THE
GABELLI
MBA
—
Midtown NYC
Unconventionality in a conventional world.

Five unexpected scenarios: What would you do?

Laughing, riffing, and how to make them work for you.

Three MBAs designed to help rewrite your future.

New York is my campus.

The making of a thoughtful leader.

How to make your résumé rise to the top.

The power of AND.

Before and after: Tales of transformation.

Did you know? Gabelli by the numbers.

Are you Gabelli MBA material?
At the Gabelli School of Business at Fordham University, you’ll discover that the opportunities you make for yourself often depend first on what you’re made of.

We help our students develop the strengths so highly regarded by today’s organizational leaders: strategic thinking, situational agility, and determination, so you’ll emerge with strong values and a grounded sense of self, free of entitlement.

We’re big-city atmosphere, small-town feel. A community of thinkers with deep insight and a broad worldview. A place to immerse yourself in the world of business and develop the experience that makes you a sought-after contributor to the world at large.

FOR THOSE WHO BELIEVE THEY CAN ALWAYS DIG A LITTLE DEEPER.

THREE DEGREES, UNLIMITED OPPORTUNITY.

The Gabelli School offers three MBA programs designed to fit your career goals and unique life circumstances. See pages 8-11 for full program details.

1. FULL-TIME MBA Two-year course of study
2. PROFESSIONAL MBA Part-time study while you work
3. EXECUTIVE MBA An executive-level degree in a compressed 22-month course of study

“THERE IS A BUZZ AROUND FORHAM RIGHT NOW, AND PEOPLE’S AFFINITY FOR THE SCHOOL, WHETHER YOU WENT THERE OR NOT, IS AT AN ALL-TIME HIGH. IT’S A GREAT TIME FOR THIS INSTITUTION.”

EDWARD D. FITZGERALD, GLOBAL CO-HEAD BUSINESS AND TECHNOLOGY SERVICES, BANK OF AMERICA MERRILL LYNCH
STRONG LEADERS ARE STRONG STORYTELLERS

Groundbreaking ideas often live or die based on how well you present them. We offer several courses that teach you how to tell engaging stories and help you find your voice as a leader instead of just another boss. You’ll learn why some stories and forms are more persuasive and inspiring than others, and how to develop your own voice to more effectively pitch new business, manage client relationships, and build consensus with people at all levels of an organization.

SUCCESS IS NOT A SOLITARY PURSUIT

Your achievement both in school and out requires the ability to cultivate a network of people you can count on. At the Gabelli School, we offer more than 20 student organizations with 132 leadership positions that introduce you to new people, new ideas, and shared experiences that help you build a valuable network and sharpen your leadership skills. Individuals empower the many, and the many empower the individual. You’ll participate in fundraisers, consulting projects, knowledge-sharing workshops, and even work with your student colleagues to organize panels on activist investing or women in business.

LEARN HOW TO ASK THE RIGHT QUESTIONS

Beginning in your first week, you and your classmates are thrown into tricky situations that require you to think in ways that challenge convention. Throughout your MBA experience, you’ll learn how to ask big questions. You’ll be exposed to cultural differences in management styles and challenged to demonstrate your chops on a variety of projects—like working directly with major corporations and nonprofit institutions to offer strategic solutions to real-time business challenges. Or preparing pro bono tax returns for low-income families.

FIVE REAL-WORLD SCENARIOS YOU MAY ENCOUNTER

01 Learn how to finance, market, and stage a Broadway play from an actual Broadway producer

02 Make an on-site presentation in the boardroom of the Federal Reserve

03 Tour Brooklyn Brewery and Gotham West Market to learn about sustainability

04 Attend a 16-hour weekend financial modeling immersion

05 Act as an equity analyst to perform due diligence, write a report, build a model, and present to hypothetical investors
What can you learn about advanced business strategy by performing improv comedy?

You learn to think on your feet. To present under fire and go with your gut. And to develop a “yes, and…” rather than a “no, but…” style of collaborating.

That’s because learning experiences like these impart the skills that make interviewers take notice: situational agility, sharp public presentation, and the ability to build on someone else’s idea to make it stronger. Or the confidence to look your audience in the eye and speak with conviction. During your first MBA year, you will consult with an NGO in an international market. You’ll use design thinking to create a product or service that serves a social need. You will compete head-to-head with your peers to creatively visualize data. You’ll tackle business issues hands on, the way they’re supposed to be.
As executive decisions go, this could be among the biggest you’ll ever make. 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 career aspirations.

