**Dallas: A Dynamic Location**

**Population**
Current population of the Dallas region
7.1 MILLION
360 RESIDENTS ADDED DAILY
or 1 person every 4 minutes
Projected population by 2040
10.5 MILLION

---

**Home to 20 Fortune 500 Headquarters and 39 Fortune 1000 Headquarters**

**Dallas**
- AT&T
- Alon USA
- Atmos Energy
- Brinker International
- Builders FirstSource
- Comerica
- Dean Foods
- Energy Future Holdings
- Energy Transfer Equity
- HollyFrontier
- Neiman Marcus Group
- Primoris Services
- Southwest Airlines
- Tenet Healthcare
- Texas Instruments
- Trinity Industries

**Coppell**
- Nationstar Mortgage Holdings

**Denton**
- Sally Beauty Holdings

**Fort Worth**
- American Airlines
- D.R. Horton

**Grapevine**
- GameStop

**Irving**
- Celanese
- Commercial Metals
- Darling Ingredients
- ExxonMobil
- Flowserve
- Fluor

**Kimberly-Clark**
**Michaels Stores**
**Pioneer Natural Resources**
**Mckinney**
- Torchmark

**Plano**
- Alliance Data Systems
- Cinemark Holdings
- Dr Pepper Snapple Group
- J.C. Penney
- Rent-A-Center

**Southlake**
- Sabre

**Richardson**
- Fossil Group
- Lennox International

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**Technology & Innovation**
Dallas has one of four regional U.S. Patent & Trademark Offices due to increasing high-tech innovations.

**Dallas Startup Hub**
- 49 Co-working Spaces
- 46 Accelerators & Incubators
- 12 Corporate Innovation Centers
- 12 Small Business Centers
- 64 Makerspaces
- 10 Executive Offices

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*Dallas Regional Chamber, “Why Dallas,” June 2017

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**Labor Force and Growth**
Dallas ranked 2nd in job creation in 2015 (113,500 jobs), only behind New York.
CJ Gigliotti

Fast Track MBA 2017
Finance

From: Philadelphia, Pennsylvania
Undergraduate: Pennsylvania State University
Full-Time Position: PwC, Senior Advisor

At Penn State, CJ earned a Bachelor’s Degree in Business Administration in 2011. After three years of working in finance roles, CJ accepted an offer at Accenture in its corporate development and transaction services department. He created and evaluated value propositions for new business opportunities. This work prepared him to concentrate in finance as an MBA student at Cox and accept his full-time offer from PwC as a Senior Advisor.

NO STATE OR LOCAL INCOME TAX
The Dallas region is one of the most affordable in the country.

HOUSING PRICES
12% less than the national average
49% less than many other large metro areas

$100,000 SALARY IN DALLAS =

Boston: $150,156
Chicago: $120,915
Los Angeles: $145,993
New York: $236,628
Philadelphia: $124,349
Portland: $134,755
San Diego: $150,676
San Francisco: $183,558
Seattle: $145,993
Washington, D.C.: $152,757

#4 BEST CITY FOR HIGHEST STARTING SALARIES

The Dallas region is one of the most affordable in the country.

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#4 BEST CITY FOR HIGHEST STARTING SALARIES
CURRICULUM OVERVIEW

AREAS OF CONCENTRATION

ACCOUNTING
BUSINESS ANALYTICS
FINANCE
• Specializations in Corporate Finance, Energy Finance and Investments

GENERAL BUSINESS

INFORMATION & OPERATIONS
MANAGEMENT
MARKETING
• Specialization in Customer Engagement

REAL ESTATE

STRATEGY & ENTREPRENEURSHIP

DUAL DEGREES

In partnership with SMU’s Dedman School of Law and the Lyle School of Engineering, students may pursue the following interdisciplinary programs:

Juris Doctorate & MBA (JD/MBA)
MS Engineering & MBA (MS/MBA)

“The one-year MBA program gives me the opportunity to build on my business knowledge with an exceptional, well-rounded curriculum. It is an opportunity to live a full-time MBA experience and get back in the marketplace in a short period of time.”

