FOR THOSE LONG ON EFFORT AND SHORT ON EXCUSES.

At the Gabelli School of Business at Fordham University, we believe ambition and opportunity go hand in hand. Which is why we help students develop the agility, determination, and strategic thinking sought after by today’s organizations.

The result? Emergence into the real world with a grounded sense of self, free of entitlement.

THREE DEGREES. UNLIMITED OPPORTUNITY.

The Gabelli School offers three MBA programs designed to fit your career goals and unique life circumstances. See pages 10–21 for full program details.

<table>
<thead>
<tr>
<th>PROGRAM FOR</th>
<th>STRUCTURE</th>
<th>WORK EXPERIENCE</th>
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<tbody>
<tr>
<td>FULL-TIME MBA</td>
<td>Young professionals looking to pivot job functions or careers.</td>
<td>2 YEARS</td>
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<tr>
<td></td>
<td>Full-time Daytime classes</td>
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<tr>
<td>PROFESSIONAL MBA</td>
<td>Working professionals looking to gain skills as they level up in their organization.</td>
<td>2-3 YEARS</td>
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<tr>
<td></td>
<td>Part-time Evening classes</td>
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<tr>
<td>EXECUTIVE MBA</td>
<td>Experienced managers seeking the 360° perspective for senior leadership.</td>
<td>22 MONTHS</td>
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<td></td>
<td>One 3-day weekend per month</td>
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</table>
Our programs take place right in the center of global commerce and culture. You can hustle to class, interview for a job, and take a victory run in Central Park—all without leaving Manhattan.

No matter your focus, one thing is true of all our programs: you’ll explore real-world business challenges taught by acclaimed faculty who’ve experienced them firsthand.

Working closely with your peers means working alongside future business leaders in NYC and abroad. In other words, the connections you make here are sure to serve you out there.

Here, we provide the personal attention and one-on-one coaching required to become a value-driven leader.

Through global immersion experiences, your worldwide business perspective will grow tremendously, making you a more well-rounded leader.

As New York’s only Jesuit B-school, we teach with a deep respect for each student’s development and a keen sense of how purpose coexists with profit.
LIKE MANY MBA CANDIDATES, YOU’RE LIKELY JUGGLING THE COMPETING DEMANDS OF WORK, FAMILY, AND PERSONAL LIFE—ALL OF WHICH CAN GREATLY INFLUENCE THE TIME YOU HAVE TO EARN THE DEGREE THAT WILL FUEL YOUR FUTURE CAREER.

But fuel them you must. By any means possible.

THAT’S WHY WE GIVE YOU THE CHOICE OF THREE UNIQUE MBA PROGRAMS DESIGNED AROUND YOUR SPECIFIC GOALS AND LIFE CIRCUMSTANCES.
FOR THOSE WHO FIND EVOLUTION INEVITABLE.

FULL-TIME MBA

TWO-YEAR COURSE OF STUDY | FULL TIME – 60 CREDITS
MIDTOWN NYC CAMPUS

Our Full-Time MBA program is designed to be transformational—and it’ll feel that way. A smartly planned core curriculum solidifies a business foundation. Then, starting second semester, high-level electives begin to develop the specialized expertise that employers want.

Thanks to our small class size and collaborative approach, you’ll quickly learn from the experiences of your peers—including Professional MBAs, who can enhance your perspective by bringing real-world education to every class.

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“It’s the community that really sets Gabelli apart. The business school environment is usually known to be very harsh and cutthroat. Here, people have a genuine interest in helping each other. There’s an ‘everybody can and will win’ attitude.”

Brandon Adamson
FULL-TIME MBA ’20

“Our class is comprised of students from backgrounds in military, law, wine & spirits, real estate, advertising, and more. Working alongside people with so many different types of past professional experiences has been one of my favorite parts of the program, and something I believe we’ll all hugely benefit from in the future.”

Madeline Jordan
FULL-TIME MBA ’20
**Full-Time MBA**

### Year 1

**Pre-Term**
- **Gabelli Launch**

**Fall 1**
- Accounting
- Finance

**Fall 2**
- Management
- Statistics

**Winter**
- Marketing
- Economics

**Spring 1**
- Ethics
- Business Tech & Analytics

**Spring 2**
- Strategy
- Global Industry Project
- Elective 1
- Enrichment Activities

### Year 2

**Summer**
- Internship

**Fall**
- Select 2 of 4:
  - Business Law
  - Operations
  - Leadership Communication
  - Managerial Accounting

- Elective 1
- Elective 2
- Elective 3

- Enrichment Activities

**Winter**

**Spring**
- Elective 1
- Elective 2
- Elective 3
- Elective 4

- Enrichment Activities

<table>
<thead>
<tr>
<th>Concentrations and Sample Courses</th>
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After completing your core courses, you’ll narrow your focus with industry-specific concentration courses and electives that align with your career goals.