But fuel them you must. By any means possible.

This is why we give you the choice of three unique MBA programs designed around your specific goals and life circumstances. Whichever program you select, you’ll develop the skills and knowledge to make an immediate, measurable impact on any organization. Upon completion, you’ll be prepared to lead and will possess a keen instinct for how profit can coexist with progress, advancing the Gabelli MBA philosophy of business that does good for society.


In two years, how much knowledge-building, skill development, and self-improvement can you accomplish? At Gabelli, two years is all the time you need to frame your future contribution to the business world.

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

How many people have the luxury of immersing themselves in a full-semiter study of white-collar crime? An analysis of emerging markets? An investigation of cybersecurity in business? Full-Time MBA students take these courses and others (in-person, online, and a mix of the two) alongside Professional MBAs, who enhance your perspective by bringing their real-world experience to class.

CURRENT MBA COURSES

BUSINESS AND G E O P O L I T I C S
In global markets, how do world political conditions influence opportunities, threats, and the performance of business enterprises?

GLOBAL COMPLIANCE
Learn the seven steps of creating a corporate compliance and ethics program. Delve into the Foreign Corrupt Practices Act and examine worldwide codes of conduct.

IMPACT INVESTING
Investments can indeed benefit people and the planet. This course covers microfinance, green energy, philanthropy, and ESG (environmental, social, governance) policies.

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.

LEADERSHIP FOR UNCERTAIN TIMES
Find out what Peter Drucker, George Leonard, Edgar Allan Poe, and other great thinkers can teach you about survival strategies for business’s toughest moments.

REVEALING CONSUMER INSIGHTS
Discover how anthropology and ethnography can prove essential in understanding consumer behavior and purchasing decisions.

After completing your core courses, you’ll narrow your focus with industry-specific concentration courses and electives that align with your career goals. Concentrations include:

- Accounting
- Communications and Media Management
- Finance
- Information Systems
- Management
- Marketing
- Public Accounting (CPA-Licensure Track)

DUAL CONCENTRATION
Combine any two concentrations for an additional six credits.

DUAL DEGREES
Combine your MBA with a JD from Fordham Law School, MS in Information Systems, or MS in Taxation.
Our Professional MBA lets you customize your degree and gives you the flexibility to adjust part-time study to your busy schedule. This program is perfect for those with five to seven years of work experience who seek a well-rounded business education that complements their experience. You can finish your degree in as little as three years, encompassing nine academic terms.

Work-friendly classes dovetail neatly with your schedule. You can even take two courses in the same evening to maximize your time at our midtown New York City campus.

Professional MBA students have the opportunity to complete one of seven concentrations to add specificity to their degree, or they can simply put together the series of electives that will best strengthen their career position. Professional MBA students have access to the same elective courses and academic concentrations as students in the Full-Time MBA program.

You’ll begin your coursework with Fixed Core courses: Statistics, Economics, Accounting, and Ethics. However, the real heart of this program—the Flex Core—is where you begin to specialize. You’ll follow that up with a range of electives to help inform the next stage of your career. The Professional MBA wraps up with the Capstone, which you can think of as the final exam of all final exams. This immersive experience is your chance to prove yourself by integrating theory, practice, principles, and leadership in a simulation of real-world problem solving.

**DUAL CONCENTRATION**

Combine any two concentrations for an additional six credits.

**EXECUTIVE MBA**

Our Executive MBA is a 22-month accelerated program for experienced professionals with at least seven years of work experience who wish to advance their skills and careers.

Classes meet for one three-day weekend each month. You and your fellow students will progress through each course as a group; the program strongly emphasizes leadership development through experience-based team projects.