Diana Centares, Fast Track MBA 2016
Supervisory Senior Audit Department, HM&M

The Kitt Investing and Trading Center is a state-of-the-art instructional and research facility designed to integrate finance curriculum, enhance innovative faculty research and teach students practical finance and investment applications.
Summer Term

MODULE A — 6 credits
- Financial Accounting I
- Managerial Finance
- Management Decision Analysis
- Managing Your Career

MODULE B — 6 credits
- Managerial Statistics
- Marketing Management
- Business Presentation Techniques
- Strategic Management

Fall Term

MODULE A — 8 credits
- Operations Management
- 3 Electives

MODULE B — 8 credits
- Financial Accounting II or
- Managerial Accounting I
- Managerial Economics
- Organizational Behavior
- 1 Elective

Spring Term

MODULE A — 8 credits
- 4 Electives

MODULE B — 8 credits
- 4 Electives

Trent Obermuller
Fast Track MBA 2016
Strategy & Entrepreneurship, Finance
From: Corpus Christi, Texas
Undergraduate: University of Texas at Austin

Full-Time Position: AT&T Financial Leadership Program

Trent Obermueller was raised in Corpus Christi, Texas and earned his Bachelor’s in Finance from The University of Texas at Austin. Following graduation, he worked as a Financial Advisor at Prudential Financial, and later Merrill Lynch, during which time he obtained his Series 7 and 66 licenses. In 2005, Trent joined USAA, which led to a position as one of the first members of USAA’s corporate development group. In his role as a Senior Associate, he supported the management of USAA’s strategic fund focused on acquisitions, venture investments, joint ventures and divestitures. Upon graduation, Trent joined AT&T’s Financial Leadership Program.
EXPERIENTIAL LEARNING

SMU Cox provides enrichment beyond the classroom, through centers of excellence and institutes.

PRACTICUMS, CASE COMPETITIONS & SPECIAL PROJECTS

• Solve strategic challenges for companies
• Participate in case competitions on-campus and across the country
• Manage special projects or gain hands-on experience across:
  • Customer loyalty marketing
  • New product development
  • Practicum in portfolio management
  • Real estate practicum
  • Venture capital practicum

INTERNATIONAL EXPERIENCE, GLOBAL LEADERSHIP PROGRAM

Experience firsthand how business is conducted abroad during a 5-7 day international trip.

“Not only did we have the chance to see Dubai and Abu Dhabi, two of the most awe-inspiring cities in the world, but we met with top executives at several prestigious global firms. GLP was an unforgettable experience and one of my favorite SMU memories.”

Gabriella Canales, PMBA 2016
Senior Project Development Analyst, Hunt Power

BUSINESS LEADERSHIP CENTER

• Executive roundtables, seminars, coaching
• Applied leadership through the Disney Institute and Nonprofit Consulting Program
### COMPANIES THAT RECENTLY HIRED COX MBAs

<table>
<thead>
<tr>
<th>Company</th>
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<tr>
<td>7-Eleven</td>
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<td>A.T. Kearney</td>
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<td>Alcon</td>
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<td>Amazon</td>
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<td>American Airlines</td>
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<td>AT&amp;T</td>
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<td>Bank of America</td>
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<td>Bank of the Ozarks, Real Estate Specialties Group</td>
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<td>Baylor Scott &amp; White Health</td>
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<td>BBVA Compass</td>
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<td>Berkshire Hathaway</td>
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<td>BP Capital Fund Advisors</td>
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<td>Crow Holdings Capital Investment Partners</td>
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<td>Deloitte Consulting</td>
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<td>ECG Management Consultants</td>
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<td>FTI Consulting</td>
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<td>General Mills</td>
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<td>Goldman, Sachs &amp; Co.</td>
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<td>Health Care Services Corporation (BCBS)</td>
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<td>Hudson Advisors</td>
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<td>Texas Rangers</td>
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<td>The Heart Hospital Baylor Plano</td>
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<td>The Hershey Company</td>
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<td>VMG Health</td>
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<td>Volkswagen Group, Hong Kong</td>
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<td>Wal-Mart Mexico</td>
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<td>Wells Fargo</td>
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<td>Whirlpool</td>
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### CAREER MANAGEMENT

The Career Management Center offers students extensive resources and opportunities for corporate engagement.
- Personal assessment and coaching
- Career mapping
- Résumé building
- Interview preparation
- Networking

### TREKKING

- Energy
- Marketing and analytics
Meet with companies in various cities, including Austin, Houston, New York, San Francisco and Seattle, to network with employers and alumni.
Your Game Face for Networking

Don’t miss the Dean’s Tailgate-on-the-Boulevard, before home football games. Cox students socialize with recent grads, faculty, industry executives, and CEOs in a tailgate setting on Bishop Boulevard.

