Decision Time

We hope we’ve convinced you to give Olin a serious look. Because if you’re interested in enhancing your professional opportunities; if you’re searching for a school that will transform how you approach business and leadership; and if you want a personalized, customized curriculum taught by a world-renowned research faculty – Olin may be just the place for you.

To learn more about the Olin MBA program, visit our Web site at www.olin.wustl.edu/mba, or e-mail us at mba@olin.wustl.edu.

To schedule a campus visit, contact us at visit@olin.wustl.edu or call us at 888-622-5115.

To apply, go to www.olin.wustl.edu/MBA/admissions.
Starts Here:
At Olin, honing your functional skills is just the starting point. Because here, an MBA education is about more than what you think...it’s about mastering how you think. And we take that lesson to the street by offering you opportunities to integrate your functional, critical thinking and collaborative skills to solve real-world business problems.

As a student at Olin, you get the best of both worlds – the kind of personal, individualized attention from staff and faculty that only a small, exclusive program can provide, plus unlimited access to the resources of a major world-class university. Not to mention great alumni and recruiter contacts and plenty of leadership opportunities.
Your Career

An Olin MBA arms you with a skill highly valued by hiring companies: the ability to drive business innovation and results. Match that with career development coaching and a robust professional network, and you get an experience that provides motivated high-achievers with all the tools they need to launch new careers or take their current careers to the next level.

Start Now

If you’re searching for a school that will transform how you approach business and leadership – consider the Olin MBA. Call, or better yet, visit. And get started with your transformation.
TRANSFORM: Your Thinking

“Research-driven thinking, applied.” Our entire program, including the very way we teach, is built on this operational principle. More than any other single thing, it’s what sets us apart. And it’s reason enough to put Olin at the top of your list as you consider MBA programs.

Research-driven thinking is a way of approaching business problems or issues with the same mindset used to conduct research. It means learning how to:

- Ask the right questions and formulate them clearly and precisely;
- Gather, assess and interpret data;
- Reach sound conclusions and solutions;
- Communicate persuasively and effectively.
WHAT IS RESEARCH-DRIVEN THINKING, APPLIED?

Bottom line, it’s a rigorous, systematic way to observe, analyze and solve both research and real-world problems. And we create numerous applied learning opportunities for students to practice using this powerful thinking style in real-world settings.

Companies are hungry to hire people with strong analytical problem-solving skills who can strategically address complex, unstructured business issues. In fact, the 2007 Corporate Recruiters Survey from the Graduate Management Admissions Council singled out those very skills as highly attractive to hiring companies. And we’ve heard it over and over again as we work with companies and organizations that are recruiting students for internships and permanent jobs.

And you wouldn’t be looking at MBA programs unless transforming your career was your objective. We believe that research-driven thinking, applied, will be the catalyst for that change.

Why is Olin So Good at It?

Olin is one of the most highly regarded and productive scholarly research institutions among North American business schools. Our faculty is the key. It’s what sets us apart from other business schools and gives us a tremendous competitive advantage. After all, who better to teach research-driven thinking than a world-class research faculty?

Just how good are they? Well, consider a few facts. They come to us from prestigious institutions. They have an outstanding presence in scholarly journals, both in terms of publishing and serving on editorial boards. Their work is frequently cited by other academics in top journals. And in 2007, our faculty was ranked third by The Chronicle of Higher Education in terms of scholarly research productivity.

But our faculty’s renown isn’t confined to academia. Browse through prominent publications like The Wall Street Journal, Forbes, The New York Times, Financial Times, Shanghai Daily (online), MSNBC.com and Los Angeles Times and you’ll discover that Olin professors are frequently quoted when an expert opinion is needed.

Why Should That Matter?

Because our faculty members infuse their innovative, analytical thought processes into the learning environment and equip students with the rigorous, critical-thinking skills needed to attack complex business problems and power new ideas. And, their research often finds its way into the classroom, keeping students on the cutting edge of knowledge.

“We don’t necessarily bring all of the research we do into the classroom, but the research thinking style is the basis of our teaching. After all, the ability to assess, innovate and operationalize is at the heart of research — and it’s just as essential in the business world.”

GLENN MACDONALD
John M. Olin Distinguished Professor of Economics and Strategy
A member of the McDonnell International Scholars Academy, Karavikar — who is pursuing a dual degree in business and social work — was impressed by Washington University’s social work program as well as by Olin... a key selling point for her. The dual degree program will allow her to earn both an MBA and an MSW in three years.

“Just one year at Olin has given me what feels like five years of education,” she says. “I’ve already learned a lot, gotten some great work experience and made many personal connections. It’s an environment that really encourages everyone to shine.”

Karavikar discovered that learning concepts such as supply chain management can be both informative and fun. “Our team won a gold medal in the classic operations ‘beer game,’ and we all wished there was some way to put that on our résumés.”

Joking aside, Karavikar has already accrued some significant résumé items. For example, through the Taylor Community Consulting Program she worked with a fledgling nonprofit online retailer, www.buildanest.com, that offers micro loans to women in developing countries.

“It was a great opportunity to get practical experience and use the skills I’d been learning to help an organization that’s focused on social good. And there are lots of opportunities like that at Olin.”

But she says that life at Olin isn’t just about classes. “There’s an emphasis on being well-rounded, and the clubs facilitate that. Getting involved is part of the Olin culture. And there’s a club to suit just about every interest.”
Curriculum Overview

Even before new MBA students begin their traditional course work, we lay the groundwork for research-driven thinking. During the MBA orientation, incoming students are introduced to this operational mode with two required classes: Critical Thinking for Leaders and Foundations for Leadership Effectiveness.

Building on this platform, students are immersed into our core curriculum. This intense, required course of study — which comprises about one-third of the MBA program — is largely completed by the end of the first semester. The core provides a comprehensive grounding in business fundamentals and continues to build on the concept of research-driven thinking.

Choosing an Area of Focus

CONCENTRATIONS

Once past the core, you’ll be encouraged to customize your curriculum to best fit your personal goals and career objectives. Choose from more than 100 courses to focus your studies in a number of areas:

- Investments and Asset Management
- Investments Banking and Corporate Finance
- Brand Management
- Marketing Consulting/Strategy
- Strategy Consulting
- Organizational Leadership — Client Service, General Management, Human Resources
- Supply-Chain Management and Consulting
- Entrepreneurship
- Accounting Analysis

There’s no competitive bidding for elective courses at Olin, either. Because of our smaller size (about 150 per entering class), our students rarely encounter the problem of filled sections.

