

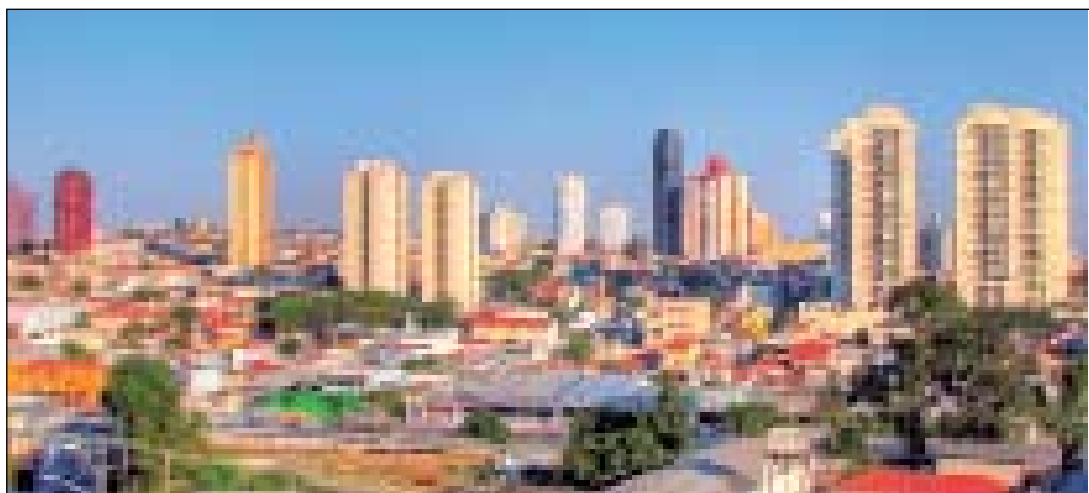
# University of Pittsburgh Executive MBA Program (EMBA Worldwide)



PITTSBURGH



PRAGUE



SÃO PAULO

# Table of Contents

<b>Executive Director's Message .....</b>	<b>1</b>
<b>Program Overview .....</b>	<b>2</b>
<b>Location Profiles</b>	
Pittsburgh, Pa., USA .....	6
Prague, Czech Republic .....	8
São Paulo, Brazil .....	10
<b>Students .....</b>	<b>12</b>
<b>Faculty .....</b>	<b>16</b>
<b>Admissions .....</b>	<b>18</b>
<b>Corporate Partnerships .....</b>	<b>20</b>

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# Executive Director's Message

The EMBA Worldwide program is ideally positioned to give students a superior education in business.



Dear Colleague,

Today's economy is rapidly changing and individuals need to think strategically, be flexible, and results-driven in this shifting landscape. Now more than ever these skills are being sought by companies as they find innovative ways to compete. For many organizations with operations in the United States and abroad, a global outlook is also essential. To be successful in this environment, developing these skills and abilities is key.

The Executive MBA (EMBA) program of the University of Pittsburgh Joseph M. Katz Graduate School of Business offers a unique experience to learn about the dynamics of business in the worldwide marketplace and gain new perspectives. The curriculum involves analysis of specific business issues and theories designed at developing leaders with the vision and problem-solving skills needed to effectively lead an organization. It allows them to

better meet the challenges presented in today's dynamic global environment.

The current global economic scenario affects businesses in similar ways. It will be interesting to see how flexible and adaptable companies, countries and regions can be when it comes to competing in this challenging marketplace. It is my opinion that those companies who invest in talent development now, and individuals who invest in their own future, will be uniquely positioned to realize significant gains when global markets recover.

Our EMBA program challenges participants from the moment they step into the classroom. Our students reap the rewards as they put their learning into practice as soon as the first weeks of class. There is no better time than the present to invest in yourself. Consider the Executive MBA program of the University of Pittsburgh Joseph M. Katz Graduate School of Business and make the investment now to prepare you for a bright future.

Sincerely,

A handwritten signature in black ink that reads "Anne Nemer". The signature is fluid and cursive.

Anne Nemer  
Executive Director, EMBA Worldwide  
Director, Center for Executive Education

# Program Overview

True business leaders have fulfilling, lucrative careers. They expand their companies' horizons; they have the vision necessary to identify opportunities before anyone else; and they have the tenacity to take their businesses to the next level.

The Executive MBA (EMBA) Worldwide program at the University of Pittsburgh's Joseph M. Katz Graduate School of Business is designed for the business leader, balancing global perspective with local expertise and preparing graduates to compete at a level on par with the world's top executives. EMBA Worldwide graduates acquire a worldwide outlook on markets and consumers, as well as the ability to build cultural competence in every market where their organizations are doing business now or will be doing business in the future.

The EMBA Worldwide program is designed with the new rules of the international business community in mind. It provides executives with a "real-world," research-based education and an exciting and rewarding life experience on three different continents—with sites in North America (Pittsburgh, Pa.), South America (São Paulo, Brazil), and Europe (Prague, Czech Republic). Students take most of their courses at the site most convenient to them; however, they also participate in three weeklong immersion sessions, called Global Executive Forums, with their EMBA Worldwide classmates at other sites.

