

## Representative Companies

### Los Angeles

The Aerospace Corporation  
AeroVironment, Inc.  
Amgen  
Apple, Inc.  
Arbonne International  
AT&T  
Aurora Behavioral Health Care  
AutoClaims Direct  
Ballard Spahr LLP  
Bernstein Global Wealth Management  
Beverly Hills Spine Surgery  
CIRCOR Aerospace, Inc.  
City National Bank  
Dell Services  
Deloitte  
Delta Dental of California  
Fess Parker Enterprises  
GE Aviation  
Green Dot Public Schools  
Harrah's Entertainment, Inc.  
Health Net, Inc.  
Hyundai Capital America  
i365, Inc.  
IBM  
International Rectifier  
Internet Corporation for Assigned Names and Numbers (ICANN)  
Intuit  
Iron Mountain  
L & R Group of Companies  
LDR Spine  
Lennar - Rialto Capital Management LLC  
Lufthansa Cargo  
magnify360  
Medtronic  
Merrill Lynch  
Microsoft Corporation  
NAWBO-LA  
Nestlé USA  
Pacific Life Insurance Company  
PayPal  
Pelco by Schneider Electric  
QAD, Inc.  
SAIC  
Sitel  
Solyndra, Inc.  
Stanley Black & Decker  
Technomics, Inc.  
Telesis Capital  
Unified Grocers  
The Walt Disney Company  
Walz Group  
Warner Bros.  
Warner Music Group  
Western Asset Management Company  
Wipro  
XP Electron International Co. LTD  
Youth Policy Institute

### San Diego

Allergan  
Allianz Global Investors Capital  
American Express  
Boehringer Ingelheim Pharmaceuticals  
Capital Group Companies  
Cask Technologies  
Celgene Corp.  
Collectors Universe, Inc.  
CoreLogic Credco  
Cymer, Inc.  
Exacta Media, Inc.  
Federal Bureau of Investigation  
Fulcrum Strategies  
Genomics Institute of the Novartis Research Foundation (GNF)  
Greatbatch Medical  
HOLDRITE  
Hospira Worldwide  
Hungry Ventures LLC, 4DK Technologies, Cricket Wireless  
Idhasoft Strategic Consulting  
Illumina, Inc.  
Ingram Micro  
JPMorgan Chase  
Kyocera Communications International  
Lansing Industries  
Medtronic  
Mentor (a division of Johnson & Johnson)  
MorphoTrak  
Oceaneering  
Orion International  
Orthofix  
Pala Band of Mission Indians  
Panasonic Avionics  
Qualcomm  
Quintiles  
RBS Sempra Commodities  
Red Herring  
Rubicon Capital Group, LLC  
SAIC  
San Diego Gas and Electric  
Sega  
Shell Energy North America  
Symantec  
Union Bank  
United States Marine Corps  
United States Navy  
The Weinberg Group



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**usc Marshall**  
EXECUTIVE MBA PROGRAM



The Next Level  
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UNIVERSITY  
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CALIFORNIA

**USC**  
MARSHALL  
SCHOOL OF  
BUSINESS

**Flexible schedule. Global reach.**

**Innovative curriculum.** USC

Marshall's Executive MBA (EMBA)

program focuses on the needs and experiences of seasoned professionals, building on their achievements and expanding their knowledge base.

Designed for senior managers who wish to remain fully employed as they pursue their degree, Marshall's EMBA is a top-ranked, 21-month program offering a customized curriculum.

In biweekly sessions on Fridays and Saturdays at our University Park Campus in Los Angeles or our San Diego location, EMBA participants gain the key insights and new skills required for the next level of leadership in an increasingly competitive international marketplace.

Additionally, EMBA graduates take advantage of USC's extraordinary Trojan Family alumni network of more than 233,000 — including 75,000-plus Marshall alumni — in more than 90 countries.

