



 WILLAMETTE UNIVERSITY | MBA

— YOU BELONG HERE —

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“I chose Willamette because it had everything I was looking for, from its small class sizes to a highly involved alumni network. Within my cohort we feel like one big family and I know that I have a great support system, not just for the next two years, but for life.”

MELISSA JOE
MBA '20



01

Welcome to Willamette

Welcome to the Atkinson Graduate School of Management, Willamette University! The entire Atkinson community is committed to our shared vision—providing world-class education that serves managers in every stage of their careers. The Atkinson distinction grows out of an intimate learning environment that is built on cross-sectoral principles of management and experiential learning. Our programs train students for careers in business, government, and not-for-profit management, but more importantly the Willamette MBA prepares students to work effectively and provide critical organizational leadership on challenges that cross sectoral boundaries.

Our programs are rooted in the best traditions of Willamette University—top quality instruction and close collaboration, and also profound personal and professional growth. We are inspired by the beauty and richness of our surroundings to offer learning experiences that are distinctively Oregon. With locations in Salem and Portland, the Atkinson community enjoys unparalleled access to the state capitol, alongside the career and cultural opportunities that await in Oregon’s largest city. When it is time to recharge the batteries, whether you prefer mountains or ocean, recreational opportunities abound. Oregon is more than just a place. It is a lifestyle!

Our flagship early-career and career-change program is nationally-recognized and consistently ranked as the top program in Oregon. We take particular pride in the most recent Businessweek rankings where the Willamette MBA was listed number nine among all U.S. MBA programs for Entrepreneurship, largely on the strength of our teaching in entrepreneurial

thinking, innovative venture investing course and the Willamette Angel Fund. The Angel Investing course is just one example of our distinctive and impactful consequential learning opportunities that also include the O’Neill Student Investment Fund and the Grant Management: Concept to Consequences course. In Grant Management, students develop as future philanthropic leaders in the nonprofit sector and experience all the joys and responsibility of not-for-profit management as they invest real dollars among competing grant proposals.

We are excited to reaffirm our commitment to early-career management education with a new program. The BA/MBA program has long been a preferred option for Willamette University undergraduate students, allowing them to earn an MBA on top of their Willamette liberal arts degree, all in just five years. Beginning in the fall of 2019, the Atkinson School, in partnership with the Willamette University College of Liberal Arts, is launching a new undergraduate management option, a five-course program leading to a minor in business. The business minor can be paired with any Willamette liberal arts degree to create a well-articulated value proposition—Willamette educated, career ready!

The George H. Atkinson Graduate School of Management is authentically Oregon, nationally recognized, globally impactful. We look forward to you joining the Atkinson family.

Michael L. Hand

Dean
Professor of Applied Statistics and Information Systems
Atkinson Graduate School of Management
Willamette University

02 Program Information



AUGUST 2019							SEPTEMBER 2019							OCTOBER 2019							
4	5	6	7	8	9	10	1	2	3	4	5	6	7	1	2	3	4	5			
11	12	13	14	15	16	17	8	9	10	11	12	13	14	6	7	8	9	10	11	12	
18	19	20	21	22	23	24	15	16	17	18	19	20	21	13	14	15	16	17	18	19	
25	26	27	28	29	30	31	22	23	24	25	26	27	28	20	21	22	23	24	25	26	
							29	30						27	28	29	30	31			
NOVEMBER 2019							DECEMBER 2019							JANUARY 2020							
				1	2		1	2	3	4	5	6	7			1	2	3	4		
3	4	5	6	7	8	9	8	9	10	11	12	13	14	5	6	7	8	9	10	11	
10	11	12	13	14	15	16	15	16	17	18	19	20	21	12	13	14	15	16	17	18	
17	18	19	20	21	22	23	22	23	24	25	26	27	28	19	20	21	22	23	24	25	
24	25	26	27	28	29	30	29	30	31					26	27	28	29	30	31		
FEBRUARY 2020							MARCH 2020							APRIL 2020							
						1	1	2	3	4	5	6	7				1	2	3	4	
2	3	4	5	6	7	8	8	9	10	11	12	13	14	5	6	7	8	9	10	11	
9	10	11	12	13	14	15	15	16	17	18	19	20	21	12	13	14	15	16	17	18	
16	17	18	19	20	21	22	22	23	24	25	26	27	28	19	20	21	22	23	24	25	
23	24	25	26	27	28	29	29	30	31					26	27	28	29	30			
MAY 2020							JUNE 2020							JULY 2020							
						1	2		1	2	3	4	5	6				1	2	3	4
3	4	5	6	7	8	9	7	8	9	10	11	12	13	5	6	7	8	9	10	11	
10	11	12	13	14	15	16	14	15	16	17	18	19	20	12	13	14	15	16	17	18	
17	18	19	20	21	22	23	21	22	23	24	25	26	27	19	20	21	22	23	24	25	
24	25	26	27	28	29	30	28	29	30					26	27	28	29	30	31		