DUAL DEGREES

Washington University has many top-ranked programs in a variety of fields. Some of our MBA students choose to pursue dual degrees concurrently, earning both degrees in one less year than it would take to get them separately. Dual degrees are offered in architecture, biomedical engineering, East Asian studies, law and social work. And you can sample courses from other schools at Washington University even if you’re not enrolled in a dual-degree program. That’s not something many other MBA programs offer.

Your academic and career advisors will work with you to ensure that the program you design will make you marketable for both internships and full-time positions.

EXCHANGE PROGRAMS

Ready to immerse yourself in another culture? Olin can accommodate you, either for a full semester or a shorter program of two or three weeks. It’s a great chance to get an in-depth, first-hand look at how business is taught — and conducted — around the globe.

Olin partners with the following seven MBA programs around the world:
Manchester Business School in England; École Management de Lyon in France; WHU-Koblenz in Germany; Hong Kong University of Science & Technology; ESADE (Escuela Superior De Administracion Y Direcccion De Empresas) in Spain; IESA (Institute for Advanced Studies in Administration) in Venezuela; and the Indian Institute of Management in Ahmedabad.
**First Year**

<table>
<thead>
<tr>
<th>GO! Program</th>
<th>Fall Term A</th>
<th>Fall Term B</th>
<th>Spring Term A</th>
<th>Spring Term B</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Course work begins during the Gateway: Olin (GO!) orientation. Students learn about the Olin environment and how to make the most of their two-year experience.</strong></td>
<td>In the first eight-week term of the first year, the faculty introduces many of the key models and tools needed to frame and analyze the fundamental issues of management.</td>
<td>The second mini-semester introduces the major functional areas of the firm: finance, marketing, and operations. It culminates with ICE Week.</td>
<td>While completing the last required course in the first year, students begin to round out their curriculum with elective courses, and they often participate in an experiential learning program.</td>
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<table>
<thead>
<tr>
<th>Critical Thinking for Leaders (1 credit)</th>
<th>Introduction to Management and Strategy (2 credits)</th>
<th>Financial Management (3 credits)</th>
<th>Electives (12-18.5 credits)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managerial Statistics (2 credits)</td>
<td>Marketing Management (3 credits)</td>
<td></td>
<td>Electives prepare students to discuss internship opportunities in their chosen functional area and provide the needed tools to be immediately effective on the job. Elective offerings include both “mini” (1.5 credit) and semester-long (3 credit) courses.</td>
</tr>
<tr>
<td>Financial Accounting (2 credits)</td>
<td>Operations Management (3 credits)</td>
<td></td>
<td>Strategic Cost Analysis (2 credits)</td>
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<tr>
<td>Managerial Economics (3 credits)</td>
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| Career Navigator (0 credits) | Foundations for Leadership Effectiveness (2 credits) | Integrative Case Experiences (ICE) (1 credit) |

**Second Year**

<table>
<thead>
<tr>
<th>Fall Term A</th>
<th>Fall Term B</th>
<th>Spring Term A</th>
<th>Spring Term B</th>
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<tbody>
<tr>
<td>Students reflect on their professional development plans, first-year learning, and summer internship experiences. The assessment, complemented by staff, faculty, and mentor advising, yields a unique plan of courses and experiences for the second year. While the first year of the program builds team skills and a common body of knowledge, the second year builds individual confidence and competence.</td>
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</tbody>
</table>

| Electives (12-18.5 credits per semester) | | | |
|----------------------------------------|-------------------------------------------|
| Electives from many different disciplines are offered, including: accounting, finance, management, managerial economics, marketing, operations and manufacturing management, organizational behavior, strategy, entrepreneurship and international management. | | | |

<table>
<thead>
<tr>
<th>Leadership Development Workshop (1 credit)</th>
<th>Strategic Management (2 credits)</th>
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TAKING RESEARCH-DRIVEN THINKING TO THE REAL WORLD

While classroom study is critical, the real measure of an MBA program is how academic learning translates to the workplace.

In case you haven’t guessed, this is where the “applied” part of “research-driven thinking, applied” gets put to the test.

There are lots of elective opportunities to gain real-world experience at Olin, and we’ll take a look at them in a moment. But let’s start with the one opportunity that’s required.

INTEGRATIVE CASE EXPERIENCES (ICE)

This unique, innovative class comes at the end of the core semester and culminates with ICE Week (which actually lasts four days, though some students claim that it feels like at least a week!).

Here’s how it works. On Day 1, student groups are given a practice case — a business problem that needs to be solved. With a very short turnaround, the teams are required to analyze the problem, develop solutions and offer recommendations in a formal presentation. The practice case is judged by alumni and faculty.

On Days 2 and 3, teams of executives from corporate America — Best Buy and Edward Jones, during a recent ICE Week — present real, current problems from their businesses to the student teams. Ones they haven’t been able to solve. And every student on every team takes part in a final presentation of recommendations to executives from these firms.

Because ICE Week is extremely labor- and time-intensive, no other MBA program offers this experience. We can pull it off because we’re small — and because our faculty, staff and corporate partners are willing to invest the time and effort to give our students an unparalleled opportunity to put all of the core course knowledge they’ve gained into practice in a dramatic, impactful way.

Applied Learning — Investing, and Consulting

Nearly 20 years ago, Olin was one of the first business schools to establish a Center for Experiential Learning (CEL), which offers unique opportunities for MBA students to apply their academic experiences directly to solving real business problems.

Through the years, we’ve continued to expand our CEL offerings. They are now part of the backbone of our MBA program, offering students the chance to work with organizations that bring their strategic issues to Olin for analysis. Our MBA students write business plans, research products and services, investigate intellectual property, analyze marketing strategies and evaluate the effectiveness of manufacturing processes.