Our Executive MBA program includes the following courses:

- Strategy
- Contemporary Issues in U.S. and International Business Law
- Financial Accounting/Financial Statement Analysis
- Financial Environment
- Information Systems in the Transnational Firm
- Managerial Accounting
- Managerial Global Economics
- Managing the Transnational Firm
- Marketing Management and Strategy
- Quantitative Methods and Decision Analysis
- Transnational Management and Systems Operations

**Concentration courses in management systems:**

- Managing Innovation and Change
- Personal Leadership Development
- Transnational Application
- Research for Final Project
- Two Electives

**Courses outside concentration:**

- Contemporary Ethical Issues in Business
- Global Finance
- International Communication Negotiations
- International Field Study
- International Trade and Development
When you want to learn business, you learn business in New York. At the Gabelli School, you’ll master strategy, execution, and experience from some of New York’s top minds. This is a citywide classroom, led by 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 just off Central Park in the heart of midtown Manhattan. We’re minutes away from everything and anything: Wall Street, Madison Avenue, Silicon Alley, museums and culture, theaters, and restaurants. Close to major employers—a big plus when interviewing and interning—and major travel centers at Penn Station and Grand Central Terminal.

NEW YORK IS MY CAMPUS.
FORDHAM IS MY SCHOOL.

NEW YORK STATE DEPARTMENT OF LABOR

NYPL.org/about/locations/schwarzman
labor.ny.gov/stats/nyc
reference.com/geography/many-taxis-new-york-821b6a10e69512b4
http://www.amnh.org/our-research/hayden-planetarium/resources/manhattanhenge
esbnyc.com/fun-facts

FORDHAM UNIVERSITY LINCOLN CENTER

500,000,000
Total Manhattan office space in square feet, 2015.

13,237
Number of taxicabs in New York City.

10118
The Empire State Building is home to so many businesses, it has its own zip code.

29º
Rotation of Manhattan’s street grid from true east-west, causing the “Manhattanhenge” sunset phenomenon twice each year.

.001%
Approximate odds of hailing a cab when it rains.

0.12%
Number of private-sector jobs in New York City. (New York State Department of Labor statistics, April 2017)

3,825,600
Number of taxicabs in New York City.

15,000,000
Approximate number of books and manuscripts in the main branch of the New York Public library.
As New York City’s only Jesuit B-school, the Gabelli School of Business teaches the values of conducting business that generates profit while benefiting others. This “leadership with purpose” philosophy cultivates a deeper understanding of people, including yourself and who you want to become. You’ll graduate knowing how to go above and beyond—not only to advance your own career, but to improve society as a whole.

Our unorthodox framework for honing your decision-making skills puts you into challenging situations to see how you’ll do. You’ll learn how to employ your intuition, your conscience, and your wits to develop a deep understanding of the problem—then generate insightful answers that solve it in original ways.

What makes a thoughtful leader?

The business world desperately needs unconventional thinking, along with authentic leaders who can harness those ideas to solve today’s toughest business challenges. Guided by a strong moral compass, Gabelli MBAs possess the personal building blocks for authentic leadership—a strong sense of self, anchored by humility. They are collaborative by nature and eager to apply that perspective for competitive advantage designed to transform their organizations, their industries, and the world.

Study trips don’t just challenge your cultural assumptions. They can prepare you for a career in international business through trial-by-fire learning. These fast-paced, mildly overwhelming journeys stretch the boundaries of your comfort zone. In China, for example, you’ll meet with employees at all levels of an organization, CEOs and workers alike. Spend the day at home with a migrant worker family, sharing conversation and a meal. Meet with several other families in suburban homes and high-rise apartments to learn their culture and customs.

“At my company, KPMG, we always seek out Gabelli School of Business graduates. What we are looking for are professionals of high intellect, great ethics and integrity, and also great personality—well-rounded individuals. We always go to the Gabelli School, and we always will.”

—Eileen Walsh
Retired Partner-in-Charge,
Audit Learning Development,
KPMG

For those bothered by the notion of profit over principles.
MIDTOWN NYC

INTERNSHIPS

Most Full-Time Gabelli MBA students pursue career-boosting internships during the summer between their first and second years. Students have worked at American Express, Bank of America, Cadillac, Citibank, Colgate-Palmolive, Consumer Reports, EY, Goldman Sachs, HSBC, Major League Baseball, Pfizer, Relativity Sports, Thomson Reuters, Unilever, and Wolters Kluwer, among others.