While imparting this global perspective, the EMBA Worldwide program also values local savvy. Katz partners with top-tier corporations in North America, South America, and Europe. In addition, the relationships EMBA Worldwide scholars forge with their colleagues in the Katz community—an alumni network of more than 30,000 business



leaders across all industries—are an invaluable resource.

EMBA Worldwide's cohort-based program means students begin their studies with the same classmates who are with them at graduation. From the moment students enroll, they acquire this network with the expectation that these connections will expand and benefit them throughout their careers, thereby increasing exponentially the value of an EMBA Worldwide degree.

Since 1972, working professionals from the Pittsburgh, Pa., metropolitan area and beyond have earned their EMBA from the second oldest executive MBA program in the world. Katz is one of only 30 ranked among the best in the world by all five major publications that assess business school quality. Katz faculty and staff are committed to providing this same quality of education at all three EMBA Worldwide locations.

**EMBA  
Worldwide  
ranked 8th  
in cross-  
continent  
programs  
globally.**



**Alumni Hall, home to the EMBA Worldwide program, is on the campus of the University of Pittsburgh.**

### **The World at Your Doorstep and on Your Time**

An EMBA Worldwide degree represents quality, both globally and locally; it represents the ability to plan and act strategically; and it represents the analytical abilities necessary for immediate results and long-term growth. The rigorous curriculum in the EMBA Worldwide program is carefully designed for the working professional, including those who travel extensively or who balance work- and family-related responsibilities.

**“EMBA elevated my career to a completely different height.”**

Classes at the Pittsburgh, Pa., campus meet Friday and Saturday every other week. Students in the Prague program meet for one long weekend (Wednesday to Sunday) every month. Students in the São Paulo program meet Friday to Sunday every other week. These schedules enable students who travel frequently or who live in other metropolitan areas to have access to a world-class program with a global reach.

The EMBA Worldwide staff works closely with students to ensure they are able to seamlessly fit an EMBA education into their already busy lives. For example, course materials are hand-delivered to eliminate stops at the bookstore, and schedules are planned with as much as two years' advance notice to allow time to plan around annual meetings and other key deadlines.

## Program Overview continued



4

EMBA Worldwide is ranked 41th in the world and 6th in the United States according to the *Financial Times* 2009 survey of EMBA programs.

### Curriculum

The newly revised and updated EMBA Worldwide curriculum is as close to the business world as higher education gets. Graduates are prepared to make an impact one step ahead of tomorrow's trends, because EMBA Worldwide faculty members author the research that reveals what those trends will be.

When combined with the program's renowned faculty research and close corporate partnerships, EMBA Worldwide's curriculum provides the most up-to-date, forward-thinking education available. The more streamlined curriculum, which includes a mix of required courses, Global Executive Forums, and electives (totaling 48 credit hours), aids students in visioning for the future as well as navigating negotiations and executing strategic leadership for change.

The EMBA Worldwide classroom is a dynamic one that emphasizes discussion, case analyses, team and small group projects, computer simulations, and workshops. The

course work focuses on vision, strategic planning, and execution—skills that current market leaders say are key to effective management.

### Elective Courses

One of the few executive MBA programs to offer elective courses, EMBA Worldwide provides students with a broad range of electives in a unique format—during the final Global Executive Forum as an immersion experience for the entire class. Students in all programs select electives in finance, marketing, operations, leadership, and strategy.



**“The EMBA program was the best investment I ever made.”**

## Global Executive Forums

Global Executive Forums are a unique feature of the EMBA Worldwide program. The three international immersion sessions are conducted in North America, Europe, and South America at the beginning, midpoint, and end of each program of study.

These forums allow EMBA Worldwide students to engage in course work infused with a global context. Under the leadership of a University faculty member, students are taught cross-cultural management, gain firsthand insights into international business practices, and develop a global network of contacts.

The final Global Executive Forum in each class is conducted in the United States on the campus of the University of Pittsburgh.

## Core Courses

**Learning Community Workshop**  
**Financial Accounting: Reporting and Financial Statement Analysis**  
**Organizational Behavior: Leadership and Team Effectiveness**  
**Economic Analysis for Managerial Decisions**  
**Business Ethics and Public Policy**  
**Statistical Analysis: Uncertainty, Prediction, and Quality Control**  
**Marketing Management**  
**Decision Optimization and Risk Management**  
**Financial Management**  
**Global Human Resource Management**  
**Strategic Leadership for Change**  
**Negotiating in Business**  
**Strategic Cost Management**  
**Information Technology and Business Value**  
**Strategic Management for Competitive Advantage**  
**Strategic Visioning for a Global Future**  
**Global Supply Chain Management**

*Plus four electives (1.5 credits each)*

5

## Amjad Deen *Senior Regional Manager-Europe, Accenture*

Never one to remain satisfied with the status quo, Amjad Deen shares a trait with many other highly successful executives—he always wants to find a better, smarter way to do his job.

