



**Yale**  
**School**  
**of**  
**Management**  
**MBA**  
**Program**

**Our mission is to educate leaders for business and society.** Leaders who will make a difference in coming decades will have to negotiate a world of growing complexity and interdependence.

**Our approach to MBA education will help you develop the agility of mind and breadth of knowledge to thrive in this environment.**

I went to Mexico for Global Network Week at EGADE Business School. It was fantastic. You had students from Global Network schools in Peru, Madrid, Turkey. We had professors and speakers talking about how different economies are from Brazil to Argentina to Chile, and sharing insights from a business and political perspective.

**Rotimi Tewe '16**

What I love about Yale SOM is that diversity comes in all shapes and sizes—understanding the cultural differences and the sensitivities has been really important to me.

**Brittan Berry '16**

Being able to leverage the Yale SOM and Yale alumni networks made a big difference in my career search. I must have called about 30 alumni—all in different stages of their careers—to ask for guidance, and they were happy to help.

**Jon Cleary '16**



The opportunities for learning that I've had across the Yale campus have been invaluable. I'm taking a course at Yale Law School on the ramifications of the Clean Power Plan, and I'm program manager for the Clean Energy Finance Forum, an online journal produced by the Center for Business and the Environment at Yale.

**Matt Hanna '17**

# How We Prepare You to Lead

## Individual

Develop the **individual skills**, knowledge, and expertise to deeply understand your industry and organization.

Change the way you think about business problems with foundational managerial tools and insights into negotiation and human behavior.



And expand your expertise with courses across Yale University, like

F&ES 635 **Renewable Energy Project Finance**

PHIL 126 **Modern Philosophy from Descartes to Kant**

CPSC 112 **Introduction to Programming**

LAW 30217 **Startups and the Law**

DRAM 234 **Visual Storytelling**

PHYS 166L **General Physics Laboratory**

CHNS 120 **Modern Chinese**

STAT 665 **Data Mining & Machine Learning**



**Our integrated curriculum helps you move beyond disciplinary boundaries, connect ideas and people, and see the big picture.**



**We engage deeply with the rest of Yale University, where you can learn from and with some of the sharpest minds in academia.**



**The reach of the Global Network for Advanced Management can connect you with knowledge and people from all corners of the world.**

## Team

The Yale SOM approach to **building great teams** helps you learn by doing. Throughout your MBA career, you'll go through the process of forming and managing teams and seeing what works and what doesn't—and then apply those lessons in the next team setting.

### Managing Groups and Teams

Explore the theory and practice of team building

### Global Virtual Teams

Work on a real-time project with a team that includes students at other Global Network schools

### Diverse Team Experiences

Create teams for academic assignments with your Yale SOM classmates and students from elsewhere at Yale

### Real-world Projects

Start a new company, consult with a social enterprise or Fortune 500 company, run a conference

Escalating challenges →

## Organization

The Yale integrated core curriculum will teach you to **see organizations as a whole**, not as slices defined by function or geography. This approach cultivates innovative thinking and an ability to engage with a wide range of stakeholders.

The courses at the heart of the core curriculum combine material from a variety of business disciplines and teach you to take multiple perspectives on each question you face.



# Global and Society

Taking on **global challenges**—think climate change, financial stability, and inequality—requires thinking and action that crosses industries, sectors, and regions. The leaders who make a difference will create active connections, whether with people across the world or across a negotiating table.

### Think Big

Core classes like **The Executive and numerous elective choices** take a leader's-eye view, helping you better understand how to add value for both an enterprise and the society around it.

### Connect

Sample opportunities:

**Global Network Weeks**  
Weeklong courses hosted by schools in the Global Network for Advanced Management.

**Global Social Entrepreneurship**  
Project-based classes partnering with organizations in the developing world.

**International Experience**  
Intensive study and faculty-led travel to business capitals.



Learn more and apply

[som.yale.edu](http://som.yale.edu)



Yale SCHOOL OF MANAGEMENT