

# The Global Partners MBA

> FOUR CONTINENTS > TWO DEGREES > ONE GLOBAL EXPERIENCE



J. Mack Robinson College of Business – Georgia State University  
IAE de Paris – Sorbonne Graduate Business School  
COPPEAD – Federal University of Rio de Janeiro

*I chose the Global Partners MBA program because of its unique curriculum design. No other MBA program offers a four continent, three school, two degree experience with such a high degree of immersion in local business and culture. I knew that I wanted to work in an international business environment and the Global Partners MBA program paid off in a big way! Not only did the program help to prepare me for securing my position as an Assistant Brand Manager for Sodexo, but it also introduced me to the amazing culture of Paris, France, where I always dreamed of living and working!*

**LESLIE BROWN**

**Class of 2008**  
**Sodexo**  
**Assistant Brand Manager**  
**Paris, France**

*I came out of the Global Partners MBA program armed with a unique skill set, perspectives on major markets, and a great network of friends around the world. The cohort component of the program isn't unlike what people experience in the workplace; you're often thrown into a team with people whom you may or may not choose on your own, but as a leader, you have to work with them to make a cohesive, productive fit. You're juggling deadlines, traveling great distances and having to consistently deliver what you've been assigned. Everyone who goes through this experience has to learn to deal with those challenges. You get it done on a train. You get it done on a plane. This is a program that is going to test you and push you very hard, but if you're willing to put your head down and work, in just over one year, you come out with two degrees and this incredible experience that has put your feet on four continents. There is really no peer program in the market today.*

**KEVIN KILEY**

**Class of 2006**  
**Vector**  
**Executive Vice President**  
**Atlanta, GA, USA**



> THE WORLD IS YOUR CLASSROOM

## Continents you will experience first-hand

North America  
South America  
Europe  
Asia

4

## Cities where you will live

Atlanta  
Rio de Janeiro  
Paris  
Internship City

4

## Weeks you will live in each city

Atlanta – 26 weeks  
Paris – 7 weeks  
Rio – 5 weeks  
Internship City – 16 weeks

5+

## Partner institutions

J. Mack Robinson College of Business,  
Georgia State University  
IAE de Paris, Sorbonne Graduate Business School  
COPPEAD, Federal University of Rio de Janeiro

3

## Degrees earned

MBA – J. Mack Robinson College of Business,  
Georgia State University  
Master d'Administration des Entreprises –  
IAE de Paris, Sorbonne Graduate Business School

2

## Weeks for international internship

16

1 Truly global  
MBA experience

## Typical cohort class size

25

## Program themes

Executive Leadership  
Commercial Diplomacy

2

Alumni, peers, faculty,  
and company executives  
in your network

∞

## Number of companies you will visit in the following locations

Atlanta / Rio / Paris /  
Brussels / Washington, DC  
Three cities in Asia

35+

## Months to complete the program

14

Places where your  
classroom and  
experience converge

∞

# FALL

# SPRING



> ATLANTA  
> WASHINGTON, DC



> RIO DE JANEIRO  
> ATLANTA  
> ASIA

- Business Analysis Foundations
- Economics for Managers
- Financial Accounting
- International Business Environment
- Corporate Finance
- Strategic Business Communication

- Information Technology and Global Competition I
- Global Operations and Logistics I
- Human Resources Management and Organizational Behavior I
- International Finance I
- Global Legal and Regulatory Issues
- Marketing Management
- Information Technology and Global Competition II
- Asian Experience

## THEORY TO PRACTICE

### EXECUTIVE LEADERSHIP

Global leaders must manage change, motivate and inspire others, create cross-cultural teams, and adapt to business practices that vary by country. The core of the program's executive leadership theme is the formation of adaptive leadership practices to create sustainable economic, social and environmental value. Students discover their individual leadership competencies and learn effective leadership practices. Face-to-face meetings with CEOs and executives of Fortune 500/Fortune Global companies, successful entrepreneurs and high ranking government officials provide students with valuable knowledge and unique insight.