The EMBA Worldwide program was a perfect fit for Deen, allowing him to align his classes with a busy work schedule. The course work helped him to see in finer detail the many forces that drive his professional life; networking helped him immediately when two classmates offered assistance in legal arrangements of a financial issue that saved Deen a significant expense. And the friendships he made, both personally and professionally, will last a lifetime.

For the course *Competing in a Global Environment*, taught in São Paulo, Brazil, Deen worked with classmates from Brazil and the United States—giving him the opportunity not only to expand his network globally, but also to acquire the perspective he needed to effectively analyze his organization’s capabilities and business opportunities in an international economy.

*“After taking most of the subjects and classes, I better understood many concepts in much more detail which I understood only basically before my MBA. The EMBA made me a better professional.”*



# Program Overview

## Pittsburgh, Pa., USA



6

EMBA  
Pittsburgh  
students can  
earn their  
degree in  
about 19  
months.

Courses are  
delivered  
concisely and  
conveniently  
—on Fridays  
and Saturdays  
of alternate  
weekends—  
for five terms.

Pittsburgh, named America's Most Livable City in 2010 by the *Forbes Magazine*, is one of the best-kept secrets in the United States. The same work ethic that once made it the cradle of American industry has created a vibrant new economy, fueled by health care, computer science, robotics research, biotechnology, chemicals and coatings, finance, and telecommunications.

And with the skies cleared of smoke, Pittsburgh's 2.4 million residents enjoy one of the most attractive and charming cities in the United States. Editors at *USA Today's* weekend magazine ranked Pittsburgh's skyline as one of the country's most beautiful locations, ahead of the Golden Gate Bridge and Key West, Fla.

Pittsburgh's new diversity has been fueled in large part by the strong ties the community has made with institutions of higher learning, including the University of Pittsburgh and a dozen other nationally known colleges and universities in the metropolitan area. Universities directly contribute about U.S. \$2.3 billion to the local economy in Pittsburgh, which is now the seventh-largest center of higher education in the United States.

Health care has emerged as one of Pittsburgh's leading economic sectors, employing 11 percent of the workers in the area. More importantly, Pittsburgh's health care professionals are saving lives. Techniques perfected in the city's hospitals and laboratories have made it a world leader in organ transplantation, critical care, and cancer therapies. The University of Pittsburgh Medical Center ranks among the top 10 institutions in the United States for government-funded health care research.

Pittsburgh also is an important financial center, home to three of the largest banks in the United States. From start-ups to Fortune 500 corporations, businesses in Pittsburgh come in every size, and the region is devoted to attracting and keeping entrepreneurs.

Pittsburgh, the largest inland port in the United States, is situated at the confluence of three major rivers—the Allegheny, Monongahela, and Ohio—and has maximized the use of those bodies of water. Besides their use for shipping, there are ample opportunities for boating and kayaking along the region's water. A network of hiking and biking trails, many of which follow the river valleys, offers views of some of the most beautiful and historic scenery in the region.



# Program Overview

## Prague, Czech Republic



8

EMBA  
Prague  
students can  
complete  
their course  
work in 16  
months,  
taking part  
in sessions  
in Prague,  
Czech  
Republic.

Classes meet  
for one long  
weekend  
(Wednesday  
to Sunday)  
once a  
month.

Prague is sometimes called the “city of a hundred spires” because of the majestic churches and castles that dot its skyline. Indeed, a mix of architectural styles ranging from medieval to Gothic to art deco makes the capital of the Czech Republic one of Europe’s most beautiful and fascinating cities.

The dark decades of World War II and its aftermath are fast becoming a faded memory in Prague, home to about 1.5 million people and a burgeoning high-technology community. Since 1999, the Czech Republic—now a member of the European Union—has been the leader in central Europe for direct foreign investment on a per capita basis. Encouraged by modern infrastructure and stable government, the international community has invested about U.S. \$40 billion in the Czech Republic since 1990, and more than 100,000 Czech companies now have partnerships with businesses outside the country. Thousands of young expatriates also have moved to Prague from other parts of Europe to start their own businesses.

Prague’s excellent educational opportunities have helped fuel the city’s growth; besides being home to

Europe’s oldest institution of higher learning, Charles University, the Czech Republic has 56 other universities and partnerships with many international schools, including the Joseph M. Katz Graduate School of Business, which opened its first Prague center in 1990.

Still, heavy industries—including power generation, steel, and glass—continue to drive the country’s economy, and Prague remains responsible for about 20 percent of the Czech Republic’s gross domestic product. Prague’s historic importance as a manufacturing center also has encouraged engineering and telecommunications companies to expand their operations and research facilities there, and several of Europe’s largest international companies, including ABB, Siemens, and Philips, have a large presence in the city.

