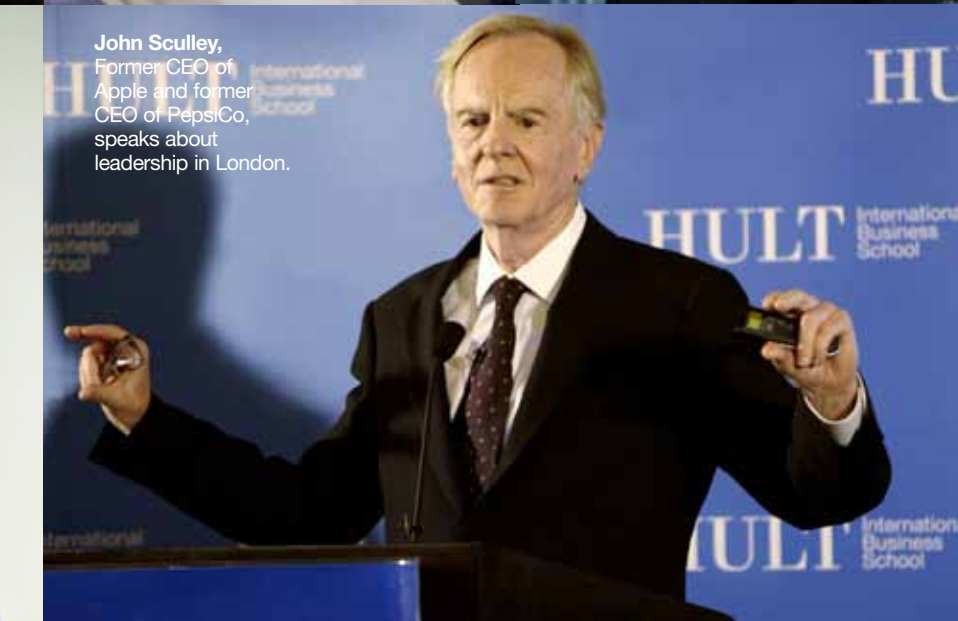
**Steve Forbes**, Chairman of Forbes Media, presents at Hult Boston.



**Biz Stone**, Co-founder of Twitter



**Steve Wozniak**, Co-founder of Apple Computer (right), speaks with Hult Professor Hitendra Patel about game-changing innovation.



**John Sculley**, Former CEO of Apple and former CEO of PepsiCo, speaks about leadership in London.



**Jim Rogers**, American investor and best-selling author and Co-founder of the Quantum Fund (right), speaks at Hult Shanghai's grand opening.



**Richard Reed**, Co-founder of Innocent smoothie brand, speaks at Hult London.

# Action Projects

Applying classroom learning to a real business—your Action Project—gives you a powerful platform from which to develop strategic thinking about innovation and growth.

## How your Action Project works

We place you in small teams and assign each team to a leading business or company to help solve a real business problem. Each team is coached by a mentor. At each of Hult's international campuses, we have created partnerships with major corporation and leading business executives. Within each of these companies, student teams work intimately with a senior executive in charge of the company's growth and development. Student teams are further motivated to work at high standards by competing with other teams.

Over six weeks, these teams meet with the company executive(s) several times while facing the task of coming up with a full-fledged plan for growth. Simultaneously, they are aided through the process by one of Hult's world-class consulting coaches. At the end, they present their proposal to an executive team of the corporation. During this distinctive project, each team will develop insights about the particular industry and business, identify breakthrough ideas, develop a business concept, and build an implementation plan to present to senior executives.

## Innovation and Growth

Recognizing that innovation is key to sustaining competitive advantage and driving growth, Hult has launched projects based on the theme of "Innovation and Growth." This program targets the most important and difficult problem facing every company: identifying new pathways for growth. Students work toward solving this problem by drawing from a curriculum that emphasizes both theory and practice. Students can take advantage of some of the distinct strengths of Hult: our global presence, a diverse student body, and world-class leaders in the field of innovation.

## Gain exposure to senior business leaders

Presenting to the senior management of a major corporation is an exciting conclusion to a life-changing year. The project gives students the opportunity to develop solutions to the pressing challenges of major corporations and to receive feedback from senior business leaders. Companies benefit from the ability to crowdsource new ideas and insights from diverse international teams with students from over 120 countries.

## Participating Companies (2008 to 2012)



# My Action Project was a phenomenal learning experience.

**Action Projects are a cornerstone of our innovative curriculum which help you get job-ready from day one. Every year, each Hult campus offers distinct projects for a range of leading global companies, non-profits, and fast-growth enterprises.**



Scan this barcode with your mobile phone to learn more about Action Projects.

## Sample of 2012 Action Projects

### Testing the limits of the cloud

Over the past five years, global organizations have realized that executing on opportunities in the cloud is no longer a choice. The General Manager of Global Strategy of a major technology company came to Hult for help in identifying and developing new innovative business concepts with an annual revenue potential greater than USD1 billion by year three. The aim of any new concepts or platforms would have to leverage mobile and multiple application layers and have a clear road map for global expansion. The ideas generated were presented to the company's leadership team.

### Future of food and fuel production

Food and fuel are necessities. So when a client wants to find new ways to grow their business by USD150 million in three to five years, Hult MBA students were challenged to find new areas for growth. Action Project teams toured the company's food production plants and spoke with staff for key insights into the organization and its assets in order to bring their innovative business concepts into an implementable business plan. Teams presented 25 new and exciting growth opportunities that combine the basic human needs and multiple trends in technology and food markets to the Head of Strategic Planning.



## Strengthening the online route to market

The online retail spend worldwide is growing rapidly. A major consumer goods company asked Hult MBA students to develop business models to drive their customers to buy more products more frequently from their website or through web-based markets such as eBay or Amazon. Selling directly to customers will allow the company to gain better insights about end-users of their products and better understand their buying behavior. The business models will need to achieve these goals without alienating the client's core route to market, which relies heavily on channel partners who sell through both retail outlets and their own online stores. Hult students reported their findings to the senior executive team.

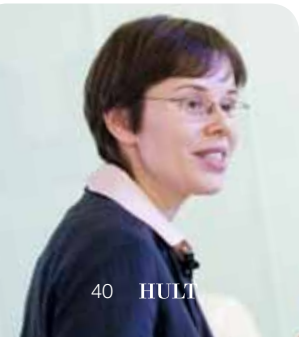
## A big opportunity in big data

Each new generation of intelligent and connected consumer electronics devices—from toasters to toothbrushes—promises more convenient, more interesting, and more effective experiences. Hult MBA students were asked for insights on how a global electronics company could go beyond these new experiences to completely new business models. Examining trends in cloud computing, “big data” analytics, and mobile payments produced new concepts for partnering with insurance companies, entertainment brands, and auto manufacturers to create and capture new value. The teams presented to the company's R&D Director.

## Product bundling and customer acquisition

A leading insurance company in China was looking to develop and adopt a new strategy to accelerate growth. The key growth drivers include broader consumer penetration, expansion into new segments, and improved share of wallet through cross-selling and bundling. Hult MBA teams generated business concepts by integrating ideas around new business models, new value propositions, new capability development, new distribution channels, and new customer experiences. Their findings were presented to the senior executive team of the company.





# Spotlight on Viktoria Dalko Professor of Finance



As Professor of Finance at Hult, Viktoria Dalko is a well-respected teacher, and, like most Hult faculty, she has a wealth of real business experience and expertise to support her teaching. Teaching since completing her Ph.D. at the University of Pennsylvania, Professor Dalko has also served on the faculties of Harvard, CUNY, and Baruch College. A former international management consultant and researcher, with experience covering such diverse areas of finance as M&A, valuation, and financial markets and including working in Parliament and advising the president of the Central Bank, Professor Dalko's valuable insider knowledge provides students with an integrated and practical financial education.

Professor Dalko says there is no corporate finance without financial markets, and no financial market expertise without understanding corporate finance. Having worked around the world in China, the EU, Southeast Asia, the U.S., the Middle East, and Africa, she is well positioned to appreciate the unique issues faced by our international students and alumni. Her latest book, *Regulating Competition in Stock Markets*, was co-edited and co-authored with Nobel Laureate Professor Lawrence Klein and other world-class researchers.

Professor Dalko enjoys Hult's supportive academic environment because it provides a unique platform for people who want to develop business solutions that are innovative and profitable but also beneficial for society as a whole. Opportunities such as the Hult Prize invest in this spirit, offering the chance to compete on practical business solutions to significant social problems.

Professor Dalko has received a slew of teaching awards and accolades during her career, including:

- A perfect score from EMBA program students at Baruch College, CUNY in New York, for the M&A course, and a perfect score from Master students at Harvard Extension School, also for an M&A course.
- The Joanne Fussa Distinguished Teaching Award at Harvard University in 2009. Management students at Harvard Extension School selected one from over 70 Harvard faculty and noted Viktoria's ability to "inspire students to excel" and "encourage them to give more than what is expected."
- The London Professor of the Year award in 2011, chosen by Hult students.
- The highest rating from Hult San Francisco students in 2012, for her Business Analysis and Valuation course.

## Why study at Hult?

Hult is a good choice for students, because most Hult faculty members have business leadership experience and genuinely care for the future. Anyone looking for a school that embodies such values and offers great international exposure should put Hult at the top of their list. The international campuses provide incomparable opportunities for students to learn in different environments while retaining the same quality of learning, allowing them to gain localized business knowledge of multiple regions in addition to learning the standard material. Also, the one-year MBA saves money and time, and in today's fast-paced world, the ability to be able to return quickly to a full-time earning position, and often to a much better paid job, is precious.

## What makes Hult unique?

Unlike most schools, the pedagogical approach that Hult faculty take to business education is very practical; most of us have business or government experience that we draw from. Learning from books you can do at home—learning from people who have done what they teach is an entirely different thing.