**Primary concentrations:**
- Accounting
- Public Accountancy
- Communications and Media Management
- Finance
- Fintech
- Information Technology
- Management
- Marketing

Make your MBA yours by adding another concentration to your curriculum.

**Cross-functional secondary concentrations:**
- Blockchain
- Corporate Compliance
- Electronic Business
- Entrepreneurship
- Global Sustainability
- Healthcare Management
- International Business

**Data Mining for Business**
If you aren’t yet in command of data visualization, exploration, classification, prediction, clustering, and other topics, you will be at the end of this course.

**Cross-Cultural Negotiation and Communications**
Learn key negotiation skills for managers and explore how cultural differences and international settings affect business communication.

**Raising Capital and Investing in Global Financial Markets**
Gain expertise on going public and examine the strategies behind corporate restructuring and investing activities.

---

**Gabelli Launch**

**Start Your Journey.**

This intensive pre-program launch is your chance to establish your leadership style, start making connections, and put your critical thinking to the test—all before the first course begins.
Real work-life balance requires real effort. Add into the mix a rigorous, purpose-driven degree program and the can become a juggling act. Our Professional MBA allows you to customize your degree, providing the flexibility to accommodate busy schedules. This program is perfect for those with five to seven years of work experience who seek a convenient, well-rounded business education to complement their CVs.

“Gabelli prepared me for my current career in the most unexpected way. My classes provided me with the tools needed to make decisions in line with my values, and my professors proved that we all have the power to shape our communities through our business decisions.”

— Roberto Homar, UBS

“Prior to attending business school, I thought getting an MBA was just focused on strategies to increase profits and revenue. The courses around sustainability challenged me to rethink the role of business and focus more on how organizations can help achieve the common good through professional actions.”

— Akshay Patel, Deutsche Bank
ADVANCED EXECUTIVES NEED ADVANCED LEADERSHIP PROGRAMS.

As an overlay to your coursework, Gabelli Advance is designed to fortify your leadership capabilities through workshops, assessments, and individualized one-on-one coaching with our executive coaches.

GLOBAL IMMERSIONS
PREPARE YOUR OUT-OF-OFFICE MESSAGE.

This Gabelli Advance program develops a deeper global business understanding through an enriching international trip—not to mention a few select sessions right in NYC.

Recent destinations:
- London, England
- Kraków, Poland
- Dublin, Ireland
FOR THOSE WHO REACH NEW HEIGHTS AND KEEP REACHING.

EXECUTIVE MBA

22-MONTH COURSE OF STUDY | 60 CREDITS
MIDTOWN NYC CAMUS | WESTCHESTER CAMUS

Great leaders know that there’s always more to learn. That’s why we’ve crafted a 22-month accelerated program for professionals who’ve worked for at least eight years and still strive to up their game.

As a seasoned executive, you’ll have the opportunity to apply your vigorous work ethic toward meaningful work, taking classes that emphasize the importance of social responsibility in modern business management.

Experience-based team projects that hone in on your leadership capabilities serve as the cornerstone of this rigorous program, culminating in a global business opportunity that can take you across the world. While still in New York, you’ll progress through each course as a group—meeting for one three-day weekend each month.

“The entire MBA journey was much more than I had ever hoped for. I learned about my management style and preferences while receiving valuable feedback on my presentation and communication skills. Aside from learning new business acumen, I learned so much about myself through frequent interactions with my extraordinary cohort. They became my backbone and my second family.”

Silvia Khurrum, Con Edison
EXECUTIVE MBA ’19

“I really appreciated the vast professional backgrounds that the Gabelli faculty have outside of academics. Most—if not all—of our professors have decades of experience in business and can tie what we learn in class to how it applies in the real world.”

Christopher Day, AECOM Tishman
EXECUTIVE MBA ’20
INTERNATIONAL CAPSTONE

As an Executive MBA student, you’ll write your own ticket abroad—literally.

This program concludes with an international capstone trip as the culmination of an in-depth, consulting-style business project. You and your fellow students will collaborate on your country of focus, along with the particular business problem you’re attempting to solve.

SAMPLE COURSES

MARKETING MANAGEMENT & STRATEGY
Learn the fundamental concepts and processes essential for marketing goods and services in today’s competitive environment.

TRANSACTIONAL MANAGEMENT & SYSTEMS OPERATIONS
Gain the strategic planning and design techniques required to optimize an operating system’s quality and productivity.