Dean Mike Hand and Senior Associate Dean Alex Subert serve students pie on the annual Pumpkin Pie Day

Academic Calendar 2019–2020

FALL SEMESTER

- August 19** Compass Week and Start of Fall Semester for Incoming MBA Students
- November 25–29** Thanksgiving Break
- December 16** Last Day of Fall Semester Classes
- December 17–20** Core Final Exams
- December 20** End of Fall Semester

December 21–January 12 Winter Break

SPRING SEMESTER

- January 13** Start of Spring Semester Classes
- March 23–27** Spring Break
- May 4** Last Day of Spring Semester Classes
- May 5–7** Core Final Exams
- May 7** End of Spring Semester
- May 17** Commencement

Honor Code

Not seek an unfair advantage over other members, including but not limited to giving or receiving unauthorized aid during completion of academic and professional requirements;

To honestly represent one's self and facts at all times;

To respect the personal and property rights of all members of the Atkinson community; and

Uphold this Honor Code by fully cooperating with and protecting the privacy of the proceedings.

MBA Degree Requirements

MBA degree-seeking students are responsible for a thorough understanding of graduation requirements. The Willamette MBA will be conferred on students who satisfactorily complete all of the requirements listed below:

MINIMUM CREDITS REQUIRED

MBA students must satisfactorily complete a minimum of 60 credits of approved MBA course work and have no pending grades or grades of "Incomplete." The 60 credits includes 36 credits of required courses (including the 3 credits of required experiential elective coursework) and 24 credits of additional elective course work.

REQUIRED COURSES

The 36 credits of required coursework includes a combination of first and second year courses. Generally, required courses numbered 5000 or above will be completed in the first year of MBA study and required courses numbered 6000 or above will be completed in the first- and second-year of MBA study.

Sample Schedule (60 credits)

YEAR 1 BUILD YOUR CORE	
<p>FALL SEMESTER</p> <p>GSM 5103 Data Analysis, Modeling & Decision Making</p> <p>GSM 5104 Managing Individuals, Teams and Organizations</p> <p>GSM 5111 Finance and Economics I</p> <p>GSM 5105 Accounting for Managers</p>	<p>SPRING SEMESTER</p> <p>GSM 5107 Marketing: Creating Satisfied Consumers</p> <p>GSM 5114 Operations and Systems Management</p> <p>GSM 5112 Finance and Economics II</p> <p>Elective or Experiential Elective</p>
<p>GSM 5108 & 5109 PACE: Practical Application for Careers and Enterprises I & II</p>	
<p>SUMMER: GSM 7251 Internships for Management <i>(optional for all, except BA/MBA candidates)</i></p>	
YEAR 2 FOCUS ON YOUR GOALS	
<p>FALL SEMESTER</p> <p>GSM 6121 Politics and Public Policy for Managers</p> <p>Four (4) Experiential Elective or Elective Courses</p>	<p>SPRING SEMESTER</p> <p>GSM 6123 Strategic Management</p> <p>Four (4) Experiential Elective or Elective Courses</p>

REQUIRED EXPERIENTIAL ELECTIVE

A minimum of 3 credits from Experiential Elective courses is required for graduation. Experiential Elective courses are special elective courses that include a project with a form of external evaluation. Experiential Elective courses are designated by the faculty and are identified on the schedule of classes. Students can take more than one Experiential Elective if they choose.

ELECTIVE COURSES

27 credits of elective coursework (which must include 3 credits of Experiential Elective coursework) are required for graduation. Generally, 3 credits of elective course work will be completed during spring semester of the first year of MBA study and 24 credits of elective course work will be completed during the second year of MBA study.

IKEWS (INTEGRATED KNOWLEDGE EXERCISE WEEKS)

Atkinson IKEWs are specifically designed to ensure students get the most from their MBA education. IKEWs help students apply knowledge of the functional areas of management in an integrated and strategic manner. This ability does not happen automatically within any learning experience; it is a skill that must be recognized, practiced, reviewed and supported.

Students participate in team IKEWs in spring semester of their first year of study by presenting their case analysis to a team of two faculty judges in an effort to assess the students' understanding of the MBA curriculum. During fall semester of their second year

of study, students complete their individual IKEW interview. Successful completion of individual IKEWs is a requirement for degree completion.

WILLAMETTE MBA MANAGEMENT WRITING PROGRAM

MBA students who began the MBA program in Fall Semester 2016 or after, must satisfactorily complete the Willamette MBA Management Writing Program.

GOOD STANDING

MBA candidates for graduation must have a cumulative Atkinson School grade point average of 3.00 (B) or higher, comply with requirements determined by the School's faculty, and be in Good Standing within all policies of the Atkinson School and Willamette University.

For more information regarding MBA degree requirements, please visit:

→ willamette.edu/go/mba/students/full-time/mba-student-handbook

Dual Degree Programs

BA/MBA

The Willamette MBA is a national leader in early career MBA education. Students of the College of Liberal Arts who want to integrate their liberal arts education with exceptional management training can apply to take advantage of our BA/MBA joint degree program. If you qualify for this program, you'll begin MBA courses during your senior year while completing your liberal arts studies.