# Learn from professors with real-world experience

Hult faculty include:

## Julie Yao Cooper Professor of Marketing

*M.B.A., A.B.D., D.B.A., Program, Harvard Graduate School of Business Administration; A.B., Harvard College*

Professor Cooper specializes in marketing, brand loyalty, and quantitative methods; she has lectured at Harvard Business School, Boston University, and Huazhong University in Wuhan, China. Yao has over 15 years of consulting experience and her clients range from start-ups to Fortune 500 companies such as American Express, IBM, and Merck.

## Patrick Courtin Professor of Negotiations

*Ph.D. EE and Systems Sciences, Columbia University;  
M.A. EE and Computer Sciences, Columbia University;  
Diplôme d'Ingénieur de l'Ecole Supérieure d'Electricité de Paris*

Dr. Courtin is a veteran CEO with 40 years of experience in software, computers, and communications, creating alliances, joint ventures and partnerships in over 30 countries. Today, he is a trustee of EFMG, dealing with Medical Education internationally, and leads a promising Business Analytics start-up in Israel.

## Daniel Deneffe

Professor of Managerial Economics and Strategy

*Ph.D. and M.A. Industrial Organization/Strategy, M.A. Economics, Cornell University; A.B. University of Toronto*

Professor Deneffe is an international partner in consulting at Arthur D. Little. Prior to teaching at Hult, Dr. Deneffe taught strategy at Duke University's Fuqua School of Business. He is widely published in economic and managerial journals and co-authored a book on market evolution.

## Federic Chartier Professor of Finance

*B.B.A, M.B.A, University of Texas at Austin, MSc, Banking and Finance, Centre d'Etudes Supérieures de Banque, Paris*

Professor Chartier has worked 21 years in banking at American Express, Dreschner Bank, and Bank of Boston. His banking expertise ranges from credit analysis to domestic and cross-border lending, treasury sales, foreign exchange, and hedging interest rate risk. He has taught economics and finance at several schools, including Babson College and Boston University. Professor Chartier received an Outstanding Faculty Award, presented by the New England College of Finance.

## Rob Anthony Professor of Global Management

*M.B.A., Harvard Business School; A.B., Occidental College*

Professor Anthony has pursued a dual career as a general management consultant and an educator. As a consultant, he has a broad practice in assisting global corporate clients in change management, strategy innovation, and leadership development. At Hult, Professor Anthony has taught Organizational Behavior, Leadership, Strategic Management, and Strategic Innovation.

## Stephen Hurley Professor of Marketing

*MSc, ADL School of Management*

Professor Hurley has over 25 years of management consulting and training experience in areas such as development economics, education and training, strategic planning, and marketing. He was a Director in the Development Economics and Finance group at Arthur D. Little and headed the company's global learning and training activities. Professor Hurley is a partner in ITSMA, an industry association that focuses on helping high technology companies with their services and solutions marketing.

## George Kastner

Professor of Management Practices

*Ph.D., M.Sc., and B.Sc., Operations Research and Systems Analysis, University of North Carolina at Chapel Hill*

Professor Kastner has over 30 years of experience in management, consulting, and strategic planning. He is CEO of REDITUS International, a management consulting firm that develops strategic plans for corporate executives. Professor Kastner has served as Director of the Nomos Project at Harvard's Center for International Studies. He has taught at IESA in Venezuela and UNIANDEN in Colombia. He has also been a visiting scholar at New York University, Cornell, and MIT.

## Joanne T. Lawrence

Professor of Global Citizenship

*M.B.A., Stern Graduate School of Business, New York University;  
M.A., Corporate and Political Communication, Fairfield University*

Professor Lawrence joined Hult in 2008, teaching Corporate Social Responsibility and Social Innovation. She has 20 years of international corporate, consulting, and academic experience, and is interested in the transformative role of business - in developing ethical, holistic leaders and organizational cultures to create lasting social and economic value.

## Hitendra Patel Professor of Innovation

*Ph.D. Materials Science and Engineering, Iowa State University;  
M.B.A., Kellogg School of Management, Northwestern University*

Dr. Patel is Chair of the Innovation and Growth Program at Hult. As a management consultant, he helps all types of companies to identify new engines for growth and develop their own capacity to innovate. Dr. Patel owns six patents himself and has founded various venture-backed companies in Brazil, Mexico, and the U.S.

## Wahyd Vannoni Professor of Marketing

*M.B.A., Boston University*

Professor Vannoni has more than 15 years of international experience in media, corporate communications, digital marketing, and social media. He holds an MBA from Boston University and began his career at CNN's World Business Today show. Dr. Vannoni's current clients include a USD4 billion market-cap company as well as the Italian energy regulator. In 2005, he was elected member of the Board at the American Chamber of Commerce in Croatia.

## Michael Wagemans

Professor of Global Management

*Ph.D. Political Economy, London School of Economics*

Dr. Wagemans is a director at PricewaterhouseCoopers, leading the Public Services Advisory Practice. Prior to PwC, he was a strategy consultant at Arthur D. Little. He holds a Ph.D. in Political Economy from the London School of Economics. He was the recipient of the Hoover Foundation Fellowship while at Brown University and has been a Visiting Fellow at Oslo University.

## Andrew Wright Professor of Economics

*Ph.D. European Studies, Kings College London (current);  
M.Sc. Sociology, London School of Economics;  
B.A. Economic History and Politics, York University*

Professor Wright has taught undergraduate and postgraduate programs in the American and British systems since the early 1990s. He has been at Hult for 10 years. His areas of teaching and research include international political economy, modern international relations and history—particularly great power relations and war—the political economy of the third world and development studies, and the global monetary system.

## Yael Zif Professor of Leadership

*Ph.D. Humanistic, Developmental, and Organizational Studies, Boston University*

Dr. Zif has extensive experience in leading training and development programs for managers in different cultures and environments. She has served on the faculty of the Executive MBA Program of Tel-Aviv University since 1982 and at the Graduate School of Management of Boston University since 1987. Her areas of expertise include leadership, organizational behavior, and cross-cultural communications.

For a full list of Hult's current faculty, please visit [hult.edu](http://hult.edu)



# Get Connected

**Recognized as a leading adopter of technology in education, Hult's innovative learning platforms elevate your MBA experience beyond the traditional classroom.**

## **myHult**

Meet your classmates before arriving to campus with our custom-built web portal where students can create personal profiles, share news, photos, and videos, create groups, and share documents. You can also get a sneak peak of your new campus and city, read reviews on latest restaurants, and rate the city's best locations. myHult also gives you access to the school's Academic Gateway, which contains program preparation materials and exercises. You can check out our archive of Executive Speaker videos and create your own personalized events calendar, giving you easy access to everything Hult.

## **iPad-enhanced learning**

Hult was the first school to deploy iPad technology for graduate business students around the world and we continue to innovate with this learning platform. Students receive their iPads on their first day and obtain custom training from Apple professionals on learning apps, productivity and study tools, and media-rich interactive textbooks. Students also have access to Hult Instant Polling, which aggregates real-time feedback on discussion questions and group presentations, ensuring everyone has a voice in the classroom.

## **myCourses**

myCourses is a customized learning system that enables you to access digital coursework, engage in online discussions with your classmates, and seamlessly collaborate with your teammates and faculty. Accessible via multiple formats (including iPads), myCourses sends instant notification of course updates. You can personalize your course with email, Facebook, and text options. Manage your course assignments in one easy to use integrated calendar. With myCourses, you'll enjoy a richer, interactive learning experience both inside and outside the classroom.

## **iHult Campus App**

iHult, available on Apple, Android, and Blackberry, keeps you connected to information about your campus, including event photos, general news, travel, and a campus directory.