In addition to applying research-driven thinking, ICE Week is designed to emphasize teamwork, time management and presentation skills.
According to Rodney Singleton, “ICE Week can be summarized in two words — sleep deprivation. Seriously, it taught me how important it is to have an efficiently functioning team. The personalities in my group were very different, and we also had to overcome cultural and language barriers. But you’re forced to resolve those things, and in the end you learn how to work with people who are very different from you and achieve great results.”

Teamwork is just one of the benefits offered by the Olin MBA program, Rodney says. He also points to the small size and stellar faculty.

“I chose Olin because the program is small but well-regarded, and I knew I couldn’t get lost in the crowd. You won’t find any students here backstabbing each other to get an interview slot or a seat at a visiting company’s information session. Plus, the faculty is great. I’ve learned to approach problems in a better way, to find better solutions, to think more creatively. They gave me the analytical framework and the set of tools I needed to attack problems in the business world. Dr. Richard Frankel’s financial statement analysis classes alone made all my student loans worth it.”

The Weston Career Center earns his praise, too.

“The counselors there helped me make career connections before my first class. And I went to them often while I was a student, for everything from alumni contacts, to résumé and cover letter review, to mock interviews. In fact, the mock interview I did with career counselor Jill Murphy before being invited to my final round at Morgan Stanley was harder than the real thing. I felt very well prepared. And I got the job.”

**INVESTMENT PRAXIS**
Managing a portion of Washington University's endowment fund — it would be hard to find an experience more "real world" than that. Or to find a better opportunity to learn about the day-to-day responsibilities of professional investment portfolio managers.

Students who opt for the Investment Praxis have the authority to purchase or sell real assets, with the guidance of seasoned professionals, and must handle issues that range from compliance and account administration to ethical standards, potential conflicts of interest and confidentiality requirements.

Students also manage the $1 million Stern Global Investment Fund comprised of short-term securities and bank deposits denominated in the U.S. dollar, yen, pound, sterling, and euro. Their performance benchmark is a blend of short-term interest rates in the target currencies.

**THE PRACTICUM**
These faculty-guided consulting projects for corporate clients allow student teams to put their research-driven thinking into action as they provide expertise to local, national and international firms that are seeking assistance with particular problems or challenges.

At the end of the semester, the team makes a formal presentation to the firm or organization, including analyses, strategies and recommendations for change.

Repeat clients include the American Red Cross, Boeing, Edward Jones, Express Scripts, General American Life Insurance Co., MasterCard International and Nestlé Purina, among others.

In conjunction with the student-led International Business Outlook Conference, the Practicum went global, with field research conducted in Europe, Asia, and Latin America for projects sponsored by Emerson, General Electric, and Monsanto. The organizations identified key international business issues and assigned related research objectives. During the conference, the teams proposed solutions based on in-country research.

Among the projects they tackled: reviewing the European Regional Development Fund to understand how the Convergence funds it issues are being distributed to each new member state, and performing a worldwide search of existing eco products, identifying companies that could be sourced or partnered with to bring such products to market.

Other projects focused on sustainable economic development. The Missouri Botanical Garden sent students to Madagascar to investigate the sociological and economic impact of wealth created by the Blessing Basket Project, a nonprofit company that pays weavers wages 10 to 15 times fair-trade levels.

Through a combination of classroom study and interaction with the business and investment communities, the Center for Experiential Learning provides a comprehensive learning experience for students and an invaluable resource for companies that have problems to solve.
Students working for the World Agricultural Forum discovered that jatropha, a small hedge-like tree from the Caribbean, was the optimal source of alternative fuel in developing countries. Village cooperatives could produce the fuel and purchase a simple generator to power lights, refrigeration, a grain mill and a pump for clean water.

TAYLOR COMMUNITY CONSULTING PROGRAM
The nonprofit corollary to The Practicum, this program pairs teams of Olin MBA students with St. Louis area social-service agencies. During their six-week consulting project, the student teams address business issues and search for innovative solutions in areas such as market research, brand audit, financial assessment, operational assessment and strategic planning. At the conclusion of the program, teams deliver final presentations highlighting their findings and recommendations.

Junior Achievement, the Regional Commerce & Growth Association, the St. Louis Area Foodbank, Our Little Haven and KidSmart-Tools for Learning are among the organizations that have tapped Olin students for advice through this program.

In 2006, a team of students worked on a feasibility study for the St. Louis Archdiocese Department of Special Education to determine if services could be expanded to include a school for children with autism. As a result of the study a new school, St. Gemma Center, opened its doors in September 2007 to children ages six through 12 with autism and developmental disabilities.
GLOBAL MANAGEMENT STUDIES (GMS)
We send Olin students into the world, offering them distinctive opportunities to learn — and consult — in countries they select. (See the map to the right for an example of just some of the places our students travel to in their quest for knowledge.)

Combining classroom instruction and guest lectures with two weeks of field research abroad, GMS offers Olin students the opportunity to get firsthand experience of international cultures and economies.

Students make the decisions about these trips. They vote on the destinations; study the area’s history, government and culture; help develop the project — for example, a marketing plan for a new product, import feasibility studies or an examination of investment methods for stocks, bonds, joint ventures or real estate — and make a formal presentation to the Olin community at the end of the course. All under the guidance of a faculty mentor, of course.

Recent destinations have included Beijing and Hong Kong to study finance; Brazil and Chile to study the influence of political infrastructure on industry; and Dubai to study the “Healthcare City” and current development of biotech.

Entrepreneurship
With its collaborative, cross-discipline focus, the Skandalaris Center connects Olin MBAs with other Washington University students and the St. Louis start-up community through a variety of programs in an effort to foster innovation and entrepreneurship.

THE HATCHERY
The Hatchery, an innovative partnership among students, entrepreneurs and investors, enables students to develop a business idea of their own or one brought to us by individuals interested in a business start-up. Working in teams, students analyze the proposed business’s potential and write a business plan. Teams may apply for initial funding to turn their plans into actual companies through The Hatchery Seed Capital Fund.