### COMMERCIAL DIPLOMACY

Global success hinges on skillful interaction between leaders who are able to forge beneficial bilateral commerce relationships. Unique to the Global Partners MBA program, the commercial diplomacy theme allows students to examine why, when and how companies, governments, policy-makers and international regulators work together. A particular effort is made to work with organizations with offices in two or more of the program's locations. Multi-day trips to Washington, DC and Brussels, which include company visits in each locale, expose students to commercial diplomacy in action.

# SUMMER

# FALL



- > PARIS
- > BRUSSELS
- > ATLANTA



- > INTERNATIONAL INTERNSHIP
- > ATLANTA

- o International Affairs and Economic Integration
- o Global Operations and Logistics II
- o International Finance II
- o International Marketing
  
- o Managerial Accounting
- o Human Resources Management and Organizational Behavior II
- o Policy and Strategy

- o International Internship
- o Thesis Defense/Internship Presentation
- o Program Debriefing
  
- o Graduation

*This is a sample itinerary. Continents, modules and classes are subject to change.*

**THEMES:** Two themes, *executive leadership* and *commercial diplomacy*, are integrated across the Global Partners MBA program. They are designed to provide students with opportunities to apply theories and concepts in real-world settings.

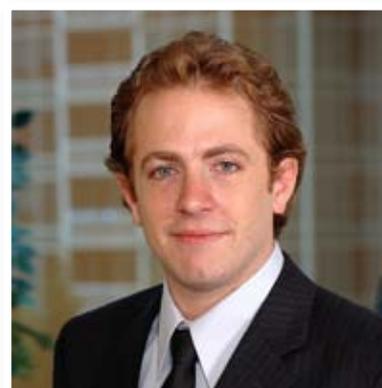


### AARON UDDIN

Class of 2009

Blue Earth Network, Associate Director, Atlanta, GA, USA

*Woven into the fabric of the Global Partners MBA is a theme of leadership, ethics, and sustainability led by Dr. Steve Olson. It is an intense, retrospective, experiential learning process that prepared me for the challenges I face post-graduation in an evolving global business climate. As part of the Global Partners MBA, I had the opportunity to visit and study many of the top companies and organizations competing in the marketplace. One theme continually arose: How can organizations compete in a world that is becoming more interconnected and "flatter" while still being constrained by national, cultural, and socio-economic boundaries. Part of the answer is in training global leaders who can approach challenges with ethical and sustainable values. The Global Partners MBA without a doubt recognizes this trend and organizes a curriculum to make its graduates competitive in this changing business world.*



### JOE MANGUNO

Class of 2010

U.S. Commercial Service, Trade Intern, Moscow, Russia

*Business leaders know that internationalization can significantly impact the economic and operational dynamics of an organization in any number of industries, but many don't know how to expand a company's footprint beyond their borders. Commercial diplomacy is a core component of international business success, but it is an area that is often misunderstood or entirely overlooked. This theme was the deciding factor in my selecting the Global Partners MBA program. My direct interactions with government and business leaders in the various countries in which I have lived and studied has more than prepared me to serve U.S. citizens and businesses abroad during my internship opportunity with the U.S. Commercial Service in Moscow.*

## NORTH AMERICA

J. Mack Robinson College of Business  
Georgia State University

- > AACSB International accredited
- > Executive MBA ranked 65th worldwide by the *Financial Times*
- > Part-time MBA ranked top 8% in *U.S. News & World Report*
- > Global Partners MBA on Aspen Institute's Global 100 list

The largest business school in the South and part of a major research institution, Georgia State University's J. Mack Robinson College of Business has 200 faculty, 8,000 students and 70,000 alumni. With programs on four continents and students from 160 countries, the college is world-class and worldwide.

In April 2010, Robinson was awarded a \$1.52 million federal grant to launch a Center for International Business Education and Research (CIBER) to serve as a regional and national resource to help U.S. businesses succeed in global markets. The Robinson College is one of only 33 schools to have earned a CIBER designation.