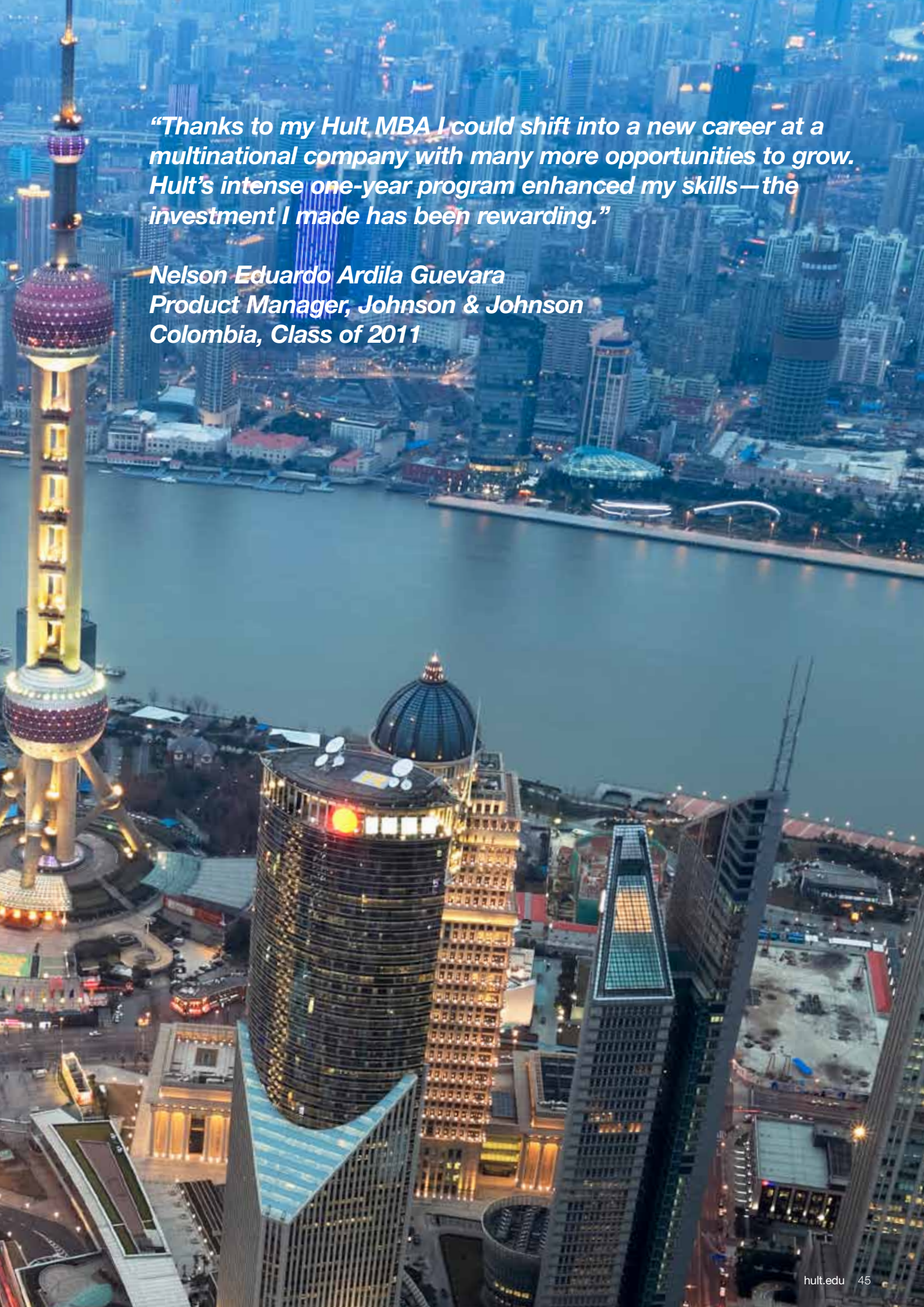
## **Hult Tutorials on Demand**

Hult Tutorials on Demand (TOD) are short topic-specific videos. TOD videos enrich the learning experience by giving you an opportunity to review more challenging topics from quantitative courses like Accounting and Finance. Each short video walks you through a concept with practical examples. Review a TOD video before class to prepare or after class for a refresher. View TOD videos at your own pace and as many times as necessary.





*Your Future*

An aerial night photograph of the Shanghai skyline. The Oriental Pearl Tower is prominent on the left, illuminated with warm lights. The Huangpu River flows through the center of the image. In the foreground, several modern skyscrapers are visible, including one with a distinctive blue glass facade and another with a large, illuminated dome. The city lights create a vibrant, blue-toned scene.

***“Thanks to my Hult MBA I could shift into a new career at a multinational company with many more opportunities to grow. Hult’s intense one-year program enhanced my skills—the investment I made has been rewarding.”***

***Nelson Eduardo Ardila Guevara  
Product Manager, Johnson & Johnson  
Colombia, Class of 2011***

# Global Career Development

**A Hult MBA immediately expands your career horizons. We specialize in helping you secure jobs around the world.**

## **Professional Career Development**

Our Professional Career Development course is a two-credit class that provides students with the necessary skills to define, set, and achieve their professional career goals. This course includes classes, group discussions, special guest speakers, and industry insights. Topics focusing on career decision making, resumé and cover letter writing, networking, interviewing, personal branding, and salary negotiation skills equip students with the tools to both begin their career search and manage their career over the long term.

## **Practical, real-world exposure**

Reflecting the practical business education Hult provides, the Professional Career Development course offers different tracks according to interests. Students can choose from a range of options tailored to their career ambitions, for example, a series of advanced seminars on topics such as emotional

intelligence and personal impact, creating and presenting business plans, or attending and organizing networking events. Students also have the opportunity to propose their own project, including an internship.

## **Global Career Services**

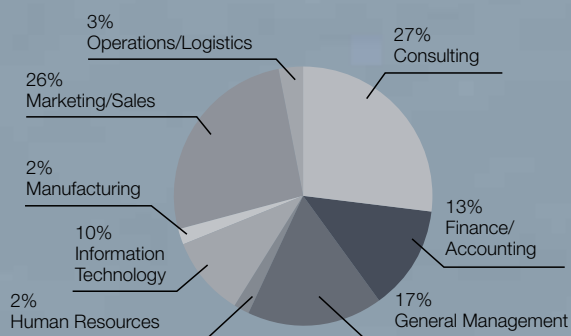
Hult has a dedicated network of Global Career services staff in Boston, San Francisco, London, Dubai, and Shanghai to help prepare you for your international job search. Hult's approach is detail-oriented and personalized according to individual student needs. Teams of seasoned professionals in Career Services and Corporate Relations help you tap into Hult's relationships with companies, recruiters, executives, and global alumni at the world's leading companies. Hult's multicampus network allows you to take full advantage of our local market expertise in the world's leading cities remotely from your home campus or in person during your global campus rotation.

## **Corporate Recruiting**

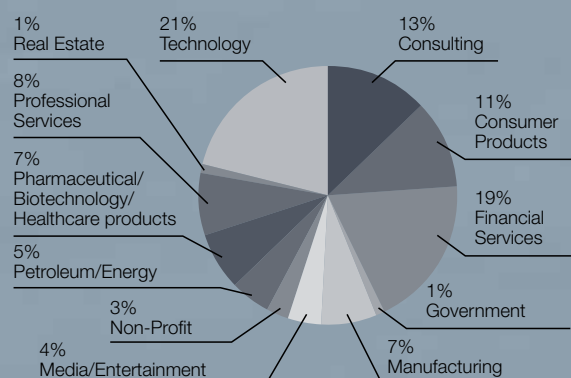
Hult has established relationships with top companies around the world. Hult's Corporate Relations team has a multifaceted approach to maximizing recruitment opportunities for students that includes company presentations, internships, on-campus recruiting, a corporate visitation program, and video conferencing for international interviews. We publish a student profile book and provide employers with access to our online database of student resumé. Employers who have recently hired Hult graduates include Johnson & Johnson, P&G, Siemens, and Amazon.



## Post-MBA Function



## Post-MBA Industry



## Immediate salary increase

An overview of our MBA graduates indicates a clear rise, year after year, in both average starting salary and maximum starting salary. In addition, the average salary three years after graduation (as measured by the *Financial Times* method of calculating average salary) shows an increase of 39%.

Class	2008	2009	2010	2011
Average Starting Salary (USD)*	72,350	73,214	79,087	89,143
Maximum Starting Salary (USD)*	157,600	170,000	180,000	250,000
Employment Rate (%)	76%	70%	81%	78%
Entrepreneur (%)	6%	7%	4%	5%
Employed in New Country (%)	60%	54%	55%	59%

\*Not including bonus. Not adjusted for Purchasing Power Parity (PPP).

## Avg. starting salary\*

USD **\$89,143**

\*Not including bonus. Not adjusted for Purchasing Power Parity (PPP).

## 3-year post-graduate salary according to the FT 2012

USD **\$100,747**

## Employed within 3 months of graduation

**78%**

## MBA career statistics (Class of 2011)

### Top 12 employers

- PricewaterhouseCoopers
- Ernst & Young
- Procter & Gamble
- Accenture
- Deloitte Consulting
- KPMG
- Philips
- Santander
- BNP Paribas
- Credit Suisse
- EF Education First
- EMC

### Mobility

**59%**

MBA GRADUATES  
EMPLOYED IN  
NEW COUNTRIES

Broaden your horizons.

A man in silhouette is shown from the side, looking out over a vast city skyline. The city is densely packed with buildings, and the horizon is hazy. The sky is a pale, clear blue. The overall mood is contemplative and aspirational.

# *Your New Net Worth*



# A Rewarding Future

The value of your Hult degree continues to grow after you graduate. You will have a lifelong network of friends and contacts that spans continents, languages, industries, and cultures. Join our international community of alumni with unparalleled global connections.

Where do Hult graduates work?





# Meet Colin Pyle

## Hult MBA Class of 2012, Entrepreneur, Adventurer, and former Financier



Colin established a start-up currency brokerage firm, growing it from its original two-person team to a robust and profitable enterprise with 25 employees and annual revenues in excess of USD 3 million. He played a pivotal role in positioning the company for continued growth through acquisition, and he eventually sold his company to a large financial services firm in Toronto.

Prior to joining Hult's MBA program, Colin hit the road with his brother Ryan for a Guinness World Record-breaking 18,000 km motorbike China—a journey that took 65 days. The incredible voyage took them through some of the country's most populous and remote regions.

Colin and his brother filmed the entire adventure and are now producing a documentary series for a major TV network. Together, they have launched their new production company, G219 Productions, in order to produce a television documentary of their Middle Kingdom ride.

After graduation Colin will continue to run his business as well as travel to India, with the goal of visiting all the BRIC countries. He keeps his interest alive by participating on the Board of Advisors for the Ted Simmon Foundation, a travel foundation specializing in motorcycle adventures. Colin's film will be out in the second half of 2012.

### What attracted you to Hult's MBA program?

I was in a global industry and knew I wanted to work internationally. There is no school that has the same global offering that Hult does—it offers the ability to have a truly global education, with its campuses and an amazingly diverse network of students, which is equally, if not more important. After my one year at Hult I will have hundreds of new contacts that I can leverage in every corner of the world.

### Why did you choose the London campus?

I have always loved Europe and wanted to work here. My MBA was a great reason for me to relocate from North America to Europe. Since language skills are not a strength of mine, Hult London was a natural fit. London is the center of the world; everything is going on and happening here. I've met so many amazing people in this city, and every night there is an event with a successful and inspirational business leader.

### What advice would you give to others hoping to pursue an MBA?

I think people need to really have a great and honest understanding of where they want to be after their MBA. It's not a year off to figure out what you want to do and hope something falls into your lap. You need to look at your MBA as a start-up of a company, with a budget, targets, and future specific goals. The better you understand exactly what you want, the better you can direct your efforts into a focused plan for your future.

### How have your travels enriched your learning experience?

In a global world, understanding the different markets is essential. Realizing firsthand that people live, work, and play completely differently from you is crucial. In a world in constant search of infinite growth, it's important to take time to reward yourself and take time to live your dreams. I work very hard; however, I'm a strong proponent of a work-life balance, and travel is a huge part of this for me.

# What students say

## Amit Alex

India, Class of 2011  
Director of Business Development, Palma Interface

"Doing an MBA abroad was a big investment, but I'm absolutely glad I made the decision. I've achieved a lot and had an excellent experience."