Yet Prague has become an important destination for another kind of commercial business—tourism. Lured by low-cost airfares and a vibrant art scene, tourists from Western Europe—particularly the United Kingdom—have made Prague among the most popular holiday destinations on the continent.



# Program Overview

## São Paulo, Brazil



10

EMBA  
São Paulo  
students can  
complete  
their course  
work in 16  
months,  
taking part  
in sessions  
in São Paulo,  
Brazil.

Classes meet  
Friday to  
Sunday of  
alternate  
weekends.

A writer for *Forbes* magazine recently wrote that the “only way to fully comprehend the sheer size of São Paulo is from a rooftop.” And even the view from there is likely to be astounding.

The third-largest city in the world, São Paulo packs a population of 19 million people into an area only about three times larger in size than Paris. São Paulo is a city so busy that executives routinely use helicopters to skip from office to office; on the ground, ultramodern office buildings share wide, European-style boulevards with 16th century churches erected by Jesuit missionaries. The state of São Paulo, with a population approaching 40 million people, is itself one of the busiest crossroads in South America; its airports serve 19 million passengers per year.

It’s no exaggeration to call São Paulo the economic engine of Brazil. The combined city and state of São Paulo contribute about 40 percent of the gross domestic product of Brazil, itself the world’s ninth-largest economy. Besides being the center of the country’s financial and stock markets—the São Paulo Stock Exchange is the largest in South America—it’s also the capital of Brazil’s automobile industry, producing upwards of 1 million cars and trucks per year. No wonder São Paulo is a

24-hour-a-day city like few others in the world—a Latin American combination of New York and Tokyo.

Though information technology is an important and growing segment of the Brazilian economy, manufacturing and transportation remain large and important industries in São Paulo. More than 900 of São Paulo’s manufacturers have achieved ISO 9000 status. Products from the state of São Paulo account for about 35 percent of all of Brazil’s exports—about 18 billion Reais annually. Also, 63 percent of all multinational companies in Brazil have their headquarters based in São Paulo.

Recreational opportunities include some of the world’s finest restaurants—offering what has been called the best French and Italian cuisine outside of Europe—and many of Brazil’s trendiest nightspots. São Paulo came by its cosmopolitan flair naturally. Portuguese immigrants were followed by Spaniards, Italians, Poles, Germans, and in later years, Lebanese and Japanese. Indeed, São Paulo is now considered the third-largest Lebanese city outside of Lebanon, and the largest Japanese city outside of Japan. Each group of immigrants has woven a new piece into the rich tapestry of life in São Paulo.



The ideal EMBA Worldwide candidate seeks a globally enriching education, is talented and driven, and thrives on a challenge.

## Students

What kind of executive pursues an EMBA degree? One who wants to make an impact on his/her organization and community; who wants to be able to better identify and seize opportunities; and who believes there is always something new to learn in a business world that's constantly evolving.

The EMBA Worldwide program is designed to challenge the intellect and supply students with the tools they need to advance their careers and their businesses. The ideal EMBA Worldwide candidate seeks a globally enriching education, is talented and driven, and thrives on a challenge.

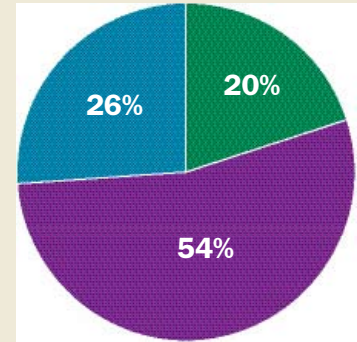


EMBA Worldwide graduates' comprehensive knowledge of both business administration and the worldwide economy gives them the competence and credibility to become their companies' most valuable players—or to run a company of their own.

EMBA Worldwide students also acquire a network of highly motivated and talented classmates on whom they can rely. The relationships they build with executives, entrepreneurs, and other professionals serve them for a lifetime. And as alumni of the University of Pittsburgh, they have an expansive network of professional and personal contacts from which to draw, wherever life takes them.

### Class Profile

Experienced executives participate in the EMBA Worldwide Program.



- 10-18 years experience
- more than 18 years experience
- less than 10 years experience

- 22 percent women
- About 70 percent come from large multinational corporations
- Others are entrepreneurs or professionals in fields such as law or medicine who want to extend or transition their careers into new fields
- A few are young superstars in their organizations who are being prepared for more and more responsibility

### Industries Represented\*

Consulting	– 11%
Finance / Accounting	– 5%
Consumer Products	– 11%
Banking	– 5%
Government	– 2%
Manufacturing	– 11%
Media / Entertainment	– 2%
Energy	– 17%
Pharma / Biotech / Healthcare	– 14 %
Real Estate	– 2%
Technology	– 13%
Other	– 8%



**“A great opportunity to get to know many new friends and potential business partners, which is invaluable.”**

**Functional Areas  
Represented\***

Consulting – 5%  
Engineering – 5%  
Finance/Accounting – 19%  
General Management – 27%  
Marketing/Sales – 25%  
Management Information  
Systems – 5%  
Operations/Logistics – 3%  
Other – 13%

**The top five executive skills sought by  
organizations:**

*The Wall Street Journal, 9/30/08*

- 1. Strategic thinking**
- 2. Ability to work across many functional areas**
- 3. Ability to drive results**
- 4. General leadership**
- 5. Core financial understanding**

The EMBA Worldwide program will provide these skills by learning from world-renowned faculty, networking with colleagues who are business leaders, and traveling across the world to gain a true understanding of global business. You will gain these important skills in less than two years. It's an investment in yourself.