OLIN CUP COMPETITION
In the Olin Cup Competition, students, faculty and the St. Louis start-up community form teams to collaborate on business plans for new entrepreneurial ventures. All teams receive support from mentors, workshops, speaker series, and outside experts, and they gain exposure to prospective investors and numerous local incubators. Seed funding is awarded to the top teams in two categories in the amounts of $50,000 and $20,000.
Global Management Studies (GMS) offers Olin students an unparalleled opportunity to get an up-close-and-personal look at cultures and economies around the world as they explore a particular international business issue. Best of all, students choose the destinations.
ST. LOUIS ENTREPRENEURSHIP AND INNOVATION COMPETITION

Students also participate in the St. Louis Entrepreneurship and Innovation Competition to develop innovative approaches to the area’s social problems. The judges award up to $65,000 in funding.

What do all these applied learning opportunities share in common?

- They’re faculty guided, so both students and clients benefit from mentoring by an expert in the field;
- They require students to integrate their functional, critical-thinking and collaboration skills and use them to address real-world, unstructured and complex business issues;
- They are team-oriented and include a presentation component, pushing students to develop the interpersonal, communication and leadership skills that are so critical in the business world;
- They’re a great addition to your résumé and give you concrete, real-world experience to talk about during interviews.

Extracurricular Learning, and Leadership

Extracurricular activities also drive learning through application. Students apply their creativity, critical thinking and technical skills when presenting their proposals for merger and acquisitions deals to a panel of M&A bankers from A.G. Edwards in the annual M&A competition.

Students frequently represent Olin at national competitions, sometimes with singular success. Michele Nudelman, JD/MBA 2009, (in partnership with her sister Sandra Nudelman) won the 2007 Harvard Business School Business Plan Competition with “Judicial Intelligence,” a legal research service tool that can be used to help attorneys optimize their litigation strategy through judicial opinion analysis.

Also in spring 2007, 20 MBA students taught elementary and middle school children financial and business skills through Junior Achievement of Mississippi Valley, Inc.; the Olin Japan Association organized a tour of the Toyota Motor Manufacturing plant in Georgetown, Kentucky; and the Olin Marketing Association hosted the “Super Ad Bowl” where students critiqued ads during the Super Bowl with input from advertising agency executives.

The Bottom Line

When it comes to academics, you’ll have a pretty tough time topping Olin. Not only do we have all the basics covered, we’ve got customization, personal attention, access to fabulous resources, and amazing applied and international learning opportunities. Most important of all, we have a renowned research faculty that transforms the way Olin students think and positions them for leadership.

And now we’ve come full circle. Research-driven thinking, applied. Yes, we equip our students with good tools. But even better, we turn them into great thinkers.

If you want to be energized, exhilarated and transformed — Olin is the place for you.

In the Olin Cup competition, entrepreneurial teams vie for seed capital funding and the interest of potential investors.
As an Air Force combat pilot, Pete Braxton spent six years visiting all of the globe’s hot spots. And he learned a lot. About leadership and managing high-stress situations, about negotiating and motivation. He also learned that he wanted to find a way to translate those skills to the business world.

Although Pete considered larger schools when looking at MBA programs, size wasn’t a factor in his decision. “The quality of a school is far more important to me. You can feel the energy here. It’s palpable. And you can’t beat the entrepreneurial opportunities or the dynamic, challenging environment.”

In fact, the entrepreneurship curriculum was one of the key selling points for Pete when he was choosing business schools.

“Ultimately, all business is entrepreneurial — you have to set a strategic vision and you have to be accountable. The Olin Cup competition is the perfect environment to practice entrepreneurial skills because you not only develop an innovative idea, you pitch it to real investors. So in addition to applying analytical and critical thinking, you have to hone your communication skills to convince people it has merit.”

Pete obviously did pretty well on that score. He and the company he worked with — NeuroLife Noninvasive Solutions — won the Olin Cup in 2007 (pictured on page 16), along with $55,000 in awards.

“Learning to take initiative and to think differently,” Pete says, “that’s a strength of Olin. Bottom line, Olin creates leaders, not just doers. I recognized that early on, and I knew this was the place for me.”
We’re serious about what we do…and so are our students. They work hard, study hard, compete hard. They’re energized, ambitious and focused. They’re determined to succeed and willing to invest the time and energy to turn their dreams into reality.

You might expect that kind of drive and determination often creates tension. But at Olin, the tone is collaborative, not cutthroat. This is a friendly, supportive place where everyone in your class knows your name, and where the faculty, staff and your fellow classmates want you to succeed as much as you do.
BUSINESS AND ALUMNI CONNECTIONS

Business leaders from around the world come here. Connect with them during classes, extracurricular activities, and networking events.

You read about the Integrated Case Experience (ICE) on page 10 — executives from top employers present “live” cases for student analysis, and then judge the student presentations. We couldn’t do it without a strong business network. In 2007, for example, Best Buy asked for recommendations on the ink cartridge business, and Edward Jones sought approaches for serving ethnically diverse consumers.

Since 1991, our MBA students have engaged in faculty-guided consulting projects for hundreds of corporate clients through the Practicum elective course. And dozens of chief executives and VPs have taught in “Creating Exceptional Value,” the course described on page 13.

You can leverage our network of alumni for professional connections that will last throughout your career. You’ll meet them at Olin events like the Century Club breakfast and networking receptions. And be sure to take advantage of these career development programs for students:

Lunch with a Pro

These informal small-group gatherings bring students together with alumni and other business professionals, providing students with an opportunity to solicit advice and ask candid questions. Tell me what it’s really like working at your company. What are the pros and cons of taking a position with a large firm? What are the skills and abilities that would make someone successful at your company, in your role? It’s a fabulous opportunity to get the skinny from people in the know.

Olin Mentors Program

One of our newest offerings, the Olin Mentors Program, is designed to pair first-year Olin students with alumni who help them prepare for summer internship opportunities by reviewing résumés and cover letters, conducting mock interviews and providing practical feedback. And just to illustrate how involved our alumni are with the school — this program came about because they asked for the chance to become more involved with students.

“Our size adds value. It enables you to individualize your education and enables our faculty to bring the power of their research-driven thinking into the classroom, and the real world. Olin students get a lot more from their investment. This just can’t happen in a class of 500.”

JOE FOX
Associate Dean and Director of MBA Programs
Mike Grady has lots of memories from his Olin Global Management Studies trip to the Middle East. Two flat tires (and only one spare) in the 100-degree heat of Oman — miles from civilization — isn’t among his favorites, but despite that glitch, he considers the trip a resounding success.