The global economy in Georgia is thriving with 2,200 international companies. Consulates, trade offices and honorary consulates represent 64 countries, and 15 multinationals have operations in more than 20 countries. Robinson's location in Atlanta, one of the country's most dynamic and fastest growing cities, gives students the opportunity to continue their education in a metropolitan environment with access to Fortune 500/Fortune Global corporations.

## SOUTH AMERICA

COPPEAD  
Federal University of Rio de Janeiro

- > EQUIS Accredited
- > Ranked in *Financial Times* Global Top 100 Business Schools
- > Only South American business school ranked by the *Financial Times*

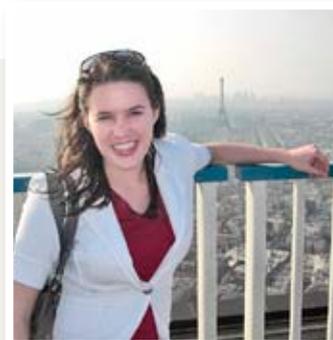
The COPPEAD Graduate School of Business is one of the leading centers for advanced studies and research in business education in South America. Located in the heart of Rio de Janeiro, COPPEAD's renowned MBA was the first full-time program based on international business education best practices created in Brazil. Guided by a vision to create an educational institution capable of meeting the highest international standards, COPPEAD is dedicated to academic excellence and innovation. It is listed consistently in the *Financial Times* rankings of the top 100 full-time MBA programs. In 2010, COPPEAD was again the only South American business school included in this prestigious global ranking.

Brazil is among the top 10 economies in the world. Rio de Janeiro is home to the Brazilian oil industry and multinationals including Coca-Cola, IBM and Xerox. Rio is also known for its music, cuisine, cultural diversity and breathtaking natural setting. Students arrive in January, at the height of summer, to experience the living classroom with coursework complemented by visits to multinational companies and government agencies.



**DANI ROTHENBERG**  
Class of 2010  
CIB Partners/WTF Furniture  
Research Associate Intern  
London, England

While the environments – both in and out of the classroom – are completely different for the three partner universities, the classes are fully integrated across the schools. At IAE, the curriculum and classroom experience is highly structured whereas at COPPEAD the learning experience was creative and experiential. The facilities at Robinson College of Business are state-of-the-art, and the teaching styles struck a balance between structure and experience. But, where it all converges is learning about Human Resources, for instance, first in Atlanta and then in Rio and further extending the discussion to Paris. This overall learning approach allowed me to continually build upon my prior knowledge of a subject while learning the nuances of that subject within a specific cultural context.



**ELIZABETH HIX**  
Class of 2010  
One Love Generation  
Intern  
Atlanta and Ecuador

Many people who get international work assignments can be underprepared for their ex-patriot experience if they have not lived in that culture for any significant amount of time. Studying and living in the U.S., Brazil and France is a very real experience where you have to be highly independent and functional. You have to learn quickly how to use public transportation and communicate in a different culture. But, you also have an amazing opportunity to become a part of the local neighborhood where you live. This integration is an essential component to the overall learning experience. The connections I made with people, particularly in Rio de Janeiro, extended beyond networking for my internship. I formed friendships that will forever keep me connected to the culture.

## EUROPE

### IAE de Paris Sorbonne Graduate Business School

- > Business school of world-renowned Sorbonne University
- > Centrally located in Europe
- > Two-day visits to Brussels and EU institutions

Institut d'Administration des Entreprises de Paris (IAE de Paris) is the graduate business school of the world-renowned Sorbonne University, which has produced Nobel Prize winners, highly regarded intellectuals, political theorists, scientists, physicians, theologians and artists. IAE de Paris offers MBA, specialized master's and Ph.D. programs as well as several certificate courses. Its curriculum combines real-world business experience with classroom instruction. The faculty of IAE de Paris collaborates with a team of more than 400 practitioners, who contribute to the training and research activities. IAE de Paris is based in the heart of Paris, which is home to companies including Airbus, AXA, Carrefour, L'Oréal, and LVMH.