### EMBA Class of 2012

	Los Angeles	San Diego
Class Size	78	59
Average Age	37	37
Average Years Work Experience	13	14
Average Salary	\$158K	\$170K
Married	52%	73%
Average GPA	3.2	3.1
Advanced Degrees	29%	15%
Women	21%	8%



### Undergraduate Majors

Business	28%	25%
Engineering	18%	16%
Social Science	17%	14%
Humanities	12%	8%
Computer Science	9%	11%
Sciences	8%	14%
Economics	8%	9%
Mathematics	0%	1%

### Industries

High Technology	18%	17%
Financial Services	14%	15%
Education/Nonprofit	13%	0%
Consulting	11%	12%
Health Care/Biotechnology	11%	20%
Manufacturing & Operations	9%	2%
Media/Entertainment	8%	4%
Government	5%	17%
CPG/Retail Marketing	4%	2%
Real Estate	4%	5%
Other	3%	3%
Energy	0%	3%

### The Curriculum

While traditional programs consist of individual courses and disciplines, the Marshall EMBA program offers an integrated curriculum emphasizing themes that parallel managerial situations confronting global executives on a daily basis. These executives are judged on how their company fares overall under their direction. Likewise, EMBA students are graded on each theme. In addition to reflecting the demands of the workplace, the Marshall EMBA program allows for greater flexibility to introduce new content relevant to today's changing business environment.

#### YEAR 1: OPERATIONS FOCUS

##### THEME I

Top Management Perspective

##### THEME II

Evaluating Market Performance

##### THEME III

General Manager as Integrator

##### THEME IV

Operations and Information Systems Management

##### THEME V

Operations Project

#### YEAR 2: STRATEGIC FOCUS

##### THEME VI

Environmental Analysis:  
Establishing Competitive Advantage

##### THEME VII

Dynamics of Global Competition

##### THEME VIII

Strategic Planning for Growth and Profitability

##### THEME IX

Managing Strategic Change and Implementation

##### THEME X

Executive of the Future

*The Wall Street Journal* ranks USC Marshall's EMBA program **No. 4** overall in the nation and **No. 2** for leadership and management skills.

### The Faculty

The EMBA program gives participants access to leading scholars and practitioners from a wide array of business backgrounds and disciplines. The experience and current work of Marshall's distinguished faculty extend well beyond the lecture hall: Our faculty serve as consultants to a broad range of organizations, from Fortune 500 companies to start-ups. Faculty accomplishments drive Marshall's innovative spirit and keep students connected to the latest business practices while fostering a dynamic learning environment. Marshall faculty also connect students with valuable resources that leverage USC's legendary alumni network.

### The Students

With an average age of 37 and an average of 13.5 years of work experience, EMBA students bring a high level of expertise to the program. They are senior professionals representing diverse fields and industries, who come to expand their capabilities and make crucial career connections.

### The Network

Our EMBA connects students to a global network that yields career-long benefits: the Trojan Family, with more than 233,000 alumni, including 75,000-plus Marshall alumni.

### EMBA at a Glance

Choose from two locations: USC's University Park Campus in Los Angeles or La Costa Resort in Carlsbad, Calif., 30 miles north of downtown San Diego and 40 miles south of Orange County.

Earn the Marshall Executive MBA in 21 months, including a 10-week summer break. Participants meet Friday and Saturday on alternating weekends for approximately eight hours per day.

Benefit from our integrated, customized curriculum, designed to meet the evolving needs of global business professionals.

Study with colleagues who have a minimum of eight years of full-time work experience and with world-renowned faculty who are accomplished teachers, scholars and thought leaders.



### Global Experience

Firsthand knowledge of international economies and cultures is increasingly vital to success in the constantly evolving global marketplace. That is why Marshall created ExPORT, a dynamic foreign-study and travel experience that is a mandatory component of the EMBA program. During their second year, participants embark on an eight-day trip to China, where they visit local businesses and meet executives of transnational corporations. ExPORT provides valuable insights into the complexities of doing business overseas and, in the process, gives students vital new perspectives on global business issues.