“The focus of our trip was finance, real estate and healthcare in emerging global countries,” he says. “We spent two weeks in the Middle East visiting — and learning from — prominent companies. I came home with a unique insight into how Islamic culture intertwines with business in today’s global economy.”

He also remembers the demands of ICE Week, which he described as the most intense week of his life.

“ICE Week was a tremendous experience because it accurately simulates the demands and pressures in today’s professional work environment,” he says. “Our group was repeatedly challenged to put together well-conceived business plans in a short time period — a situation that is very relevant to real-life business.”

“Olin has been an incredible experience,” says Mike. “It’s sort of an undiscovered treasure. Washington University’s reputation is very strong, and it’s only a matter of time before Olin is as widely recognized.”
THE OLIN COMMUNITY

As an entering MBA, you’ll have about 150 classmates — smart, high-achieving men and women who want to make their mark in business and their communities. Our students come from a wide range of academic disciplines, professional experiences, and cultural backgrounds. Visit www.olin.wustl.edu/MBA/admissions for the current class profile. This diverse group of peers will help drive and shape your transformation.

About a third of our students are women, and Olin recently joined the Forté Foundation, a consortium of business schools and corporations that provides fellowships to increase the participation of women in management.

We’re a founding member of the Consortium for Graduate Study in Management, an organization that works to address the under-representation of African Americans, Hispanic Americans, and Native Americans in business schools and in corporations.

Approximately a third of our students come from countries outside the United States, providing unique insights into diverse cultures, viewpoints and business practices — a tremendous asset in a world of multinational corporations.

There’s a wide array of clubs at Olin. And they offer a great opportunity to develop leadership skills, build your résumé, get to know your peers and network with local businesses. A few of the most popular clubs: Graduate Business Student Association, National Association of Women MBAs, Olin Finance Club, Olin Marketing Association, Olin Strategy and Consulting Association, Olin Veteran’s Association, Olin Golf Club, Olin Wine Club and Real Estate Club. See www.olin.wustl.edu/orgs for a complete list.

Our students’ involvement is driven by their sense of ownership of the MBA program. Student input and leadership help shape clubs, recruiting events and course offerings.

Washington University

When on campus, you’ll spend a good portion of your time in Olin’s 80,000-square-foot Simon Hall. But apart from the well-equipped business school, you’ll also have access to the rich culture and vast resources of the larger university. As a world-class learning institution, Washington University offers a premier multi-faceted library system, fabulous stage productions at the renowned Edison Theatre, a well-equipped athletic complex, and the opportunity to hear high-profile speakers from the worlds of business, science, the arts and government.
Washington University... at a glance

1853 University founded (8 years before the start of the Civil War)
11,000 students from all 50 states and more than 120 nations
22 faculty Nobel laureates through the years
20+ gothic-style buildings on National Register of Historic Places
1904 University’s Francis Field site of first Olympics held in United States
1917 business school established
1950 MBA degree established
169-acre Danforth Campus (where Olin’s Simon Hall is located); adjacent to Forest Park, one of the nation’s largest metropolitan parks
250+ current faculty members serve on editorial boards of professional and scholarly journals
3,000+ instructional faculty in all schools (full-time and adjunct)
12 National Medals of Science, 7 Pulitzer Prizes, 3 National Book Critics Circle Awards, 2 National Book Awards, and 2 National Medals of Art have been won by faculty and graduates
For MBA students pursuing dual degrees, Washington University’s top-ranked schools of law, engineering, social work, East-Asian studies and architecture offer exceptional opportunities to learn from leaders in those fields, giving added prestige to the dual degree.

**The Neighborhood**

Washington University is located literally across the street from Forest Park, one of the nation’s largest urban green spaces. The park offers a multitude of recreational and cultural opportunities, including the Saint Louis Art Museum, Science Center and a world-renowned zoo, along with a 27-hole public golf course and 10 miles of running, biking and inline-skating paths.

On the east side of the park, Olin MBA students gravitate to the Central West End to live or socialize. This trendy, urban-revival district features sidewalk cafés, unique shops and a fashionable residential district.

Immediately west of the campus, Clayton is also a popular housing and dining destination for Olin students. It’s a vibrant, bustling business district and home to many government offices.

To the north, the University City Loop offers an eclectic array of shops, clubs, and restaurants. See a movie at the Tivoli Theatre (restored to 1924 splendor), grab a burger at Blueberry Hill or catch a concert at The Pageant.

Recreation options range from dining in the Central West End to nightlife in the Washington Avenue loft district to biking in Forest Park.
St. Louis region... at a glance

19 Fortune 1000 company headquarters
500+ acres in Forest Park
2.7 million people
80,000 employed in the biosciences
$3 billion invested in downtown St. Louis since 1999
3rd lowest cost of living among the nation’s 20 largest metropolitan areas
100 parks
200 miles of trails for cycling, walking and running
9 professional sports teams — including Rams football, Cardinals baseball, and Blues hockey
45 museums
82 music, dance and theater companies
113 stars on the St. Louis Walk of Fame
37 stations on MetroLink light rail connecting the airport, Washington University, downtown and beyond
The City

St. Louis — It’s the birthplace of Yogi Berra, Chuck Berry, toasted ravioli and Budweiser. With more than 2.7 million people in our metropolitan area, we have all the big-city attractions — plus affordable housing.

In the past decade, St. Louis has become a center for biotechnology — particularly in plant and life sciences. More than 400 local ventures support this effort, such as BioGenerator, the Nidus Center for Scientific Enterprise and the Center for Emerging Technologies.

In addition, Forbes has ranked St. Louis 14th on its list of the best cities for young professionals. That doesn’t surprise us, of course. We know that it’s also a great sports and cultural city. And we know that it’s home to a number of Fortune 500 companies, including Emerson, Express Scripts, Anheuser-Busch and Monsanto — to name a few.

The city has many unique, vibrant neighborhoods. The burgeoning Washington Avenue loft district offers sophisticated food and entertainment; South Grand Avenue is a center for ethnic restaurants and art galleries; and The Hill is home to Italian grocers and fabulous restaurants. Historic Soulard is noted for jazz and blues, a boisterous Mardi Gras celebration, and the city’s largest open-air farmer’s market.