MANAGING INNOVATION & CHANGE
Learn the challenges, techniques, and burdens associated with major organizational change.

PERSONAL LEADERSHIP DEVELOPMENT
Explore emotional intelligence and leadership with an emphasis on self-awareness and self-management.

INTERNATIONAL TRADE & DEVELOPMENT
Familiarize yourself with the theories and practices of world trade before learning the economic processes of developing countries.

Recent destinations:

Rio de Janeiro, Brazil
CLIENT: RIO CONVENTION AND VISITORS BUREAU

Johannesburg, South Africa
CLIENT: BMW FINANCIAL SERVICES

Tokyo, Japan
CLIENT: YAMAHA CORPORATION
You want to learn business? Learn business in New York. At the Gabelli School, you’ll master strategy, execution, and more from professors and professionals alike. We’re talking roll-up-your-sleeves, hands-on learning you can’t get from theoretical discussion alone.

Our main campus is in the heart of Midtown Manhattan, just off Central Park. If you can’t tell from the map, that’s pretty convenient—not to mention within waving distance of myriad future employers.
We live by a simple philosophy: the work you do out there depends on the work you do in here. Which is why we’re lean on entitlement and heavy on hard work. This mentality, and the tireless career advisors who preach it, produce graduates whom employers line up to hire.

Our Career Development Center offers impactful, end-to-end services that range from workshops and personal coaching to corporate information sessions and site visits. The goal? To help you translate your Fordham academic experiences into meaningful professional ones.

**Your Hard Work. Our Network.**

GABELLI SCHOOL OF BUSINESS

**What do GABELLI alumni do?**

- Finance and Accounting: 52%
- Marketing and Sales: 11%
- Consulting: 7%
- General Management: 22%
- Other: 8%

**What’s the average starting income of a full-time GABELLI MBA grad?**

- Full-time salary: $100,000
- Signing bonus: $24,000

**It's not just how many you know, it's who you know.**

- Adobe
- Acumen Fund
- AT&T
- Bank of America Merrill Lynch
- Blackrock
- Bertelsmann
- Citigroup
- Danone
- Deloitte
- Deutsche Bank
- EY
- Fisher-Price
- Gamco Investors
- Gartner Consulting
- General Electric
- Goldman Sachs
- GlaxoSmithKline
- HFZ Capital
- JPMorgan Chase
- Lands’ End
- Norges Bank
- NBCUniversal
- PepsiCo
- Pfizer
- RBC
- Thomson Reuters
- Verizon
- Whirlpool

**Recruiting Companies:**

- ADOBE
- ACUMEN FUND
- AT&T
- BANK OF AMERICA MERRILL LYNCH
- BLACKROCK
- BERTELSMANN
- CITIGROUP
- DANON
- DELOITTE
- DEUTSCHE BANK
- EY
- FISHER-PRICE
- GAMCO INVESTORS
- GARTNER CONSULTING
- GENERAL ELECTRIC
- GOLDMAN SACHS
- GLAXOSMITHKLINE
- HFZ CAPITAL
- JPMORGAN CHASE
- LANDS’ END
- NORGES BANK
- NBCUNIVERSAL
- PEPSICO
- PFIZER
- PWC
- RBC
- THOMSON REUTERS
- VERIZON
- WHIRLPOOL

**40,000+**

GABELLI ALUMNI WHO DON’T FORGET THEIR ROOTS

**7,850+**

GABELLI ALUMNI IN THE NYC/TRI-STATE AREA

**180,000+**

FORDHAM UNIVERSITY ALUMNI AROUND THE GLOBE

**98%**

OF FULL-TIME MBA STUDENTS WERE PLACED IN SUMMER INTERNSHIPS

**89%**

OF FULL-TIME MBA CLASS OF 2018 STUDENTS SEEKING EMPLOYMENT ACCEPTED AN OFFER WITHIN SIX MONTHS OF GRADUATION

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HOME OF THE ETHICAL WORK ETHIC.

We cultivate business leaders who have a desire to influence organizational culture for the betterment of humanity. Since the launch of our first business master’s degree programs in 1969, we have remained committed to teaching leadership with purpose. By conducting business that generates profit while benefiting other people, students emerge from our programs understanding exactly how to go above and beyond to advance their own careers, their industry of choice, and society as a whole.

MIDTOWN NYC CAMPUS

Our new 130,000-square-foot building at the Lincoln Center campus marks a new chapter in student life and education at Fordham. A first for the Gabelli School in Manhattan, this state-of-the-art building includes high-tech, flexible-designed classrooms, study rooms, conference rooms, an ultramodern trading floor with Bloomberg terminals, a three-story library and dedicated space for design thinking and social innovation.