## Anup Patel

U.S., Class of 2011  
Vice President, Energy Derivatives, Louis Capital

"There are people from all over the world, which helps you learn about yourself, about different places, and about different people."

## Alessandro Apicella

Italy, Class of 2010  
Consultant, KHIDR and Entertainment Entrepreneur

"China is the new direction of the global economy, and Shanghai is the final destination of future decision makers. My Global Campus Rotation in Shanghai was a tremendous eye-opener and gave me a chance to acknowledge what I had been reading in the newspapers."

## Andre Carvalho

Brazil, Class of 2009  
Marketing Manager, Bunge

"Hult was an experience of a lifetime. I learned the importance of teamwork and gained the tools that I need to run a profitable business. I highly recommend Hult to anyone who is looking for a strong business education among experienced managers and exceptional faculty."

## Unver Sahlin

Turkey, Class of 2009  
Senior Operations Manager, General Electric

"Hult provided me with invaluable opportunities to learn about all aspects of business. During the MBA program, I improved my skills in finance, accounting, business strategy, management, pricing, communication, and sales. Moreover, Hult's diverse culture and unique LEAP approach gave me the tools and training to be a much more well-rounded professional."

## Jocelle Fernandez Munoz

Mexico, Class of 2008  
Senior Operations and Strategy Consultant, Deloitte

"I came to Hult to accelerate my professional maturity and make a career transition. My background in Engineering and Supply Chain Management taught me the processes, procedures, and psychology behind customer expectations. Then, building on my background, Hult gave me the technical skills in finance and strategy that every global manager needs to succeed and that I needed in order to make a career change. Hult provided me with the integrated thinking and flexibility to adapt to the changing business world."

## Soichiro Saito

Japan, Class of 2002  
Business Solutions Professional, IBM Global Business Services

"I came to Hult because of the school's focus on action learning, or 'learning by doing.' I also really wanted to gain an American-style education and liked the fact that Hult had a campus in Boston. At Hult, I learned how to lead a team in a multinational environment."

## Aya Fisher

U.S., Class of 2010  
Regional Marketing Manager, Vibe

"Hult Dubai's campus was a great place to experience the Middle East. Dubai's balance between the cultures of the East and West, coupled with the many different nationalities you'll find among your classmates, means that all students find their own niche and will have the opportunity to thrive."

## Mauricio Gil

Colombia, Class of 2008  
Regional Manager, Apple

"We received continual support from Hult's Career Services team during our job search, in the form of votes of confidence, practical advice, and company introductions, and our instructors provided us with practical and relevant guides to succeed not only in finding a job but also in distinguishing ourselves in our professional lives."

## Melissa Espinoza

Venezuela, Class of 2009  
Senior Tax Analyst, Boston Scientific

"One of the things I most appreciate from my MBA experience at Hult is to have been exposed to such a diverse group of professionals. It was like being in 30 different business trips in a year and five job rotations—exactly what it is to do business in today's global economy."

## Lola Adenekan

Nigeria, Class of 2010  
Senior Consultant, Aveda

"The most valuable thing Hult has provided me with is the opportunity to connect with people from anywhere. By interacting with people from every continent, you learn about different customs and business practices and how the former may affect the latter. This has prepared me for a career in any part of the world."

## SeungSu Sonny Kim

Korea, Class of 2001  
Chief Project Manager, SBI Life Insurance

"Hult really seems to attract incredible professors. I have been impressed by all of my professors, and the small class sizes have made it possible to really get to know my professors and interact with them. I look forward to taking what I have learned at Hult and applying it to a challenging new position with new responsibilities."

## Omer Weinberger

Israel, Class of 2010  
Senior Associate, Corbett Keeling Ltd.

"Although I have lived in several major cities and worked in many industries in my life, the one year I spent with Hult had the strongest impact so far. The relationships created and methodologies learned will be with me for many years to come. Hult's graduates definitely fit the 'global player' description—we see the world as a global village and can easily be placed in a new location and operate there with no hesitation."

## Xin Wang

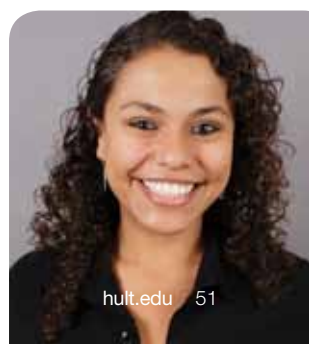
China, Class of 2009  
AVP, Risk Department Head, SAS Business Analytics Software

"Hult's students come from around 120 different countries. That has built up the basis of my international social network, and, on top of that, it has also enhanced class discussions with diverse real-world experiences from various cultures. The faculty, consisting of sophisticated academicians, entrepreneurs, and practitioners, allowed me to consolidate two of my key skills: solid academic knowledge and hands-on experiences working effectively in the real world. All those contribute a lot to my career opportunities around the world."

## Yael Wagner

Israel, Class of 2004  
Senior Public Relations Manager, Oracle

"Working with international students reflects reality in the business world. You learn about how to navigate tensions and address concerns across all cultures. At Hult, working with my classmates is similar to the way I work every day now—except back then, we were all in the same time zone. It was an amazing experience, one which stayed with me."







# Global Alumni Network

Join Hult's alumni network of over 8,000 professionals around the world. The Alumni Association, run by a committee of past graduates and current students, provides excellent access to international contacts in a wide range of industries and functions.

## Free electives for life

Keep your knowledge at the cutting edge with free electives for the rest of your life at any campus you have a valid visa for. All Hult alumni can take one elective per year at no cost except the course materials fee (USD100 in 2012) and flight and accommodation costs. Electives can be compressed over a long weekend, letting you return to the classroom without interrupting work.

## Global Alumni Summit

Every year, alumni from around the world come together in chapter-led reunions to celebrate their graduation, reconnect with former classmates, and keep their skills up-to-date with a pocket MBA. The 2012 Global Alumni Summit was held in Bali, Indonesia, and featured a keynote speech from Madam Mbaranga Gasarabwe (MBA Boston, 1991), UN Assistant Secretary General for Safety and Security.



Scan this barcode with your mobile phone to see Hult's Global Alumni Summit in Bali.

## Master classes in alumni cities

Unable to join for an elective? We bring Master Classes to our alumni worldwide—free of charge. Classes offered this year included:

- Leading in Multicultural Organizations (Moscow, Madrid)
- Bidding Strategies (Brussels, Frankfurt)
- Social Media (Milan, Munich)
- Entrepreneurship (Abu Dhabi)

## On-campus events and Executive Speakers

Alumni are welcomed back onto campus for our high-profile networking events, enabling you to hear world leaders speak. Hult has welcomed more than 250 alumni to the Executive Speakers, including Jimmy Wales, Steve Forbes, Azran Osman-Rani, Richard Reed, and Nalya Al Khaja.

## Hult Connect App

Hult Connect is an iPhone/iPad and Android app designed to access the Hult alumni database, available for Hult graduates only. Locate alumni on its worldwide map, connect with former classmates, and follow school news, reunions, social gatherings, and events using this innovative app.

## Hult LinkedIn

The Hult Alumni LinkedIn group allows you to connect with members around the world. Our alumni engage in discussions, share information, and post job offers and relevant business news. Hult manages this group, makes announcements, and posts invitations to events. The Hult LinkedIn group is an exclusive online forum to network with high-profile senior executives, open to Hult alumni only.

## Alumni Chapters

Hult Alumni Chapters help you connect professionally and socially with other Hult graduates. From Tokyo to Caracas and Seoul to Madrid, there are active Hult Alumni Chapters in 26 world cities, offering a support system for networking, continuous learning, and job and business opportunities.

# *Other Degree Programs*

*“When working for a global company, you have to respect global business practices. Hult’s Master of International Business program has given me profound insight into these cultural habits, as well as the technical skills to tackle business problems successfully.”*

*Gilles Lagast  
Supply Chain Consultant  
PricewaterhouseCoopers  
France, Master of International Business, Class of 2011*



# Executive MBA

**A part-time MBA designed for professionals who seek to enhance their credentials and knowledge while gaining an international perspective.**

## **Highly flexible part-time program available weekly or monthly**

Hult's Executive MBA offers an unusually high degree of flexibility, taking into account the needs and constraints of our students, from time and location to financing and program length. Our Executive MBA curriculum, identical to Hult's fully accredited, top-ranked, full-time MBA program, is delivered over two years instead of one, allowing busy professionals to continue working while they pursue their degree. Study weekly, with classes on weekday evenings and limited weekends over a 24-month period, or study monthly, with classes taught over four consecutive days a month. Whether you are based in the same city or region as our campus or need to take the time out to travel, we have a schedule that suits your needs.

## **For exposure to international business, there is no better place to study**

Acknowledged as #1 in International Experience and #3 in International Business in the *Financial Times* (2012), Hult gives you unparalleled opportunities to utilize new business tools, gain valuable credentials, and meet a diverse and impressive group of international professionals. In addition, Hult's global Career Services teams are experts in identifying and securing job opportunities for global executives.

## **Hult's LEAP Method gives you board-level training**

Our curriculum is based on three components: "Learn," "Experience," and "Action Project"—LEAP. Hult's LEAP Method means that you don't just sit in a classroom but you actually apply the tools and concepts you learn to real-world business situations. During your final module, you will participate in an Action Project and work in a small team to solve a current business problem for a major corporation. Executive MBA students can also work on an "Action Project" created in partnership with your current employer, creating a win—win situation for you and your company.

## **Global Campus Rotation provides an extraordinary opportunity to study in the world's fastest-growing economies**

No other business school has a global campus network in London, Dubai, Shanghai, Boston, San Francisco, New York, and São Paulo. Hult's Global Campus Rotation allows you to gain critical insights into the world's key economies. Start your Executive MBA studies on a home campus in London, Dubai, or Shanghai with the option to pursue your electives on any one of our other campuses including New York or São Paulo. This is an invaluable way to establish international business credentials.