Getting around is easy, too — with or without a car. Traffic is generally a breeze compared to other major cities, and MetroLink, our light rail system, can whisk you downtown, to Clayton or to the airport in minutes. Best of all, Washington University students receive complimentary passes for the MetroLink and bus system, meaning you’ll have access to free public transportation throughout your MBA program.

So if, by chance, you thought St. Louis didn’t have much to offer — think again.

See for Yourself

Olin is the kind of place where you can shine. Leadership opportunities are plentiful, especially in the many student clubs. Because it’s a small program, the personal touch is evident everywhere. Faculty members are accessible, passionate about teaching and fully committed to helping every student reach his or her full potential. It encompasses a network that starts locally, and reaches globally. The overall mood is dynamic, challenging, energizing and supportive.

At Olin, you’ll not only find your future, you’ll find friends, fun and fantastic opportunities to learn and connect.

French fur traders established St. Louis in 1764, naming it for King Louis IX. Located near the confluence of the Mississippi and Missouri rivers, St. Louis was the launching point for the Lewis and Clark expedition. It’s still regarded as “the gateway to the west.”
The Chicago marathon isn’t for the faint of heart. But that didn’t deter Becky Brunner from participating back in 2001.

“I set the goal, trained for it and did it,” she says. “I’m very goal-oriented, and this was a great way to push myself both physically and mentally to accomplish a very challenging objective.”

Six years later, attending Olin as a Forté Fellow, she’s applying that same kind of focus and goal orientation to the MBA program.

While she terms the program “incredibly demanding,” she points out that the accessibility of the professors, and the personal interest they take in the students, goes a long way toward helping the MBAs cope with the rigorous curriculum.

“All of the faculty members are passionate about what they do, and they make the effort to seek students out. Because of their availability, we have the opportunity to tap into their knowledge one-on-one.”

She’s also pleased with the innovative curriculum. “Just to cite one example, the Chuck Knight class (see page 13) really distinguishes Olin. The roster of business leaders who guest-lecture in his class is impressive. And there are many, many other opportunities to hear from, and connect with, business leaders.”

Becky is thrilled with her choice of Olin. “When I came here, I hoped Olin would open up my world to opportunities I wouldn’t have otherwise. And it has.”
In the end, of course, the value of an MBA education comes down to one thing — will it open doors that allow you to pursue your passion and transform your life? And for Olin students, the answer is yes.

When it comes to job readiness, we want you to be one of the best prepared students in the marketplace. We call this market savvy — and it means acquiring the abilities that give you a competitive edge.
PROFESSIONAL, AND PERSONAL, CAREER COUNSELING

Our career counselors walk with you on the entire career journey — before, during and after graduation. They capitalize on our size to deliver personalized career advice, helping to match each student’s unique skills, interests and educational plan to the specific needs of various fields and functions. Offering anything less, they believe, would be a disservice to students.

The staff gets involved right up front, in the student selection process, bringing the latest market knowledge to MBA candidate evaluation.

And what are career counselors looking for? High-potential, high-talent, future senior managers. Students who display the qualities that lead to success. Ones they believe will take full advantage of what Olin teaches — and how it teaches.

It’s not uncommon for students to connect with the Career Center even before they arrive on campus. Staff members talk through your goals and begin to align them with key alumni and company contacts to help you lay the groundwork for a summer internship that’s still a year down the road.

Once on campus, you’ll explore your interests and research career options; and you’ll study and practice the art of interviewing, networking, and selling yourself — in career courses and workshops, via our online and career library resources, and through one-on-one coaching with career advisors. They’ll help you define a personalized, customized job search.

Career Navigator

This required course is placed front and center in the core curriculum to emphasize its importance and demonstrate Olin’s commitment to helping students manage their careers and realize their aspirations. The mandatory course also speaks strongly to the integration of career planning with academics.

Designed to help first-year MBAs understand the complexity, challenges, skill sets and knowledge base necessary to successfully compete for summer internships and, ultimately, full-time positions, this course helps students develop a career action plan. During the course, students complete résumés, cover letters and practice interviewing.

“Beyond skill sets, we believe that a person’s interests, values and passions are the real career drivers. Those are the attributes that motivate people to work harder and do better. Engaged, energized employees have a much higher likelihood of success.”

JIM BEIRNE
Associate Dean and Director, Weston Career Center
Ask Olin grad Preston Henske to describe one of the defining moments in his life, and he’s likely to mention his 1999 decision to take a transfer to the Johannesburg office of Bain & Company.

“A lot of people advised against it,” he says. “I was already in the high-profile Boston location, I had good friends, good clients, roots.”

After weighing the pros and cons, Preston went anyway. “It carried some risk, but sometimes you have to try something new instead of staying on the tried and true path,” he says. “During the three years I spent in South Africa, the country was going through a significant transformation, and it was a fascinating, immensely valuable experience. It had a huge impact on me and on the way I think about the world.”

Preston feels much the same way about his years at Olin.

“The technical skills I got in the Olin MBA program were excellent,” he says. “In consulting, you work across a wide range of issues, and Olin gave me the broad grounding I needed. And learning how to function in a team environment, under pressure, was very, very valuable.”

He also singles out the benefits students derive from Olin’s research-oriented faculty.

“In particular, I recall assisting one finance professor with her research project on venture capital investing. That experience helped me learn how to think — to determine not only what to look at, but how to develop hypotheses, test them, draw conclusions and find practical applications. Here at Bain, we deal with a lot of analytical data. So that mindset is invaluable.”

Any final comments about his Olin experience? “It was the right choice for me,” he says. “I had a great experience, and it opened a lot of doors.”
Career Skills Inventory (CSI)

CSI, developed by Olin’s career counselors, is a self-diagnosis of your current skills in areas that relate directly to career management and the job search. It helps to determine job-search readiness in 10 critical competency areas including career management, self-assessment, emotional intelligence, market research, networking, informational interviews, résumés, cover letters, interviewing and evaluation of opportunities/offers.

Advising

Counselors specialize in one-on-one career planning. They spend much of their time making connections in the business community, paving the way for students. They’re market-savvy professionals who are passionate about helping students chart their career path and find a job. But not just any job — the right job. The one that will allow students to apply the research-driven thinking they’ve learned at Olin in ways that will transform them — and the companies they choose to join.