RECRUITING COMPANIES:

• ACUMEN FUND
• AT&T
• BANK OF AMERICA MERRILL LYNCH
• CMO
• CHURCH & DWIGHT
• CITIGROUP
• DANNOH
• DOLGIE
• DEUTSCHE BANK
• EY
• FEARNLEY SECURITIES
• GAMCO
• Gartner Consulting
• GE
• GLOBAL BRANDS GROUP
• GOLDMAN SACHS
• GSK (GLAXOSMITHKLINE)
• HPE CAPITAL
• KPMG
• NORGES BANK
• NOWTHIS MEDIA
• PEPFAR
• PFIZER
• PWC
• RBC
• THOMSON REUTERS
• UBS INVESTMENT BANK

FRAN HOROWITZ
MBA ’90
PRESIDENT AND CEO,
ABERCROMBIE & FITCH

EILEEN HOWARD BOONE
MBA ’91
SENIOR VP OF CORPORATE SOCIAL RESPONSIBILITY AND PHILANTHROPY, CVS HEALTH

CHERYL CALLAN
MBA ’88
EVINCIO, NEW YORK & COMPANY

EUGENE SHVIDLER
MBA ’92, MST ’92
INVESTOR

In fact, the entire Fordham University alumni network is more than 180,000 strong and active. A number of high-ranking alumni on the Gabelli School’s advisory board take an active role in helping MBA students find internships. We also hold a number of university-sponsored events, including an Alumni/Student Supper Club where students dine in small groups with alumni working in their field of interest.

Gabelli students continue helping one another long after graduation. Just ask one of more than 37,000 Gabelli School of Business alumni who will do anything they can to help you succeed.

NOTABLE ALUMNI

FOR THOSE LONG ON EFFORT AND SHORT ON EXCUSES.

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, heavy on hard work.

Combined with our unassuming, “no job too large or too small” attitude, we cultivate a mentality born of determination, innovation, and competitive spirit—the kind of approach that produces graduates whom employers line up to hire. In fact, hiring organizations often comment that Gabelli School students’ knowledge equals or exceeds that of students from other MBA programs.

How, then, does having a Gabelli MBA open doors to a more promising career? Not just by opening them for you, but also by teaching you how to knock harder. Whatever your specific program, you leave here with the philosophy that it’s your responsibility to use your business education to make a difference. Your career advisor prepares you for success throughout your program via career-development workshops, coaching, corporate information sessions, site visits, and much more. Gabelli’s approach allows you to make genuine contributions from your first day on the job.

IT’S NOT JUST WHO YOU KNOW. IT’S HOW MANY.

Most Full-Time Gabelli MBA students pursue career-boosting internships during the summer between their first and second years. Students have worked at American Express, Bank of America, Cadillac, Citibank, Colgate-Palmolive, Consumer Reports, EY, Goldman Sachs, HSBC, Major League Baseball, Pfizer, Relativity Sports, Thomson Reuters, Unilever, and Wolters Kluwer, among others.

INTERNSHIPS
Gabelli students aren’t cut from the typical business-school cloth. Their backgrounds are woven from a diverse set of interests and work experience, their ambitions patterned on futures bright with opportunity.

But the thing that really sets them apart—the trait that runs deep in today’s most successful leaders—is a mindset of celebrating shared results over individual advantage. This strong sense of community is one of our central tenets. At the Gabelli School, we believe in you and me, not you or me.

“Don’t consider getting an MBA only to improve your résumé and network. Look at it as a transformative process that equips you with skills and experiences to shape businesses for success.”

—Robert Goyeneche ’14

TRANSFORMATIONAL ATMOSPHERE.

We want you to ask yourself, “What kind of leader do I want to be?” Then ask yourself if you’re in the kind of learning environment that will give you the knowledge and support you need to become that person. At Gabelli, we keep classes small so that every student has the opportunity to make meaningful contributions to discussions.

Open forums during class and student organizations outside it empower you to speak up, be heard, and make a difference. With so many chances to take a leadership role, you can begin to shape a management style that sets the tone for a highly successful career.

Because our full-time program follows a cohort format, you and your classmates will form irrevocable bonds during your months of long hours and hard work—the kinds of close-knit relationships that last well into your respective careers.