## **Flexible financing**

An Executive MBA is a significant investment in time and money, and the reality of your professional situation may change during the period of your studies. Taking this into account, we offer students an installment option for tuition payment as well as a special situation clause for those students who lose their job during the program, which allows you to suspend your studies and tuition payment until your employment situation improves. Rest assured that Hult works with each student to figure out the most realistic and affordable way to earn your degree.

## **Complete your studies in 2—5 years**

On average, Hult Executive MBA students graduate in two years. However, some students may need to take longer to complete their degree and have up to five years to finish their program.



## **Executive MBA Schedule Summary**

<b>Weekly</b>		<b>Monthly</b>
The Executive MBA weekly program typically runs over 2-3 evenings per week and with some classes over the weekend.		The Executive MBA monthly program typically runs over 4 consecutive days per month, including the weekend. In Dubai, classes run from Thursday to Sunday. In London and Shanghai, classes run from Friday to Monday.
<b>Example Schedule:</b>		
Monday	7pm–10pm	
Tuesday	7pm–10pm	
Thursday	7pm–10pm	

### Who is this program for?

Busy executives who prefer to remain in the workforce while completing their MBA.

### Program Schedule

Weekly: 2-3 evenings per week and occasional weekends

Monthly: 4 consecutive days per month, including weekends

### Campus locations\*

London • Dubai • Shanghai\*\*

### Start date

September

### Program length

2 years

### How to apply

[hult.edu/apply-now](http://hult.edu/apply-now)

\* Rotation available to all seven campuses.

\*\* Programs offered on Hult's Shanghai campus are not available for China nationals.

### Main Contact:

Online  
[hult.edu/contact-us](http://hult.edu/contact-us)

Asia Pacific  
Tel +852 2111 2399

London  
Tel +44 207 341 8555

Lucerne  
Tel +41 41 417 45 75

Middle East, Africa, South Asia  
Tel: +971 4 427 5800

### Other Contacts:

Boston  
Tel +1 617 746 1990

San Francisco  
Tel +1 415 869 2900

Miami  
Tel +1 305 648 9746

Weekly and  
Monthly Schedule



## Two-Year EMBA Curriculum<sup>1</sup>

### Year One Program Outline<sup>2</sup>

EMBA Program Course Schedule					
EMBA Toolbox Sept	Oct—Dec	Jan—Feb	Mar—Apr	May—June	July—Aug
Individual, Team & Managerial Skills	Accounting	Marketing	Organizational Behavior	Elective	Elective
The Art and Science of Business	Financial Management	Quantitative Analysis	Operations and IT	Sample of past electives offered in Modules D and E: <div><div><ul style="list-style-type: none"><li>• Project Management</li><li>• Digital Marketing &amp; Social Media</li><li>• Entrepreneurship</li><li>• International Negotiations</li><li>• Change Management</li><li>• New Product Development</li><li>• Entrepreneurial Finance</li><li>• Corporate Finance</li></ul></div><div><ul style="list-style-type: none"><li>• Mergers &amp; Acquisitions</li><li>• Marketing Research</li><li>• Solutions Marketing</li><li>• Start-ups and Growth</li><li>• Human Resource Management</li><li>• Technology Management</li><li>• Company Financial Analysis</li><li>• Scenario Planning for Strategic Decisions</li></ul></div></div>	
Professional Career Development					

### Year Two Program Outline<sup>2</sup>

Fall 2017 Program Outline				
Sept—Dec	Jan—Feb	Mar—Apr	May—June	July—Aug
Managerial Economics	Leadership	Strategy	Elective	Elective
The Social Environment of Business	Business Simulation		Sample of past electives offered in Modules D and E: <ul style="list-style-type: none"><li>• Business-to-Business Marketing</li><li>• National Strategies and Global Economy</li><li>• Growth Through Innovation<ul style="list-style-type: none"><li>• Project Management</li></ul></li><li>• Working Capital Management</li><li>• Services Marketing<ul style="list-style-type: none"><li>• Connecting with the Customer</li></ul></li><li>• M &amp; A</li><li>• E-Business</li><li>• Return-driven Strategy</li></ul>	
				Action Project
Professional Career Development				

<sup>1</sup> Courses may be offered out of this sequence and are subject to change.

<sup>2</sup> Courses above are generally taken over four days of a long weekend per month.

# Master of International Business

**Launch your career after undergraduate studies with a one-year, intensive Master of International Business.**

## **Meet the challenges of the global marketplace**

A strong understanding of how the world is interconnected through finance, marketing, operations, economics, and strategy gives students an immediate head start to launch their careers. Hult's Master of International Business (MIB) degree helps students acquire practical business knowledge with a focus on international and cross-cultural understanding of the marketplace. This degree is particularly well suited to recent university graduates (both business and non-business majors) who do not have extensive work experience.

## **Hult's Global Campus Rotation Program**

Our business school has been ranked #1 in International Experience and #3 in International Business in the *Financial Times* (2012). We firmly believe that an international perspective is crucial to understanding today's business issues. Hult's Global

Campus Rotation Program allows students to gain critical insights into the world's key economies and firsthand international business experience. You can pursue your MIB in Boston, San Francisco, London, Dubai, Shanghai, New York, or São Paulo. During the elective module, you can choose to remain at your home campus or study at a different Hult campus.

## **Curriculum combines hard skills with lessons in decision making and strategy**

Hult's MIB curriculum delivers an understanding of today's global marketplace. Initially, students focus on learning hard skills in international finance, marketing, operations, and strategy. Subsequently, through fieldwork and hands-on projects, they also gain the analytical, problem-solving, and critical thinking skills necessary to make decisions in a rapidly evolving, cross-cultural world.

## **Action Projects give you great exposure**

Our Action Projects give students exposure to real-world companies as they work in small teams coached by a mentor to solve a business problem or think of growth channels for leading companies. MIB students are given the chance to apply what they have learned in a true business setting, preparing them fully for their future careers.

## **Career opportunities**

Hult's Career Services team works closely with students in their job search, arranging recruiting fairs, campus networking opportunities, and internship placements. Major multinationals, like PepsiCo, PricewaterhouseCoopers, Deutsche Bank, and Accenture, actively recruit graduates who have strong business skills and possess international perspectives.

## **Project Management Specialization**

### **The importance of project managers**

In today's business world, the demand for skilled project managers is urgent and growing. About 80 percent of all major projects fail to meet expectations because of cost overruns or substandard quality. Fewer than 20 percent are completed on time. Key projects are expanding not only in terms of numbers, but also in terms of scale, scope, and medium. Hult's Project Management specialization will equip you with the technical and people skills required to manage major projects for multinationals, family businesses, and NGOs.

### **Concurrent Project Management specialization**

Hult's Master program offers a unique Project Management specialization, designed to give you the broad skills needed in planning, organizing, securing, and managing resources to meet business objectives. To be eligible for the specialization concurrent with your Hult Master degree, students must take additional project management courses (6 credits). For program fee, please see p.64.

### **A 21<sup>st</sup> century Project Management curriculum**

Hult courses in Project Management are cutting-edge, encompassing topics covered in Project Management certification exams and impart skills of current and future applicability. The three courses (each 2 credits) required for the Project Management concentration are:

1. Project Procurement and Contract Management
2. Project Planning and Execution
3. Project Quality and Risk Management

### Who is this program for?

Candidates with zero to three years of work experience who are interested in fields related to international business.

Candidates who would like to focus on project management and earn a specialization while earning their Master of International Business degree.

### Campus locations

• Boston • San Francisco  
• London • Dubai • Shanghai

### Start date

September

### Program length

1 year

### How to apply

[hult.edu/apply-now](http://hult.edu/apply-now)

### General contact

Online  
[hult.edu/contact-us](http://hult.edu/contact-us)

Boston  
Tel +1 617 746 1990

San Francisco  
Tel +1 415 869 2900

Miami  
Tel +1 305 648 9746

Asia Pacific  
Tel +852 2111 2399

London  
Tel +44 207 341 8555

Lucerne  
Tel +41 41 417 45 75

Middle East, Africa, South Asia  
Tel: +971 4 427 5800

Project  
Management  
Specialization  
available



### One-Year MIB Curriculum<sup>1</sup>

Toolbox Sept	Module A Oct—Dec	Module B Jan—Feb	Module C Mar—Apr	Module D May—Jun	Module E July—August
Individual Skills	Accounting	Financial Management	Strategy	Standard electives: <sup>2</sup>	Action Project
Team Skills	Organizational Behavior	Operations and IT	The Social Environment of Business	<ul style="list-style-type: none"> <li>Digital Marketing &amp; Social Media</li> <li>Entrepreneurship</li> <li>International Negotiations</li> <li>Change Management</li> <li>New Product Development</li> </ul>	<ul style="list-style-type: none"> <li>Entrepreneurial Finance</li> <li>Corporate Finance</li> <li>Mergers &amp; Acquisitions</li> <li>Marketing Research</li> <li>Solutions Marketing</li> <li>Start-ups and Growth</li> <li>Supply Chain &amp; Logistics</li> </ul>
Managerial Skills	Global Economics	Marketing			
Professional Career Development					

<sup>1</sup> Courses may be offered out of this sequence.

<sup>2</sup> Electives are subject to availability and may not be offered on every campus.

<sup>3</sup> Global Rotation is subject to availability.

Global Rotation Modules<sup>3</sup>

# Other Hult Degree Programs

## Master of Finance



Hult's Master of Finance program offers a relevant and rigorous education for professionals pursuing careers in corporate finance and international business.

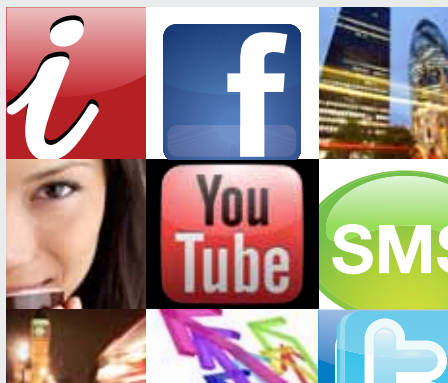
### Equip yourself for the world's most competitive industry

Hult's Master of Finance (MFIN) program offers a practical education for professionals pursuing careers in corporate finance and international business. Designed with input from Fortune 1000 CFOs, leading academics, and a broad range of finance professionals, our unique MFIN provides broad exposure to corporate finance, and training in data and financial analytics skills and helps you gain the communication and leadership skills needed for a career in finance.