Global Partners MBA students immerse themselves in the culture and diversity of Paris in the springtime. Along with classes at IAE and company visits, they observe the workings of the European Union through a two-day visit to Brussels and EU institutions. IAE de Paris offers the student the quintessential European university experience.



**MIRAY SAGIR**  
Class of 2010  
Church's Chicken  
Intern  
Atlanta, GA, USA

*One of the reasons I was drawn to the program was IAE - Paris. From growing up in Europe, I knew that the Sorbonne is one of the most revered institutions on the continent. I was educated in Turkish schools where the first foreign language is French. The Global Partners program requires proficiency in a second language which made it clear that Global Partners understands the importance of multiple language fluency in the global business arena. While classes there were taught in English, I had seven weeks of studying and living in Paris to hone my French language skills, from discussing operations management with French professors to striking up a conversation with a local wine merchant. The extraordinary benefit of the Global Partners program is that it provides a genuine opportunity for students to immerse themselves in a culture.*

## ASIA

### The Asian Experience: China Up Close

- > 15+ company visits
- > Collaboration with Peking University students
- > Representative cities: Beijing; Shanghai; Chengdu; Hangzhou; Qingdao

The Asian module is designed to introduce future global business leaders to the challenges and opportunities of doing business in the dynamic and complex business environment of emerging markets in Asia currently focusing on China.

Pre- and post-sessions are combined with an intensive, two-week field experience comprised of 13-15 formal visits, several cultural excursions, classes at Peking University and meeting with local Chinese students. Students see and hear first-hand the Chinese experience, and what it takes to be successful in business through a local and an international lens.

Global Partners MBA students meet with senior executives from a broad spectrum of organizations, including multinationals and small and medium organizations, Chinese and non-Chinese, across industries and functional areas, government agencies, non-governmental organizations, and non-profits while examining the current state of management practices, business models, leadership and commercial diplomacy. A typical itinerary includes the major business and government centers, such as Shanghai and Beijing, and a 2nd or 3rd tier city, affording students an opportunity to have a diverse exposure to this strategically important market.



**HASAN MANNAN**  
Class of 2010  
Global Stake Inc. – Partnering  
with Deloitte  
Intern, Credit Policy for  
Commercial Banks  
Romania, Chicago, New York, Atlanta

*The Asian experience component of the Global Partners program includes 15+ visits to various companies. As a prior Vice President of a large national U.S. bank I never imagined that I would have the privilege of sitting across the table and having a conversation with the Citibank CFO in Shanghai. Not every MBA program affords students the opportunity to have direct interaction with company executives, especially those leading Fortune 500/Fortune Global companies. The International Business Environment class set the tone early on in the program for how to solve problems head-on through extreme, creative thinking and the experience culminated in Asia as I heard first-hand the creative approaches used to solve challenges by the Citibank CFO.*

# WHERE THE CLASSROOM

## THE COMPANIES WE KEEP

Global Partners MBA program students have been recruited by firms including:

Adidas  
Airbus SAS  
AXA Investment Managers  
BMO Capital Markets  
BMW Manufacturing  
CIFAL  
Citibank Dubai  
The Coca-Cola Company  
Dubai International Finance Centre  
Edelman  
Equifax  
Ernst & Young  
Exxon  
GE Hungary Zrt.  
HP Germany  
Hyperion Consulting  
JPMorgan Chase  
Leopard Capital  
North Highland  
Novell S.A.R.L.  
Ogilvy PR Worldwide  
Panama Canal Authority  
Quito: CONQuito  
RG North America  
Rubbermaid France SAS  
SAP  
Sodexo  
The Home Depot  
ThyssenKrupp  
Turner Broadcasting System  
UPS  
Versace  
YRC Logistics  
Zurich Financial

## INTERNATIONAL INTERNSHIP

Venture capitalism in South Africa. Sustainable development in Uganda. Investment banking in Cambodia. Entrepreneurship in Costa Rica.