Clubs & Organizations

Adam Smith Society  
Black MBA Association  
Christian Business Society  
Consulting and Corp.  
Strategy Club  
Energy Club  
Enterprise Club  
Finance Club  
Golf Club  
International Business Club  
Jewish Business Club  
Latino Student Association  
Marketing Club  
Net Impact  
Operations and Analytics Club  
Real Estate Club  
Rugby Club  
Strategic Alliance  
Student Advisory Board  
Veterans in Business  
Wine Club  
Women in Business
Annette Gore  
*Fast Track MBA 2016*
**Strategy & Entrepreneurship**

**From:** Schenectady, New York  
**Undergraduate:** University of Georgia  
**Full-Time Position:** AT&T Strategy

Annette earned her Bachelor’s Degree in International Business from the University of Georgia and upon graduation joined the sales division of Schneider Electric. Annette then moved to Madison, Wisconsin, and worked as an Implementation Coordinator for Epic, an electronic health record software company which serves more U.S. patients than any other such vendor. Most recently, Annette worked for Deloitte Consulting for almost 5 years as a Manager in the healthcare provider practice. Outside of work, Annette enjoys traveling, exploring new restaurants, wine tasting, working out, and cheering on the Dawgs.

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**THE COX ALUMNI ASSOCIATION**

Over 41,000 ALUMNI around the world who are ready to share their experience and help advance your career.

Ranked by *The Economist* among **TOP 30 IN THE WORLD** for global alumni breadth and effectiveness.
CHECKLIST

Your complete application will contain the following:

• Application forms found in the online application
• Professional résumé
• Essays
• GMAT or GRE score taken within the last five years
• Undergraduate transcripts
• Two professional references (names and contact information only, no letters) — people who can speak to your work-related skills and abilities
• Admissions interview, by invitation only

APPLICATION DEADLINES

October 16, 2017
December 4, 2017
January 8, 2018
(Final deadline for international applicants)
February 19, 2018*
(Final deadline for domestic applicants)

*Rolling admissions following February 19, 2018.

Prajyot Bangera

Fast Track MBA 2016
Business Analytics

From: New Delhi, India
Undergraduate: SMU

Full-Time Position: Toyota, Senior Marketing Analyst

Prajyot was raised in New Delhi before moving to the United States to attend SMU, where he earned two Bachelor’s Degrees in Economics and Management Science. Upon graduation in 2011, Prajyot explored careers as a Software Test Engineer and a Consultant before discovering his interest in marketing. In his next role, as the Head of Marketing and Operations at Karnataka Restaurants, Prajyot created and implemented a customer loyalty program as part of a larger marketing strategy. After earning his MBA from SMU Cox, he accepted a Senior Marketing Analyst position with Toyota.
ESTIMATED STUDENT BUDGET FOR ACADEMIC YEAR 2017-18

A summary of anticipated tuition and living expenses for the 2017-18 academic year:

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>ESTIMATED COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$60,000</td>
</tr>
<tr>
<td>University and program fees</td>
<td>$7,698</td>
</tr>
<tr>
<td>Living Expenses</td>
<td>$18,000</td>
</tr>
<tr>
<td>Books &amp; Supplies</td>
<td>$2,500</td>
</tr>
<tr>
<td><strong>ESTIMATED TOTAL</strong></td>
<td><strong>$88,198</strong></td>
</tr>
</tbody>
</table>

Most Cox MBA students live in houses or apartments near the University.

This is a nine-month budget based on SMU estimates. Individual budgets may vary significantly. The estimate does not include health insurance or miscellaneous expenses. Tuition is subject to change on an annual basis.

Grey Reed
Fast Track MBA 2016
Real Estate, minor in Finance
From: Birmingham, Alabama
Undergraduate: SMU

Full-Time Position: Lidl, Acquisition and Development Manager
Grey first attended SMU as an undergraduate student majoring in Business Administration with a focus in accounting. He graduated in 2012, after having served in the U.S. Air Force as an Arabic Linguist and Senior Airman for two years. His undergraduate business degree led to a role at KPMG as an Advisory Associate before he moved into residential real estate. His second time at SMU Cox led to a focused interest in real estate, and he now serves as an Acquisition and Development Manager for the German grocer Lidl, supporting its U.S. expansion.
Southern Methodist University (SMU) will not discriminate in any employment practice, education program, education activity, or admissions on the basis of race, color, religion, national origin, sex, age, disability, genetic information, or veteran status. SMU’s commitment to equal opportunity includes nondiscrimination on the basis of sexual orientation and gender identity and expression. The Executive Director for Access and Equity/Title IX Coordinator is designated to handle inquiries regarding the nondiscrimination policies, including the prohibition of sex discrimination under Title IX. The Executive Director/Title IX Coordinator may be reached at the Perkins Administration Building, Room 204, 6425 Boaz Lane, Dallas, TX 75205, 214-768-3601, accessequity@smu.edu. Inquiries regarding the application of Title IX may also be directed to the Assistant Secretary for Civil Rights of the U.S. Department of Education.