### Learn from experts in finance

Hult's faculty draws from real-world practitioners. Study best practices with former finance executives and expert accounting professionals who have many years of combined experience in both business and academia. Take for instance Professor Dalko, Hult's Professor of Finance, who taught at Harvard and was a national advisor to the National Bank and government of Hungary. Unlike at many other business schools, Hult's professors remain close to the real business world, serving as consultants or directors to some of the world's largest companies.

## Master of International Marketing



Marketing drives profit, product longevity, and brand loyalty. Hult's Master of International Marketing explores marketing on a global scale.

### A highly relevant education in both business and marketing

Hult's Master of International Marketing (MIM) equips you with valuable general skills in management and strategy and with specialized skills in market research, branding, consumer behavior, sales, and new product development. This combined business and marketing experience prepares graduates for a wide array of careers that go beyond functional marketing.

### Our Master of International Marketing goes global

Study marketing in some of the world's most active consumer markets. Our Master of International Marketing program is available on Hult campuses in San Francisco, London, or Dubai. No matter where you choose to study, Hult's Master of International Marketing helps you harness your energy to think strategically and creatively about marketing in a global business context.

### Become a marketing whiz

MIM graduates will understand the power of media in all its forms and have the critical communication skills to add value to any venture. MIM graduates continue on to industries as diverse as retail, fashion, technology, branding, manufacturing, financial services, leisure and tourism, and consumer goods.

## Master of Social Entrepreneurship



Social entrepreneurship—using business methods to solve social problems.

### Make change happen

As one of the only business schools to offer a Master in this important field, Hult's Master of Social Entrepreneurship provides you with equal measures of business skills, knowledge of how to navigate social and political issues, and a full understanding of how to make change happen.

### Don't just think, do

Social Entrepreneurship is about "thinking" and "doing." Hult Action Projects, the capstone of this program, challenge you to put the knowledge and skills you learn into action and consult for actual organizations facing real-world business situations.

### Become part of Hult's commitment to social change

As a Clinton Global Initiative member, Hult is committed to tackling the world's toughest social challenges through crowdsourcing innovative ideas from the world's best and brightest business school students. The annual Hult Prize ([hultprize.org](http://hultprize.org)) has become the best crowdsourcing event, helping Water.org and One Laptop per Child in previous challenges. Hult awards USD1 million to implement the winning proposal, funding the next wave of social entrepreneurs.

## Bachelor in International Business



**Earn a U.S.-accredited Bachelor degree in International Business at Hult's central London campus.**

### **Focus on international business**

Our Bachelor program provides you with a strong foundation in international business that gives you a competitive edge. Core courses in business fundamentals build a firm bedrock of learning, which gives you the freedom to dig more deeply into the fields that fit your personal ambitions. You can accumulate extra expertise by focusing on finance, marketing, management, social entrepreneurship, or general business. Plus, participating in an Action Project gives you the opportunity to study on a Hult campus in the U.S., Middle East, or China.

### **Undergraduate education in the “Knowledge Capital of the World”**

Hult looks out over one of London's largest and most beautiful gardens—Russell Square—in Bloomsbury, an international knowledge cluster and the literary heart of London. You will be studying in an unbeatable central location in the world's most influential city.

### **Combined Bachelor and Master degree program; earn two degrees in four years**

Students can graduate with a Bachelor and Master in International Business in four years through Hult's fast-track combined degree program. Just four years after you first enter Hult as an undergraduate, you can graduate with two valuable degrees, increasing your knowledge, academic credentials, and earning potential.



# Intensive English MBA

**Hult's Intensive English MBA program (IE-MBA) helps you gain the language skills you need to thrive in any MBA program.**

## **3- or 6-month comprehensive English training**

Hult's IE-MBA is designed for candidates who have relevant experience and qualifications but insufficient English to pursue a top-ranked U.S.-accredited MBA. The IE-MBA is offered over a 3- or 6-month period, depending on your language needs. The program is composed of three major building blocks: basic language skills, business English, and the case study method. The program also has an optional module on GMAT test preparation. Apart from traditional classroom training, you are granted unlimited access to self-study content from the world's most flexible online English school, EF Englishtown (englishtown.com).

## **Small class size for personalized attention**

Hult's IE-MBA course is taught by an expert English instructor in a small class setting (maximum class size of six)\* to ensure you receive the individual attention necessary for maximum language learning. A small class size also guarantees that your individual language needs are addressed and fulfilled.

\*In the event that the class size is below six people, you may be placed in a class with other non IE-MBA corporate language students at your level.

## **A curriculum that combines intensive language training with MBA preparation**

Along with English language learning, Hult's IE-MBA curriculum is designed to equip you with other relevant skills required to complete an MBA in English, such as applying your English skills to solve a Hult business case, building your vocabulary in specific business disciplines, learning to write and compile a presentation, and business reporting.

## **A professional atmosphere with highly experienced classmates**

During Hult's IE-MBA, you will study with a group of mature and experienced professionals. They work in middle- to top-level management and come from diverse industry backgrounds. You can count on learning as much from your classmates as you will from the program.

## **Access to Hult's MBA community**

One big advantage of doing your pre-MBA language training at Hult is that you will have a head start in getting acquainted with Hult's MBA community and establishing yourself at the school. You are welcome to participate in any of Hult's numerous weekly student activities. Network with talented Hult MBA

students and alumni, participate in a wide range of Hult executive seminars, attend project presentations and guest lectures, and get to know your professors in relaxed settings.

## **Who is this course good for?**

Candidates who possess the business experience to enter Hult's intensive MBA program but lack the requisite English skills.

## **Where is this offered?**

Hult's Boston campus and Hult's affiliate—EF Executive Institute in London, U.K.

## **Length of program**

### **Comprehensive 6-month IE-MBA**

(March 4, 2013–August 16, 2013)

This course has been specially designed for students with lower-level English skills who need to master basic building blocks of the language before moving on to more advanced English training.

### **3-month Advanced Skills IE-MBA**

(May 27, 2013–August 16, 2013)

This course has been specially designed for students who have intermediate-level English skills but may lack a number of the more advanced English and communication skills needed to be successful in Hult's MBA program.

## **Tuition Fee**

### **Boston (U.S.)**

3 months (12 weeks): USD12,250

6 months (24 weeks): USD21,500

### **London (U.K.)**

3 months (12 weeks): GBP8,100

6 months (24 weeks): GBP14,100

## **General contact**

Online [hult.edu/contact-us](http://hult.edu/contact-us)

Boston Tel +1 617 746 1990

San Francisco Tel +1 415 869 2900

Miami Tel +1 305 648 9746

Asia Pacific Tel +852 2111 2399

London Tel +44 207 341 8555

Lucerne Tel +41 41 417 45 75

Middle East, Africa, South Asia Tel: +971 4 427 5800



Cambridge, U.K. English School.

# Finance and Insurance

**An MBA is a significant investment. We help you find the most beneficial funding options to cover your education-related expenses.**

## **Making it easier to afford your MBA**

Our one-year program is very cost-effective relative to other MBA programs, since most other programs take two years to complete. Hult students save a year of tuition fees, living expenses, and the opportunity cost of being out of the workforce. Nonetheless, we understand that financing an MBA can be challenging, particularly for international students. Furthermore, because the course is so intense, it is not possible for students to work in parallel with their studies. We work with you to help find the most beneficial funding options to cover your education-related costs. These options include scholarships, fellowships, and education loans.

## **Scholarships**

Hult offers a range of merit-based and need-based scholarships to reduce the tuition cost burden. These are available to all students regardless of citizenship. Alumni-sponsored scholarships are offered as well. To be considered for these scholarships we encourage you to apply early. Decisions on scholarships are made only after an offer of admission has been made.

## **Fellowships**

A limited number of fellowships are available to accepted students. These fellowships offer students the opportunity to work with Hult faculty and staff members for approximately eight hours per week. The number of fellowships varies from year to year and from campus to campus. The fellowships available each year are communicated to students at the time of application. All accepted students may apply for any fellowship position for which they feel qualified.

## **Education loans**

The majority of our students utilize some form of education loan even if they receive a scholarship or fellowship. Students requiring financing for their tuition costs have two main loan options:

### **Bank loan**

Financial institutions in many countries offer MBA education financing specifically to local citizens. These loans are typically repayable after completion of the course, although terms vary widely. We are happy to work with our students to help them identify suitable financial institutions to apply for these loans.

### **GoEd Student Financing**



Hult has established a partnership with GoEd Student Financing to offer student loans to international students. These loans offer very competitive interest rates. The loans are typically offered over five years, with repayments starting six months after graduation.

## **Erika Travel Insurance**



For peace of mind while you are enrolled at Hult, we have worked with a student insurance company, Erika Travel Insurance, to customize insurance for international students studying at Hult. This plan covers travel and medical for the duration of your degree program.\* Once you are admitted to Hult, you can apply for this insurance.

Highlights of Erika's worldwide coverage:

- 24/7 assistance
- Unlimited and worldwide medical coverage, including prescriptions
- Unlimited emergency evacuation and repatriation
- Erika pays for two family members to visit in case of a very serious illness or accident
- Cash refund of part of the tuition in case you need to interrupt the program due to serious illness or family death
- Coverage for all Hult-organized activities such as internships and excursions
- Generous property coverage, including valuables and cash
- Liability and legal coverage
- School staff can help you on the spot with claim forms and emergency contact details

\*Erika Travel Insurance may not be available at all Hult campuses, in which case Hult will endeavor to provide other suitable insurance for purchase.



# Application Information

## How to apply for the MBA

Start your online application at [hult.edu/apply-now](http://hult.edu/apply-now).