The Global Partners MBA Internship Program is the opportunity for students to apply classroom knowledge, cross-cultural awareness and previous job skills to a full-time work experience that builds on and expands their international competencies. The internship, which can be anywhere in the world, begins in early August and concludes at the end of November. It also can provide students with the opportunity to use their second language. The career management team works closely with each student to ensure that their internship is well matched to his or her career interests and goals. Internships have spanned 25 different countries with Fortune 500/Fortune Global companies, multinationals, small- and medium-sized firms, non-profits, government and non-government entities, and entrepreneurial ventures.

Areas of students' specialization include but are not limited to brand management, commercial diplomacy, corporate finance, economic development, entrepreneurship, marketing, microfinance, new business development and strategy. Whether students are looking for career advancement, to make a career transition or start their own business, the Global Partners MBA internship builds their portfolio of professional international experience. Upon completion, students have not only gained valuable work experience but also have completed an in-depth research project based on their internship.

## CAREER MANAGEMENT – *The Global Partners Advantage*

### *Personalized Approach*

Global Partners provides a customized, one-on-one approach to Career Management. A team of faculty and career counselors works closely with each student to assess his or her career interests and how to optimize time in the MBA program into a career enhancing experience.

### *Curriculum and Tools*

Our proprietary global career course consists of more than 10 workshops that are conducted throughout the Global Partners program. Integrated with the Executive Leadership theme, these workshops assist students in mapping their career development. Resources include career testing, personal assessment and online career tools. Students in the program have access to premium subscription global, national and local job boards and networking sites. Executive coaching sessions and individual counseling sessions are also part of the career management portfolio offered to Global Partners students.

### *Alumni Network*

Global Partners alumni are around the world. Additionally, as a graduate of the Global Partners program, you also are an alumnus of COPPEAD, IAE and the Robinson College. The Global Partners program offers many networking opportunities in each location of the program as well as with companies and their senior management. The program hosts seminars, executive career coaching sessions, career fairs, various guest speakers, and social events to give students and alumni a number of opportunities to build their own extensive network of professional and personal contacts.

### *Return on Investment*

The Global Partners MBA program works with Fortune 500/Fortune Global companies as well as small to mid-sized companies throughout the world for internship and permanent placement. Global Partners graduates are frequently recruited by their interning company. Graduates over the last five years, on average, have experienced a 60% plus salary increase upon graduation – a strong ROI.

# of specialty workshops to aid in your Global Career Management 10+

# AND EXPERIENCE CONVERGE

## OMARRAH REID-CHRISTIE

Class of 2009

UPS, Marketing Supervisor  
Atlanta, GA, USA

*My view of the global business community has significantly expanded after my international internship experience with YRC Logistics in Mexico City. In the Global Partners program, I developed a particular interest in corporate strategy and my internship offered the opportunity to work on a currency investment project. During my 16-week internship I witnessed first-hand the challenges of an American company trying to develop a country-specific business strategy while trying to maintain its established, corporate identity. Working in Mexico provided me fascinating points of contrast with my prior experience in corporate America ranging from general office dynamics to collecting accounts receivables.*



## BRIDGET BOYER (pictured with Leslie Brown on the left)

Class of 2008

UPS, Micro-market/Customer Profitability Manager  
New York, New York, USA

*The Global Partners MBA program primed me for pursuing an internship with UPS abroad. While I was initially offered an opportunity in Europe, I was very interested in working in Asia. After some negotiating, which the program helped to facilitate, UPS created an internship opportunity specifically for me in Beijing. Not only was I about to engage in an amazing learning experience I had the freedom to determine my thesis topic as a part of my involvement in the company's various marketing engagements in China. My internship presented key networking opportunities of which I was able to leverage in order to secure a full-time position with UPS in New York City.*



## NANCY ESCORIHUELA

Class of 2009

Parimal USA, Director of Latino Marketing and Sales  
Atlanta, GA, USA

*As a petrochemical engineer I was the head of the quality assurance department at Quimica Venoco for five years, and I never would have imagined that after 14 months in the Global Partners program that I would be transitioning my career to another industry. My internship experience at Purewire was a pivotal one for me. There I developed a marketing program in English that was targeted at small- and medium-sized businesses, which was an entirely different model for the company as they traditionally focused on only large businesses. This experience was the springboard to my current position as the Director of Latino Marketing and Sales at Parimal USA where I am using valuable lessons learned in the program and where I am continuing to expand my expertise in an industry that is new to me. The program opened a door for me that I would not necessarily have known was there.*