EMBA Worldwide's three locations attract executives from more than 20 countries.

**EMBA Worldwide Locations** 



**To Pittsburgh, Pa., campus from:** 

- Santa Maria, Calif.
- Detroit, Mich.
- Coenig, N.Y.
- New York, N.Y.
- Cantfield, Ohio
- Martinsfield, Ohio
- Poland, Ohio
- Youngstown, Ohio
- Edmond, Okla.
- Greenville, Pa.
- Philadelphia, Pa.
- Fairmont, W.Va.

**To São Paulo, Brazil, campus from:** 

- Buenos Aires, Argentina
- Santa Cruz, Bolivia
- Bolem, Brazil
- Brasília, Brazil
- Campinas, Brazil
- Curitiba, Brazil
- Florianópolis, Brazil
- Fortaleza, Brazil
- Goiânia, Brazil
- Porto Alegre, Brazil
- Recife, Brazil
- Rio de Janeiro, Brazil
- Santos, Brazil
- São Bernardo do Campo, Brazil
- São Luiz, Brazil
- Medellin, Colombia
- Montevideo, Uruguay
- Houston, Texas, USA
- Point Comfort, Texas, USA
- Cranberry Twp., Pa., USA
- New York, N.Y., USA



To Prague, Czech Republic, campus from:

Vienna, Austria

Baku, Azerbaijan

Zagreb, Croatia

Paris, France

Dresden, Germany

Frankfurt, Germany

Munich, Germany

Budapest, Hungary

Reykjavik, Iceland

Almaty, Kazakhstan

Nairobi, Kenya

Beirut, Lebanon

Skopje, Macedonia

Marrakech, Morocco

Warsaw, Poland

Bucharest, Romania

Moscow, Russia

Bratislava, Slovakia

Kosice, Slovakia

Kiev, Ukraine

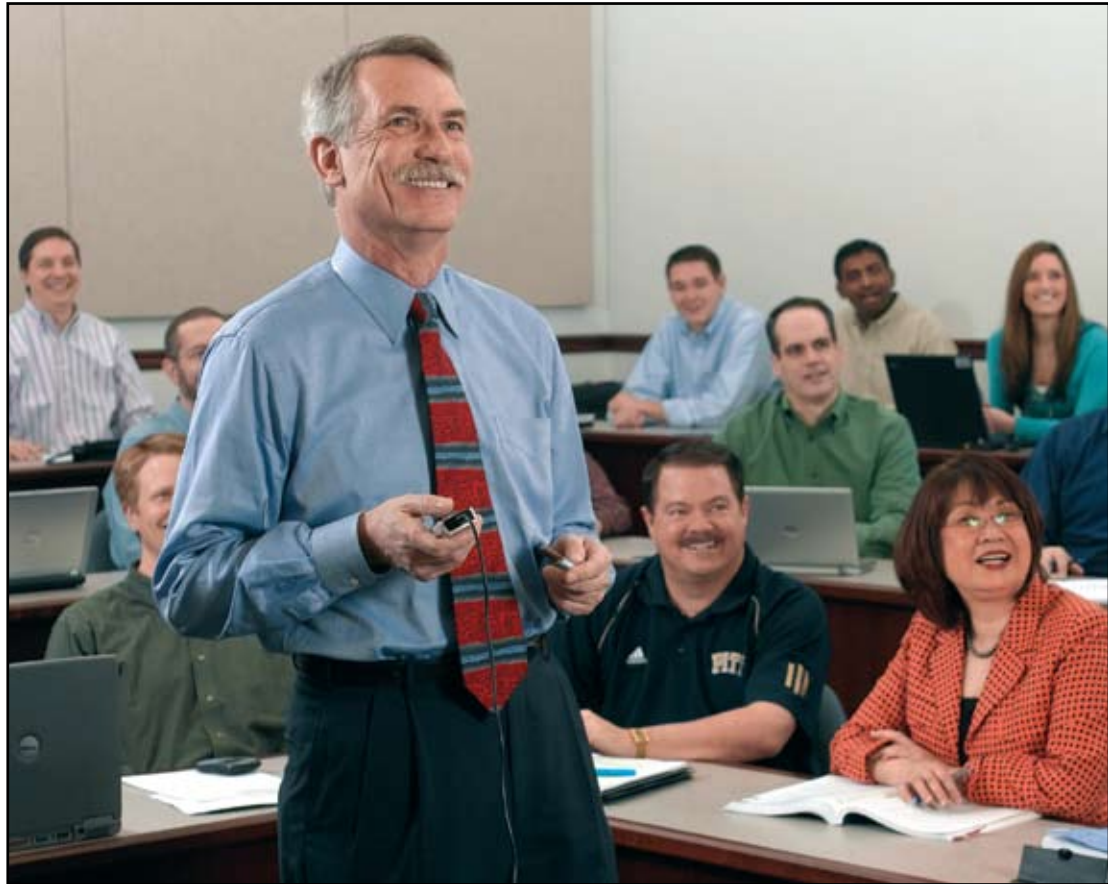
London, United Kingdom



# Faculty

16

Faculty and staff work closely with students to ensure that they are able to seamlessly fit an EMBA education into an already busy life.



EMBA Worldwide students take classes from highly recognized, research-focused faculty who bring cutting-edge practices into the classroom. Katz professors are world-renowned experts called on by corporations, organizations, and government agencies across the globe.

Faculty contribute to the academic knowledge base through research and publications, while at the same time enjoying a thorough understanding of the business world through consulting work and corporate partnerships.

The high quality of the faculty is a crucial reason why the EMBA Worldwide program has consistently been ranked among the world's best by the *Financial Times*, *The Economist*, and *BusinessWeek*.

Finally, because the same faculty teach at all three EMBA Worldwide locations, students can be assured of receiving the same valuable education at each site. And organizations can be assured that EMBA Worldwide graduates will be top performers, no matter where they choose to earn their degree.



**Audrey Murrell** *Associate Professor of Business Administration, Psychology, Public and International Affairs*



There is no question that today's business environment is a global arena, says Audrey Murrell. Successful executives understand that they will seek new partners, new business processes, and new technologies that may exist anywhere in the world.

Murrell, an expert in social psychology and organizational behavior, has worked with many multinational companies among the Global Fortune 500 on how to leverage their most important asset—their people. Her work has been widely published in management and psychology journals, book chapters, and popular media, including *The Wall Street Journal*, *Pittsburgh Post-Gazette*, *Atlanta Journal-Constitution*, *Black Enterprise*, and *Vida Executiva* magazine (for women executives in Brazil).

She believes the successful EMBA student demonstrates flexibility, an entrepreneurial spirit, a collaborative mindset, and a passion for problem solving. People who embrace change are certain to adapt and grow as their business evolves.

***"Today's global business is not just about location—it's about competence, culture and collaboration."***

17

**Don Moser** *Professor of Business Administration*

*Recipient, Katz Excellence in Teaching Award, 2003–2006*  
*Recipient, MBA Teacher of the Year Award, 1990, 1991, 1996, 2000, 2002*  
*Outstanding Professor Award, EMBA Worldwide–Brazil, 2001, 2004*

Donald Moser has built an impressive résumé as an accountant and auditor at several large financial institutions, the author of path-breaking research, and board member of many prominent accounting journals. But he counts his relationship with his EMBA students—and his multiple teaching awards—among his most significant professional accomplishments.

After participating in his class, Moser's former students often call on him for advice on presenting financial information to their companies' boards, bosses, and auditors. And Moser is more than willing to help. He believes in the value of good information; improved financial reporting paints a more accurate picture of a company's profitable business activities, allowing managers to focus their efforts more effectively.

***"It is very satisfying to have former EMBA students tell me that they use what they've learned in my classes on a regular basis in their jobs."***



# Admissions

## Admission Requirements

The admission decision places high value on candidates' total work experience, time in management positions, diverse functional assignments, and clear career progression. The scope and size of current positions is equally important, as are previous academic experience and test scores.

The ideal EMBA candidate is someone with strong potential for increased responsibility and demonstrated desire to learn and perform. Sponsoring organizations must indicate their support to allow sufficient time for classes and study activities. Financial sponsorship is encouraged.

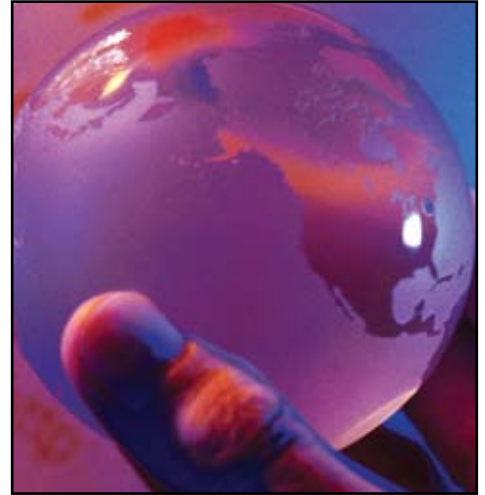
Candidates are evaluated on the basis of their overall profile to assess their ability to succeed in this intellectually rigorous program of studies.