What’s more, your professors aren’t here to trip you up or weed you out. On the contrary, their credo is “How can we help?” We lead by example. So you will, too.
THE TRANSFORMATION OF:

EDMUND TU

BEFORE GABELLI:
Senior Research Scientist and Flow Cytometry Specialist at Memorial Sloan-Kettering Cancer Center

AFTER GABELLI:
Equity Research Associate—Healthcare, UBS Investment Bank

“I entered business school with the intention of leveraging my past experience in science into a new career path. I was accepted into three different MBA programs and I chose the Gabelli School because I knew it was capable of guiding me to where I wanted to go.”

AIAH WIEDE

BEFORE GABELLI:
BA in literature from NYU, eight years in book publishing as an editor

AFTER GABELLI:
Tax Associate, KPMG

“My Gabelli School MBA has given me career opportunities I literally never imagined were options for an English major. Thanks to the high-quality education I received and the lifelong friendships I found at Fordham, I have transformed my future.”

JOSEPH OBRIEN

BEFORE GABELLI:
Banking and Capital Markets Senior Associate, PwC

AFTER GABELLI:
Investment Banking Associate, Citi

“I came from an accounting and finance background and was looking to move specifically into investment banking. I knew that getting a strong MBA education under a reputable name and program like the Gabelli School of Business, especially in the financial capital of New York City, would be paramount to my future.”

CHRIS MALONEY

BEFORE GABELLI:
Marine Corps Officer and Pilot

AFTER GABELLI:
Co-Founder and Brand Director, CauseEngine

“After transitioning from serving in the Marine Corps for nine years, the Gabelli School afforded me the opportunity to learn tangible business skills while giving me the support and flexibility to network in New York City, the most job-rich and energetic environment in the world.”
WITH A LITTLE HARD WORK, WHO KNOWS? MAYBE THEY’LL NAME A SCHOOL AFTER YOU.

The Fordham Gabelli School of Business, named after a generous gift from famed investor, philanthropist, and Fordham alumnus Mario J. Gabelli, BS ’65, cultivates 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, flexibly 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.

FORDHAM GABELLI FAST FACTS*

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Graduate Population</th>
<th>Average Class Size</th>
<th>Number of Full-Time Faculty</th>
<th>Student-Faculty Ratio</th>
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<td>Total Graduate Population</td>
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<td>123</td>
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<thead>
<tr>
<th>Category</th>
<th>Total Graduate Population</th>
<th>Average Class Size</th>
<th>Number of Full-Time Faculty</th>
<th>Student-Faculty Ratio</th>
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</thead>
<tbody>
<tr>
<td>Countries Represented</td>
<td>12</td>
<td>54%</td>
<td>643</td>
<td>46%</td>
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<tr>
<td>Percentage of Male / Female MBA Students</td>
<td>54% / 46%</td>
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<td></td>
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<tr>
<td>Mean GMAT (MBA)</td>
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<tr>
<td>Average Age</td>
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<tr>
<td>Average Years of Work Experience</td>
<td>5.2</td>
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*AS OF MAY 2017

MIDTOWN NYC CAMPUS

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Securing your place in the next class of incoming Gabelli School MBA candidates could set the tone for the rest of your business career. Our highly personal admissions philosophy is based on cura personalis, a Jesuit principle built on a deep respect for each individual and his or her potential.

Chief among our list of requirements? That you’re the type of person who believes rewards are commensurate with effort.

APPLICATION COMPONENTS

Visit fordham.edu/gsbrequirements

- A current professional résumé/CV
- Official undergraduate and graduate transcripts
- GMAT/GRE scores
- $130 application fee
- Two recommendation letters from professional sources (managers, supervisors, colleagues, or clients)
- Two essays

Our admissions committee carefully reviews each application and evaluates the balance of an applicant’s academic and career potential. Key areas of consideration are academic performance, managerial and leadership promise, and overall professional goals and aspirations.

Admissions: Entrances begins with you.

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<tr>
<th>DEADLINE</th>
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<td>Priority Deadline</td>
<td>October 13</td>
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<tr>
<td>Round 1*</td>
<td>December 1</td>
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<tr>
<td>Round 2*</td>
<td>November 16</td>
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<td>Round 3**</td>
<td>January 19</td>
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<td>Round 4</td>
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<td>Round 5**</td>
<td>May 8</td>
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<td>June 1</td>
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<td>Round 7</td>
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*Priority consideration for Dean’s Scholarships
**International students strongly encouraged to complete an application by this deadline