To apply to the program, students need to complete and submit the following before the application deadline:

- Application form
- Current resumé
- Statement of purpose
- Application fee of USD150

Additional application requirements:

- Two letters of recommendation
- Official transcripts from all universities and colleges attended
- GMAT score
- TOEFL or IELTS score, or equivalent score, if applicable

## MBA requirements

Hult International Business School seeks students with proven leadership ability and potential.

## Successful applicants generally:

- Have at least three years of work experience
- Possess a Bachelor degree or equivalent
- Are 24 years or older
- Have English proficiency

## Citizens of countries where English is not an official language must also provide:

- TOEFL or IELTS score, or equivalent score, if applicable
- Certified translations of official transcripts, if applicable

## Special notes about GMAT and TOEFL

Graduate Management Admission Test (GMAT) score report:

- Official results of the GMAT must be sent directly from the Graduate Management Admission Council (GMAC). Your GMAT score must be less than five years old to be considered valid. Score reports may be ordered online at [mba.com](http://mba.com). Hult's institutional reporting code is LJZ-DX-29. Please remember that only official results will be accepted; photocopies or faxes are not sufficient to complete a Hult application.

Test of English as a Foreign Language (TOEFL) score report:

- For students who do not meet GMAT or TOEFL proficiency levels, the Admissions Office may require the applicant to take an Intensive English course.
- Official results of the TOEFL must be sent directly from the Educational Testing Service (ETS). We will not accept institutional TOEFL results (i.e., those given by language training programs, institutions, or other colleges). Your official TOEFL score must be less than two

years old to be considered valid. Information and registration forms are available from TOEFL Program, Educational Testing Service, Rosedale Rd., Princeton, New Jersey 08541 U.S. or by visiting [toefl.org](http://toefl.org). Our institutional reporting code is 3015. The department code is 02. Please remember that only official results will be accepted; photocopies or faxes are not sufficient to complete a Hult application.

## Application deadlines

- Round 1 Deadline: Sunday, Oct 28, 2012
- Round 2 Deadline: Sunday, Dec 9, 2012
- Round 3 Deadline: Sunday, Feb 3, 2013
- Round 4 Deadline: Sunday, March 17, 2013
- Round 5 Deadline: Sunday, May 5, 2013
- Round 6 Deadline: Sunday, June 23, 2013
- Round 7 Deadline: Sunday, July 28, 2013

## Apply now and receive an exclusive Hult Acceptance Pack.



Hult International Business School, Inc. is a non-profit corporation organized in the Commonwealth of Massachusetts and accredited by the New England Association of Schools and Colleges.

## Estimated Tuition and Living Expenses

Hult Programs	MBA					Executive MBA			Master of International Business (MIB) Master of International Marketing (MIM) Master of Finance (MFIN) Master of Social Entrepreneurship (MSE)				
	Boston USD	San Francisco USD	London <sup>1</sup> GBP	Dubai AED	Shanghai CNY	London <sup>1</sup> GBP	Dubai AED	Shanghai CNY	Boston USD	San Francisco USD	London <sup>1</sup> GBP	Dubai AED	Shanghai CNY
Total Program Fee	65,800	65,800	45,200	243,800	443,700	23,700	125,700	230,800	39,900	39,900	29,200	147,800	287,100
Erika Medical Insurance <sup>2</sup>	N/A	N/A	700	4,200	7,400	N/A	N/A	N/A	N/A	N/A	700	4,200	7,400
AETNA Medical Insurance <sup>2</sup>	1,950	1,950	N/A	N/A	N/A	N/A	N/A	N/A	1,950	1,950	N/A	N/A	N/A
<b>Estimated Expenses</b>													
Housing	13,000	16,000	12,000	40,000	54,000	N/A	N/A	N/A	13,000	16,000	12,000	40,000	54,000
Living	10,000	11,000	7,000	25,000	48,000	N/A	N/A	N/A	10,000	11,000	7,000	25,000	48,000
Books	1,500	1,500	900	5,500	10,200	N/A	N/A	N/A	1,500	1,500	900	5,500	10,200
Computer	1,200	1,200	750	4,400	8,200	N/A	N/A	N/A	1,200	1,200	750	4,400	8,200
Application Fee (in USD) <sup>3</sup>	150	150	150	150	150	150	150	150	150	150	150	150	150
Confirmation Deposit	3,500	3,500	2,200	12,800	22,600	2,200	12,800	22,600	2,500	2,500	1,600	9,200	16,200
Installment Plan Fee	1,200	1,200	700	4,400	7,800	350	2,200	3,900	700	700	400	2,600	4,500
<b>Additional Programs</b>													
Project Management Specialization (6 credits)	6,000	6,000	4,500	22,000	44,000	N/A	N/A	N/A	9,000	9,000	6,700	33,000	65,000
Intensive English 3 months	12,250	N/A	8,100	N/A	N/A	N/A	N/A	N/A	12,250	N/A	8,100	N/A	N/A
Intensive English 6 months	21,500	N/A	14,100	N/A	N/A	N/A	N/A	N/A	21,500	N/A	14,100	N/A	N/A

<sup>1</sup>The Total Program Fees are split between Core Courses Tuition Fee (due to Hult International Business School Ltd. U.K.) and Electives and Other Fees (due to Hult International Business School AG, Switzerland).

<sup>2</sup>Subject to change.

<sup>3</sup>All in USD.

# Terms and Conditions

## Payment Terms and Deadlines

- An application fee of USD150 is payable at the time of the application submission.
- A non-refundable Confirmation Deposit, which contributes towards the tuition price, is payable within 14 days of acceptance into the program and will hold the student's place. See pricing table on page 64 for details of all applicable fees.
- 33% of the total fees (less deposit) are payable 90 days before the start of the program. Another 33% of the fees are payable 60 days before the start of the program and the remaining balance of the total fees are payable 30 days before the start of the program.
- Students have the option of paying via an installment plan. See pricing table on page 64 for details.
- The School reserves the right to withdraw any previously confirmed campus seat should the above payment terms and conditions not be met. The School will endeavor to relocate any student who fails to meet the payment deadlines.
- The School reserves the right to assess a late payment surcharge of 2% per month, or the maximum allowed by law whichever is lower, on all outstanding accounts.

## Methods of Payment

### The Application Fee and Confirmation Deposit can be paid:

- Online, by credit card, or by bank transfer/wire
- By the PaytoStudy payment service or

### The remaining Fees can be paid:

- By the PaytoStudy payment service
- By bank transfer/wire (ACH, EDI)
- Through U.S. Federal Title IV funding for those who qualify

All financial queries should be directed to the Hult Finance Department at [hult.finance@hult.edu](mailto:hult.finance@hult.edu)

## Medical Insurance

All students are required to have adequate accident and health insurance as defined by Hult. Hult has negotiated favorable premiums for our students with an international insurance company, Erika Travel Insurance. The policy protects against expenses incurred by accident or illness and provides coverage for loss or theft of baggage and personal effects. Full details will be sent to you along with confirmation of acceptance. Students who do not wish to purchase this policy are obliged to obtain alternative and adequate insurance and provide a copy of the insurance policy. Erika Travel Insurance may not be available at all Hult campuses, in which case Hult will endeavor to provide other suitable insurance for purchase.

## Free Accommodation

When offered the free accommodation is usually limited and only to students who have paid 40% of all fees due in accordance with payment due dates. The free accommodation is always shared in twin, triple, or other multiple sharing rooms. The free accommodation is always only for the first eight months of the program, during the core modules, and does not cover the elective modules, whether rotating or not. The description of specific accommodation facilities is not contractual and is subject to change and dependent on availability.

## Accommodation Bursary

When offered the Accommodation Bursary is always limited and is based on a first-come, first-served principle and only to students who have paid 40% of all fees due in accordance with payment due dates. Students will have to arrange their own accommodation. Hult is offering an accommodation bursary only, not actual supply of physical accommodation.

## Data Protection

Any information provided to the School may be held on computers and shall be used by the School and its authorized agents in accordance with the United Kingdom Data Protection Act.

## Cancellation or Changing of Programs and Locations

All programs and specializations are offered in good faith, but in the event enrollments for a specific program are deemed not sufficient to viably run the program, Hult reserves the right to cancel or move any offered program or specialization to another campus location. Hult will endeavor to offer any affected students other programs or specializations to attend.

## Providers of the Programs

Hult International Business School AG (Switzerland) is a world-recognized provider of business education providing, in collaboration with Hult International Business School, Inc. (U.S.), Hult International Business School Ltd (U.K.), Hult Investments FZ LLC (U.A.E.) Ying Ai Fu Consulting Ltd (China), and other affiliated companies, business education in the United States, United Kingdom, United Arab Emirates, and China.

Through its global reach, marketing capabilities, multicultural understanding, and past experience, Hult International Business School attracts students from around the globe to the business education programs and makes various other services available to the students.

See United Kingdom specific Terms & Conditions for details of the services supplied by Hult International Business School Ltd (United Kingdom) and Hult International Business School AG (Switzerland) for Hult programs in the United Kingdom (these Terms & Conditions are available in the online application portal for London-bound students)

## Hult Shanghai Campus

Hult International Business School does not accept Chinese citizens into its Shanghai campus as per local regulations. We invite Chinese nationals to apply to Hult's other campuses in Boston, San Francisco, London, or Dubai.

## Admissions Policy

The admissions policy of the Hult International Business School is intended to assess how an applicant might contribute to and benefit from an intensive graduate business education in a culturally diverse institutional environment. It reflects a "holistic approach" to application review based on (1) Basic Admissions Criteria, (2) Primary Personal Factors, and (3) Secondary Personal Factors, as set forth below:

## Basic Admissions Criteria

1. Substantial business experience and satisfactory GMAT score required for MBA
2. Undergraduate degree
3. Undergraduate transcript
4. Letters of recommendation
5. English language proficiency
6. Personal Statement
7. C.V.