A complete admissions packet consists of the following items:

- Completed admission form
- Candidate résumé
- Self-nomination letter
- Recommendation letters (2)
- Undergraduate BA degree or its equivalent
- College or university transcripts
- Organizational chart and annual report
- Interview

A minimum of five years of professional experience is required, and the applicant should currently be in a management position. Ten years of experience is recommended, and the average EMBA Worldwide participant has 14.

All classes are conducted in English, and a Test of English as a Foreign Language



(TOEFL) is required of any applicant who speaks English as a second language. While all candidates are encouraged to take the GMAT to provide further information on their ability to perform well in master's-level courses, some candidates may be required to take the GMAT to complete their application.

For more information about admission requirements or financing options, or to request an application, contact the nearest University of Pittsburgh EMBA Worldwide office or visit [www.business.pitt.edu/katz/emba](http://www.business.pitt.edu/katz/emba).

## Financing Your EMBA Education

There are executives in the EMBA class who finance all or part of their EMBA education through loans. U.S. candidates who are funding the degree in full or in part, or whose organization reimburses only after the end of a term, may consider financing. Federal Stafford loans are available to U.S. citizens for up to \$20,500 per academic year. Refer to [www.oafa.pitt.edu/gradlist.aspx](http://www.oafa.pitt.edu/gradlist.aspx) for information on how to apply.

The ideal EMBA candidate is someone with strong potential for increased responsibility and demonstrated desire to learn and perform.

**“The things I learned in the EMBA program have laid an excellent foundation for my professional life.”**

## Course Work

### Pre-Program Administrative Workshop

#### Orientation

- Learning Community Workshop

#### Courses

- Financial Accounting: Financial Reporting and Financial Statement Analysis
- Organizational Behavior: Leadership and Team Effectiveness
- Information Technology and Business Value
- Elective
- Statistical Analysis: Uncertainty, Prediction, and Quality Control

- Economic Analysis for Managerial Decisions
- Decision Optimization and Risk Management
- Financial Management
- Strategic Cost Management

### Global Executive Forum I (in Prague, Czech Republic)

- Business Ethics
- Negotiating in Business
- Strategic Management for Competitive Advantage
- Elective
- Marketing Management

### Global Executive Forum II (in São Paulo, Brazil)

- Strategic Visioning for a Global Future
- Strategic Leadership for Change

- Global Supply Chain Management
- Business Ethics and Public Policy

### Global Executive Forum III (in Pittsburgh, PA)

- Leadership and Change Management
- Advanced Electives

### EMBA Graduation University of Pittsburgh

*Class schedule subject to change.*

19

*Classes are held at the American Chamber of Commerce – Rua da Paz, 1431 – Chácara Santo Antônio. Class schedule subject to change.*

## Reeba Manimallethu *District Sales Manager, Eaton Corp.*

### Well traveled. Open-minded. Analytical.

Traveling is a passion for Reeba Manimallethu, as is studying other cultures. So when the time came to pursue an executive MBA degree, the international component of the Katz EMBA Worldwide program was an ideal fit. An engineer by training, Manimallethu found herself interacting with customers throughout her career with Eaton Corp., where she has held positions in engineering, sales, marketing, and management. Gaining a better grasp of business concepts and trends has helped her make a bigger impact within her company.

During Organizational Behavior, Manimallethu was able to evaluate Eaton Corp.'s incentive compensation program. She received input from both classmates and her professor, which helped her view the program from a much different angle. And traveling to other countries to see how people solved similar problems also gave her a fresh perspective on the way business is conducted around the world.

*"The EMBA degree opened up ideas for me that I would not have considered previously. Some of the classes I took held my interest far greater than I would have thought, allowing me to consider nontraditional career paths, which have opened up new possibilities for me."*



## Corporate Partnerships

An executive MBA represents a significant commitment of time and money for organizations and individuals. Like any other investment, an EMBA from Katz must offer tangible, positive returns.

Upon starting the EMBA Worldwide program, students learn new skills and perspectives immediately. The Katz faculty includes talented researchers—many of whom are highly sought-after consultants to the private sector—who are dedicated to communicating the latest skills, tools, technologies, and strategies in ways that are easily integrated into the workplace.

EMBA Worldwide graduates are savvy international players, aware of market forces at home and abroad, and how to implement business practices that ensure success. Just as important are the long-term benefits that EMBA Worldwide graduates bring to their jobs. They have solid foundations in good business practices that give them the skills to see both the details and the big picture.

Students leave the EMBA Worldwide program able to think strategically, operationally, and tactically—and to turn their plans into reality quickly. And they're prepared for increased leadership roles with more confidence, more competence, and more credibility. They become agents of positive change in their organizations.



“We take employee development seriously at MEDRAD. We have found that investing in the graduate education of high-performing employees generates a critical layer of business acumen that we need for smart, strategic growth.”