Interviews and Networking

The Weston Career Center taps into its large network of contacts to schedule frequent networking and on-campus interview opportunities. Other firms post positions online. And some ask us to recommend candidates whose goals, skills and experience match their job descriptions. See the following page for a sampling of the companies that hire Olin grads — many of which conduct on-campus interviews.

Your career aspirations may take you off the beaten path to employers that don’t initiate campus recruiting efforts. So we’ll also teach you skills and provide support for a self-directed job search. These are skills that will serve you in the long-term, because career development just begins with that first post-MBA job.

Club-organized trips to various cities provide students with the opportunity to meet with companies in a particular industry, as well as attend a networking reception for Washington University business school alumni and recruiting contacts. Recent destinations include Wall Street, Houston, Silicon Valley and Chicago.

On the Chicago Road Show, for example, consulting students visited Accenture, AT Kearney, Capgemini, Mercer and Navigant Consulting, where they learned about hospital services during the post-Katrina rebuilding of New Orleans. Marketing students got an inside view of the consumer packaged goods industry at Wrigley and participated in a case study simulation at ACNielsen BASES.

Students seeking positions outside the United States meet with our international career advisor for personalized guidance and access the Career Center’s international job postings, company and cultural information, career fair opportunities, and alumni contacts.
Hundreds of companies from around the world recruit our MBAs for full-time or internship positions, including those listed above. For an expanded list, check out www.olin.wustl.edu/wcc/stats.
Recruiter Outreach

That’s what we do to help you. But how do we approach employers?

Our small size also works in their favor. We apply that same level of personalization in working with them to understand which talent is best suited for the jobs recruiters want to fill, and we use this knowledge to coach students in the right direction. We have a depth of knowledge on each individual student that other schools can’t match. That positions us to deliver more comprehensive information on every candidate.

We reach out to thousands of recruiters at top-tier firms across the country and around the world, in industries ranging from biotech and telecommunications to investment banking, consumer packaged goods and consulting. We offer a range of recruiting options, tailored to employer needs. And we make it our mission to deliver strategic hires and superior results, so companies come to us again and again for their talent needs.

Our customer-centric service pays off in corporate relationships that enrich your academic experience — and your employment opportunities.

Students and clubs also help cultivate Olin’s network. Over 100 national recruiters visited our campus when they attended the 2006 National Association of Women MBAs (NAWIMBA) Conference. Our students made a successful bid to host the event and then coordinated attendance, networking, and educational activities for nearly 800 participants from over 30 top MBA programs. The International Business Outlook Conference and the Olin Open Golf tournament are other ways students reach out to the business community.

Alumni Resources

Counselors at the center work hard to keep in touch with alumni around the world — and Olin grads are a generous bunch. At the request of the center staff, they frequently conduct mock interviews, serve as guest speakers and program panelists, and act as mentors.

The Career Connections online database, which contains contact information on thousands of alumni who are willing to help students with their career research by sharing their knowledge, is another great resource. And there’s also an alumni job postings database, where immediate openings targeted to Olin alumni are posted.

Lunch with a Pro and the Olin Mentors Program (described on page 20) are two other ways alumni provide career assistance to Olin students.

Other Resources — On Campus and Online

The Weston Career Center includes a career library with information on a global array of industries and job functions, along with databases of alumni and corporate contacts. Seminars on career-specific issues are also offered on a regular basis. In addition, the center has rooms for videotaping and practicing mock interviews. And students can make use of our online practice interview program, with webcams available for checkout.

Bottom line, no matter where you are on your career path, the center is prepared to help you make the leap to the next level.

After Graduation

Once your career is launched and you leave Olin behind, the Weston Career Center will remain a resource for you — for life. Through it, you can give back to Olin, as other alumni did during your student days — or you can tap into the knowledge of counselors or the extensive alumni database.
Most people wouldn’t classify Wall Street as a contemplative place, but for Catherine Borda it was. That’s where she discovered her true calling, one that is taking her far from the world of investment banking and securities trading and brokerage where she spent five years.

“Wall Street was an alluring place, but I never felt super passionate about it,” she says. “I spent a lot of time thinking about what I wanted to do with my life. And by the time I started the program at Olin, I was very clear about my goal. I knew what city, what company and what position I wanted to have, and I really tracked for it.”

“Olin’s academic program is strong — and tough — which is what I wanted. It’s a grueling two years, and a lot is expected. But because the program is small, you don’t feel lost in a sea of faces.”

And she relied on the Weston Career Center.

“Not a week went by that I didn’t tap into its resources or ask counselors for information or advice,” she says. “Staff members talk with executives around the country, telling them about Olin students. And they do whatever possible to connect you with individuals who can advance your career.”

So, did Olin live up to her expectations? “It changed my life,” she says. And just for the record — that city, that company, that position she targeted when she started the program? That’s exactly where she ended up.
If you’re intrigued by what you’ve read, it’s time to take some action. Of course, you can visit our Web site, www.olin.wustl.edu/mba.

But nothing takes the place of being here. That’s the only way to feel the energy, experience the ambiance, see first-hand how research-driven thinking permeates our classrooms. So take a couple of days and come visit us. Sit in on a class, tour the campus, mingle with students, talk to faculty and staff. We’ll arrange everything. Expect a warm welcome. Midwest hospitality is legendary – and Olin takes it to a new level.
WHAT DOES IT TAKE TO BE AN OLIN MBA?

We look at your academic proficiency, leadership potential and communication skills. We look for individuals with strong professional, extracurricular and volunteer activities. To ensure diversity in each entering class, we admit students with various backgrounds, experiences, talents and interests. And we hope you’ll be evaluating Olin just as carefully, so call us if you have questions. You can talk to an admissions officer, or we can put you in touch with a faculty member or a student who has insight into your particular interest.

Young Leaders Program
For many years, we’ve focused on recruiting self-directed, disciplined, seasoned professionals with a record of achievement and leadership. And those individuals are still our prime candidates.

But we also realize that there are exceptional, highly focused students who want to fast-track their management careers. Who don’t want to interrupt their career down the road, but prefer to go directly from undergraduate studies to graduate school.

If you fall into this category, let us hear from you. We only take a handful of students in the Young Leaders Program — but you may be one of them.