## Primary Personal Factors

1. Career goals
2. Entrepreneurial skills
3. Evidence of
  - Leadership
  - Professional promise
  - Motivation and drive
  - Overcoming adversity

## Secondary Personal Factors

1. Professional certifications
2. Honors and awards
3. Publications
4. Membership in professional or business associations
5. Community or national service
6. Extracurricular activities

The above factors are not exhaustive. They may be weighed differently. They may not, however, be subsumed to a standard formula or ranking. They will be considered in conjunction with all other admissions criteria and factors, in light of the School's mission and purpose.

## Bursary Policy

The Hult Bursary policy is intended to advance the School's mission to deliver a useful and enduring business education to international professionals. It is based on the following objectives:

- (1) to promote a nationally, culturally, and ethnically diverse student body,
- (2) to encourage outstanding applicants to enroll in the Hult Program and
- (3) to provide financial assistance to qualified applicants in need of such assistance.

Consistent with these objectives, Hult has set forth the following guidelines for the awarding of bursaries, grants, fellowships, and other forms of financial aid:

### All such awards should be based on the following criteria:

1. Country of origin to ensure national, cultural, and ethnic diversity
2. Financial need
3. Specialized knowledge, skills, and/or expertise
4. Career goals
5. Entrepreneurial skills
6. Community, public, or national service
7. Evidence of:
  - Leadership
  - Professional promise
  - Motivation and drive
  - Overcoming adversity, including disabilities

The above criteria are not exhaustive. They may be weighed differently. They may not, however, be reduced to a standard formula or ranking. They should be considered in light of the School's admissions criteria, its mission and purpose, and U.S. and other relevant Equal Opportunity laws. U.S. Federal Student Aid is available for students who qualify at Hult's Boston, Dubai, and London locations.

## Resource and Capacity Constraints

### Global Campus Rotation Program

The Global Campus Rotation Program is subject to capacity constraints. Students must be in good academic standing and be up-to-date on tuition payments to participate in this program.

## Electives

Electives are subject to capacity and scheduling constraints. Not all electives will be available on all campuses. Electives for each program will be offered only at campuses where each program is hosted.

## iPads

Hult's intention is that all students receive an iPad as part of their Hult program. Hult cannot, however, be responsible for iPad availability, and the supply of the iPads will therefore be subject to availability. iPads will only be issued to students whose payments are up-to-date.

## Withdrawal and re-entering policy

A student may withdraw from the MBA program at any time upon giving written notice to the School's Registrar. The withdrawing student may re-enter the program at a later date, up to five years after original enrollment. He or she may use any unexpired refund credit (see "Refund Policy" below) toward the receipt of educational services or materials, priced at the rate prevailing at the time of re-entry. Course choices and study program will be subject to space and scheduling availability. In addition to providing written notice to the Registrar, all students must meet with the Dean prior to withdrawing. If the student is on a student visa at his or her campus of study, withdrawal from Hult will invalidate the student visa and immigration authorities will be informed. The student must schedule an exit interview with Student Services prior to his or her departure. Tier 4 students must also have an exit interview with the ICS team.

## Refund Policy

The School grants only credit refunds that may be used within a five-year period for future educational services at Hult. It does not grant cash refunds.

The date on which the notice of intention to withdraw and not re-enter is received by the Registrar, or the date on which the student is informed of his or her dismissal from the School, will determine that student's liability for tuition and other program-related costs.

1. If the notice of intention is received before the first day of the Toolbox, the student will be entitled to a full academic credit refund of any paid tuition and other program-related costs, less the program confirmation deposit, application fees, and insurance fees, which are non-refundable. After the first day of class in the Toolbox or in any module, the amount of any refund will be based on the following schedule:

Withdrawals after:	Will receive a credit refund for:
First day of Toolbox	Tuition for Modules A, B, C, D, and E
First day of Module A	Tuition for Modules B, C, D, and E
First day of Module B	Tuition for Modules C, D, and E
First day of Module C	Tuition for Modules D and E
First day of Module D	No refund will be due

2. In the case of a student who receives financial aid from Hult in the form of a scholarship and/or fellowship, the amount of any credit refund will be net of such aid, prorated over five modules as follows:

Withdrawals before:	Credit refund will be net of:
First day of Module A	100% total financial aid received
First day of Module B	75% total financial aid received
First day of Module C	50% total financial aid received
First day of Module D	25% total financial aid received
First day of Module E	No refund will be due

In accordance with Department of Education regulations, special refund rules apply to U.S. citizens and permanent residents receiving U.S. federal student aid. Copies of these refund policies are available upon request from the Financial Aid Office.

## The California Student Tuition Recovery Fund (STRF)

For California residents attending the San Francisco campus, it is a California State requirement that the School collect \$2.50 per \$1,000 of tuition on behalf of the Student Tuition Recovery Fund (STRF) at the time of first payment or after enrollment in the San Francisco campus. The Student Tuition Recovery Fund (STRF) was established by the California Legislature to protect any California resident who attends a private postsecondary institution from losing money; if a student prepaid tuition and suffered a financial loss as a result of the school closing, the student is entitled to claim compensation.

## Grading Procedure

### 1. Grading Standards

Course instructors will evaluate and assess participant performance. Grades are assigned according to the Instructor's assessment of performance on the intellectual and professional criteria established for the course. The Instructor has full authority and responsibility to establish performance criteria, evaluate participant performance, and award grades. The Faculty uses the following grading system to evaluate participant performance:

Points	Grade
4.00	A
3.67	A-
3.33	B+
3.00	B
2.67	B-
2.33	C+
2.00	C
1.67	C-
1.00	D
0	F

The Registrar releases official final course grades at the end of each module. Individual grade breakdowns (participation, homework, and exam grades, for example) are available only from Instructors. Every Hult student is entitled to know the manner in which his or her course grade was calculated.

### 2. Grade Point Average

A weighted grade point average (GPA) is computed by multiplying the numerical grade received for each course or module by the number of credit hours per course, totaling these figures, then dividing the sum by the total credit hours.

Every course in which a student has enrolled, and for which a student has been assigned a letter grade, will be denoted on his or her transcript. Every letter grade denoted on the transcript will be factored into the calculation of the student's overall GPA.

## Graduation Requirements

### 1. Basic Requirements

Participants must complete 57 credit hours of coursework to be eligible for the MBA degree. Participants must complete 39 credit hours of coursework to be eligible for the MIB, MIM, MSE, or MFIN degrees. Course credit is awarded for achieving a satisfactory grade on a course. Those who satisfy all program requirements (including participation in all courses, payment of all financial obligations, return of all library materials, and completion of all evaluations), who have no outstanding Honor Code issues, and who have a final GPA of 2.67 or better are granted the appropriate degree. Degrees are recommended by the Chief Academic Officer to the Faculty and the Board of Trustees and awarded by vote of the Faculty and the Board. In addition, for visa purposes, the student must meet full-time student residency requirements of the campus host country.

### 2. Dean's List


Participants who earn a GPA of 3.60 or above for any Module are named to the Hult International Business School Dean's List for that Module. Qualifying participants receive notification from the Dean with appropriate recording in the participant's permanent academic file. With the participant's approval, formal announcement of this scholastic achievement will be made. The School is very pleased to offer this achievement award and hopes this award will serve as added incentive for all participants.

### 3. Graduation with Honors

Participants graduating with a cumulative GPA at or above 3.60 will receive their degree "with Distinction," providing they have no Honor Code violations on their records. Honors are recommended by the Chief Academic Officer to the Faculty and Board of Trustees and awarded by a vote of the Faculty and the Board.

## Dismissal from the Program

The School reserves the right to dismiss any participant at any time whose academic performance is unsatisfactory, whose conduct constitutes unacceptable professional behavior, who has not paid their fees, or whose legal or medical problems hinder satisfactory performance. In such cases, the Dean will notify the participant in writing, a degree will not be awarded to the participant, and, as appropriate, the participant's sponsor will be notified. For students on a student visa at their campus of study, dismissal from Hult will invalidate the student visa and immigration authorities will be informed.



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### Meet us face-to-face

Our Recruiting Team holds regular information sessions in cities around the world during the year. To schedule a one-to-one private session, please go to [www.hult.edu](http://www.hult.edu)

### Visit us on campus

Prospective students and applicants are welcome to visit any one of Hult's five campuses to take a tour, meet with current students, staff, and faculty, or sit in on a class. For more details, please register at [hult.edu/visit](http://hult.edu/visit)

### Contact us

With Admissions Offices across every time zone, we are ready to speak with you at any time. (For a full list of recruiting office contacts, see the back cover of this brochure.)

## Accreditations & Rankings

Hult International Business School is ranked in the top 65 business schools by the *Financial Times*. Hult is also ranked 1<sup>st</sup> in International Experience and 3<sup>rd</sup> in International Business by the *Financial Times*.



### Global MBA Ranking 2012



Hult International Business School is ranked #1 in percentage salary increase and #31 in the world by *The Economist* (2012).



Hult International Business School's worldwide operations are accredited by the New England Association of Schools and Colleges (NEASC).



Hult International Business School's MBA program is accredited by the Association of MBAs (AMBA).



Hult International Business School is accredited by the British Accreditations Council of Independent Further and Higher Education.



## The Americas

**Boston** 1 Education Street  
Cambridge, MA 02141, U.S.  
Tel: +1 617 746 1990

**San Francisco** 1355 Sansome Street  
San Francisco, CA 94111, U.S.  
Tel: +1 415 869 2900

**Miami** 3390 Mary Street  
Suite 250, Coconut Grove  
Miami, FL 33133, U.S.  
Tel: +1 305 648 9746

## Asia Pacific

4F, 666 Fuzhou Road  
Jinling Haixin Building  
Shanghai, China 200001  
Tel: +852 2111 2399

## Europe

**London** 37-38 John Street  
London WC1N 2AT, U.K.  
Tel: +44 207 341 8555

**Lucerne** Haldenstrasse 4  
Lucerne, 6006, Switzerland  
Tel: +41 41 417 45 75

## Middle East, Africa, South Asia

**Dubai** Internet City  
P.O. Box 502988  
Dubai, U.A.E.  
Tel: +971 4 427 5800

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