— John Friel  
President and CEO, MEDRAD

MEDRAD is a partner organization of EMBA Worldwide.

More than just a degree, EMBA Worldwide is a comprehensive executive development program—a program that's already proven to help your organization reach its goals and maximize its human capital.

**“The (EMBA) degree opened new career opportunities for me. It truly changed my career.”**

More than just a degree, EMBA Worldwide is a comprehensive executive development program.

# Corporate Partnerships continued

## Participating Organizations

Since 1972, the Katz Executive MBA program has provided managers in all industries and sectors with the tools to increase their competitive edge.

Here are some of the companies and organizations whose managers have benefited from EMBA Worldwide:

ABN AMRO Bank  
 Accenture  
 Agilent Technologies  
 Alcoa  
 American Express  
 AT&T  
 Banco Brascan  
 Banco Itaú  
 BankBoston  
 Bayer Corp.  
 BigMedia  
 BNP Paribas



“The EMBA program allowed me to further develop my management skills. The diversity of the class, with students from several countries, as well as the interchange with the other EMBA Worldwide sites, made the program a valuable and unforgettable experience. I now feel ready and confident to take a leadership position within my company.”

— Daniela Mienack  
 Controller, Bayer Corp., Czech  
 and Slovak Republic  
 EMBA Class of 2006  
 Czech Republic



“In my view, the EMBA is a shortcut to the highest level of business.”  
 — Milan Svacha  
 CEO, Casablanca INT

Bristol-Myers Squibb  
 British Nuclear Fuels  
 Cargill  
 Caterpillar Brasil Ltda.  
 Česká pojišťovna  
 Česká spořitelna  
 Český Telecom  
 Cisco Systems  
 Citibank  
 Commerzbank AG  
 Concurrent Technologies Corp.  
 Credicard  
 CSOB Bank  
 Deloitte & Touche  
 Deutsche Bank Group  
 DuPont  
 Eaton Corp.  
 Eli Lilly and Co.  
 Ernst & Young LLP  
 Euronet Services  
 Eurotel Praha  
 Federal Express  
 Foxboro Brasileira Instr. Ltda.  
 General Electric Corp.  
 General Motors  
 GlaxoSmithKline  
 Consumer Healthcare  
 H.J. Heinz Co.  
 Honeywell  
 IBM Corp.

Johnson & Johnson  
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 Motorola  
 Nestlé  
 News Outdoor Group  
 Nextel  
 Nokia  
 Nova Chemicals  
 ON Semiconductors CZ  
 Oracle  
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 QBE Brasil Seguros SA  
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 Rockwell International Corp.  
 Rohm and Haas Co.  
 Saint-Gobain Vetrotex  
 Secretaria da Fazenda - SP  
 Siemens AG  
 Siemens Power Generation Inc.  
 Solectron  
 Sony Corp.  
 Sun Microsystems  
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 Wyeth Whitehall  
 Xerox Corp.  
 Yokogawa Electric Corp.

# Contact Us

## **EMBA Worldwide**

University of Pittsburgh  
Joseph M. Katz Graduate School of Business  
Anne Nemer  
Assistant Dean  
513 Alumni Hall  
4227 Fifth Avenue  
Pittsburgh, PA 15260  
USA



Phone: +1 412-648-1694  
Fax: +1 412-648-1787  
E-mail: [annemer@katz.pitt.edu](mailto:annemer@katz.pitt.edu)

## **EMBA North America Pittsburgh**

University of Pittsburgh  
Joseph M. Katz Graduate School of Business  
Kristen Bires Carothers  
Director, EMBA Pittsburgh  
514 Alumni Hall  
4227 Fifth Avenue  
Pittsburgh, PA 15260  
USA



Phone: +1 412-648-1607  
Fax: +1 412-648-1787  
E-mail: [kbcarothers@katz.pitt.edu](mailto:kbcarothers@katz.pitt.edu)

## **EMBA South America São Paulo**

University of Pittsburgh  
Joseph M. Katz Graduate School of Business  
Karla Alcides  
Director, EMBA São Paulo  
Rua Da Paz, 1431  
04713-001 São Paulo, SP



Phone: +55 (11) 5180-3674  
Fax: +55 (11) 5180-3670  
E-mail: [kalcides@katz.pitt.edu](mailto:kalcides@katz.pitt.edu)

## **EMBA Europe Prague**

University of Pittsburgh  
Joseph M. Katz Graduate School of Business  
Business Community Center  
Ivanna Goossen  
Truhlářská 13-15  
110 00 Prague 1  
Czech Republic



Phone/Fax: +420 222 316 960  
E-mail: [igoossen@katz.pitt.edu](mailto:igoossen@katz.pitt.edu)



## **University of Pittsburgh**

*Joseph M. Katz Graduate School of Business*

*EMBA Worldwide Program  
514 Alumni Hall  
4227 Fifth Avenue  
Pittsburgh, PA 15260  
USA*