## JIEYING ZHENG

Class of 2009

Sovereign, Strategy Manager  
Auckland, New Zealand

*The Global Partners MBA program accelerated my pursuit of integrating economic, social and environmental values within a global context, which is one of the reasons I was so interested in participating in an internship in London with Volans co-founder and an acknowledged world authority in sustainability, John Elkington. I made use of my background in financial services from Aviva and skills gained during my Global Partners MBA studies to map out the leading innovators of microinsurance globally. Increasingly, my thoughts have been turning to where the world is heading and the program and my internship helped clarify some of my personality traits and styles, as well as how business needs to make a difference in the world. I aspire to apply what I have learned to positively contribute to a new economic paradigm.*





**EMMANUELLE DEBEAUX** (pictured with Miray Sagir on the left)

**Class of 2010**  
**Bekaert Corporation, Intern**  
**Atlanta, GA, USA**

*As a French citizen, my professional and extra-curricular activities provided me opportunities to interact with foreign cultures in Europe. In particular, I lived and worked in Germany for seven years. These experiences taught me that even the best world class lecture is not as important as having direct contact with a foreign culture. I wanted an MBA that allowed me to learn more about other cultures from the perspective of actually living and working in countries outside of Europe. The Global Partners MBA offered me both: a four-continent experience with extended residencies in the United States, Brazil and China.*



**GLENN MADISON**

**Class of 2009**  
**Bechtel Power Corporation, Research Analyst Global Marketing and Strategy**  
**Frederick, MD, USA**

*I chose the Global Partners MBA program because I knew that I was going to have a holistic experience that I was never going to get from any other MBA program. Now, I have great friends and amazing experiences from the program that will never be matched, while also having a full understanding of business in the global arena. The advice I would give to incoming students is to experience everything! Take it all in. It will go by quickly. You will miss it later. Be aware – aware of people, aware of cultural perspectives, aware of landmarks (because you will get lost sometimes!). Question what you know to be “normal” and embrace what is different about people and business around the world.*



**JONATHAN PINNEY**

**Class of 2010**  
**ACL, Intern**  
**Xiaman, China**

*Entrepreneurship is my focus, and I know that my future plans to start my own business include expanding globally. One of the most valuable lessons I learned in the program is that business practices that are customary in the United States are not always useful or acceptable business practices abroad. The program afforded me a unique opportunity to form a perspective about business challenges as a U.S. citizen, but it also encouraged me to evaluate and address business issues looking through various cultural lenses. Studying and living in a number of cultures for extended periods of time while in the program shaped my current thinking about how business is conducted across borders and it will undoubtedly affect how I approach my future in global business ownership.*



**JOANNE ROSENBERG** (pictured with Lawrence Mackhoul on the left)

**Class of 2009**  
**UPS, U.S. International Marketing Supervisor**  
**Atlanta, GA, USA**

*The Global Partners MBA program gave me unparalleled opportunities to travel and live abroad, study with a diverse cohort, learn from engaged professors at globally-respected universities, and meet with top executives around the world. I gained a lifetime of experience and a supportive network that is useful in both my personal life and professional career.*



## GLOBAL PARTNERS MBA

ATLANTA • RIO • PARIS



GlobalPartnersMBA.com

### ADMISSION REQUIREMENTS

- Bachelor's degree in any discipline from an accredited or international equivalent institution
- Demonstrated proficiency in a second language
- Graduate Management Admission Test (GMAT)
- Work experience: Two to three years of work experience is preferred but not required
- Essays
- Two letters of recommendation
- Test of English as a Foreign Language (TOEFL) or International English Language Testing System (IELTS), if English is not your native language

For more information contact us at:

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