For more information, call 314-935-7301, 888-622-5115, or e-mail us at mba@olin.wustl.edu.

Tuition and Financial Aid
An MBA education is not inexpensive (see our Web site for current tuition) and we know that cost can be a stumbling block for potential candidates. But scholarships help. And Olin offers quite a few of these merit-based awards.

No separate application or additional paperwork is required for the following:

- **DEAN’S SCHOLARSHIPS**
  These merit-based awards can cover partial or full tuition.

- **WOOD LEADERSHIP FELLOWS PROGRAM**
  These full-tuition scholarships are awarded to students who have demonstrated outstanding leadership skills, superb academic achievements, exceptional professional accomplishments, a strong commitment to the communities where they live and work and well-defined career goals.

- **FORTÉ FOUNDATION FELLOWSHIPS**
  A consortium of business schools, corporations and nonprofit organizations, this foundation seeks to increase the participation of women in business schools and management. All women applying to Olin are automatically considered for these awards. For more information, visit www.fortefoundation.org.

- **OLIN VETERANS ASSOCIATION (OVA) LEADERSHIP SCHOLARSHIPS**
  Olin has a proud tradition of attracting exceptional candidates with military backgrounds. All candidates who have demonstrated exemplary performance in the U.S. Armed Forces are automatically considered for these merit-based awards.

“*We take a holistic approach to selection. We’re looking for students who have strong academic backgrounds and excellent communication skills, those who demonstrate leadership potential and an ability to work in teams. We want students who are energized and enthusiastic and committed.*”

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**Evan Bouffides**
Assistant Dean and Director of MBA Admission and Financial Aid
Imagine having a private meeting with Warren Buffett, CEO of Berkshire Hathaway. Quizzing him during a no-holds-barred two-hour Q&A session. Imagine presenting an investment idea to him.

Erik Ahlberg did more than imagine that scenario. He made it happen for himself and 53 other Olin students.

Using a contact from his days as a journalist, he got in touch with Buffett’s executive assistant. “I knew he met with student groups periodically. When I got the green light from his assistant, I formed a group of people to handle logistics and asked Professor Michael Faulkender if he’d create a course around this trip. Not only did the Curriculum Committee approve the syllabus, we also got the OK from Buffett’s assistant to present a business idea or two during the session.”

Was Erik surprised that his idea took flight?

“No at all. Olin is extremely receptive to student-driven initiatives. If you want to take on a leadership role, the opportunity is there. And because of Olin’s smaller size, all you need is a good idea to get the ball rolling.”

Erik, who describes his Olin years as “a great experience,” admits that the MBA didn’t come easy. “I have never worked harder during any two-year period. The curriculum is very rigorous. But neither have I ever had so many opportunities to change and grow.”
TEACH FOR AMERICA (TFA) SCHOLARSHIPS
As a strong supporter of TFA, Olin has an excellent history of enrolling candidates who have served this organization. Members and alumni of TFA are automatically considered for these merit-based awards.

MILFORD AND LEONA BOHM SCHOLARSHIP
This scholarship is available to graduates of The Technion (the Israeli Institute of Technology) in Haifa, Israel. There is no separate application.

Fellowships requiring a separate application include:

CONSORTIUM FOR GRADUATE STUDY IN MANAGEMENT (CGSM) FELLOWSHIPS
Co-founded by Olin, the CGSM comprises 13 exceptional U.S. business schools and many top U.S. corporations. The CGSM mission is to enhance diversity in business education and U.S. business by reducing the underrepresentation of African-Americans, Hispanic Americans and Native Americans both in the member schools' classes and in the management workforce.

Any U.S. citizen or permanent resident who can demonstrate a commitment to the CGSM mission is eligible for membership and fellowship consideration. Visit the CGSM Web site for additional information at www.cgsm.org.

MCDONNELL INTERNATIONAL SCHOLARS ACADEMY
To promote international diversity, the academy awards full-tuition scholarships to international students who have graduated from specific universities outside the United States. These awards include an annual stipend of $25,000 per year along with many other benefits. To determine your eligibility, visit the Olin admission Web site or the McDonnell Web site at: http://mcdonnell.wustl.edu.

THE MR. AND MRS. SPENCER T. OLIN FELLOWSHIP FOR WOMEN
Administered by Washington University's Graduate School of Arts & Sciences, this award grants full-tuition scholarships. Any female graduate of a U.S. baccalaureate institution is eligible to apply. Go to http://artsci.wustl.edu/~olin/Prospective.html or call 314-935-6880 for more information or to obtain an application.

Given the substantial financial resources available, don’t let the cost of an Olin MBA stop you from considering us. Contact our financial aid advisor for information about funding options, finaid@olin.wustl.edu or 314-935-6610. There might be a scholarship waiting to be claimed by you.

How to Apply
Applications for the Olin MBA Program should be submitted electronically through our online application. Visit www.olin.wustl.edu/MBA/admissions to apply or to learn more about admissions and financial aid.

“Our visionary faculty members send our MBA graduates into the workplace grounded in research-driven thinking. That hallmark of an Olin education gives them an unparalleled ability to think differently, lead differently and execute differently. At Olin, we’re committed to transforming individuals who, in turn, transform business.”

MAHENDRA GUPTA
Dean and Geraldine J. and Robert L Virgil Professor of Accounting and Management

At Olin, your transformation is inspired by our exceptional faculty, shared by your accomplished peers, shaped by real-world business experience, and renewed throughout your career. Olin Business School transforms individuals who transform business.

Your **TRANSFORMATION**

When you're looking for information on MBA programs, nothing beats an insider's perspective. So, we asked a group of our students and alumni to tell you what sets Olin apart.

**Decision Time**

We hope we've convinced you to give Olin a serious look. Because if you're interested in enhancing your professional opportunities; if you're searching for a school that will transform how you approach business and leadership; and if you want a personalized, customized curriculum taught by a world-renowned research faculty – Olin may be just the place for you.

To learn more about the Olin MBA program, visit our Web site at www.olin.wustl.edu/mba, or e-mail us at mba@olin.wustl.edu.

To schedule a campus visit, contact us at visit@olin.wustl.edu or call us at 888-622-5115.

To apply, go to www.olin.wustl.edu/MBA/admissions.