Through a program emphasizing experiential learning, you'll prepare for your first professional position. In just 5 years, you'll develop the real-world experience, skills and expertise, and team and leadership skills that employers value in business, the public sector and not-for-profit organizations.

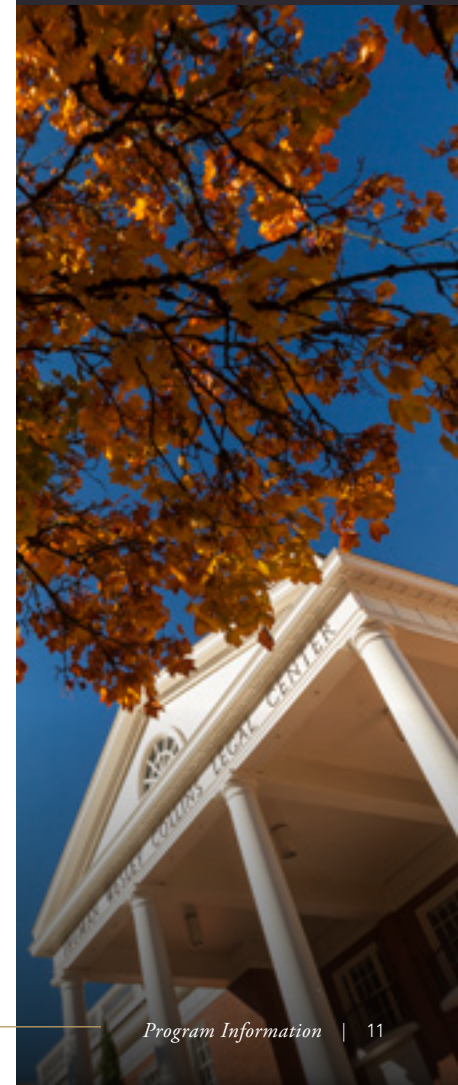
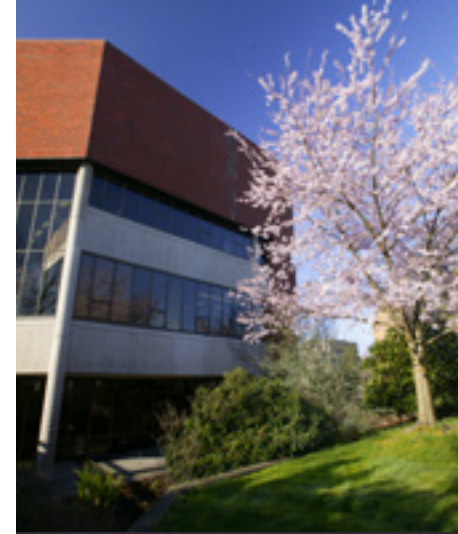
Your MBA is an investment, and the earlier you earn your MBA and build your professional network, the better your return on investment. The BA/MBA program is available to students in all majors in the College of Liberal Arts. To get started, tell your major advisor you are interested in the BA/MBA joint degree program and meet with the MBA admissions team.

JD/MBA

The Willamette JD/MBA program is a four-year program that results in two professional degrees: the Master of Business Administration and the Doctor of Jurisprudence.

The joint degree combines the respected educational and career resources of Willamette's Atkinson Graduate School of Management and College of Law, and carries a rare triple accreditation. The program is accredited by the American Bar Association (for law), AACSB International (for business), and NASPAA (for Public Administration). The MBA program is also ranked as a "U.S. Best Business School" by Forbes, Businessweek, Poets & Quants, WSJ, and QS.

The JD/MBA is an excellent choice for people seeking careers in corporate law, trust administration, tax law, regulation, public sector management, entrepreneurial ventures, consulting and private legal practice.



03

The Next Two Years

Pre-MBA Preparation

COMPASS QUEST

Your Willamette MBA journey will be a rewarding and challenging experience. To ensure that you are well prepared and “warmed-up” for what’s to come, Willamette MBA Career Management has created a summer pre-MBA preparation series called Compass Quest. This multi-level MBA career development program is delivered online and allows you to complete exercises and assignments at your own pace. A new “quest” is introduced online every other week on our website.

COMPASS WEEK 2019

Compass Week is the first week of school. All incoming students to the Early Career and Career Change MBA program are required to participate.

Compass Week is an academic, professional and social experience that introduces you to fellow classmates, alumni, faculty and staff, as well as programs and procedures that will help you succeed in the Willamette MBA. This week includes a professional meeting with your faculty advisor and concentration faculty member, as well as a team-building retreat off campus.

Help us prepare for your arrival by filling out the Compass Week Pre-Arrival Form.



“You can receive a rigorous education at a lot of institutions, but at Willamette you also feel a sense of belonging.”

EMILY ANDERSON
MBA '20

Year One

Core Courses

GSM 5103: DATA ANALYSIS, MODELING AND DECISION MAKING (3 CREDITS)

The techniques of quantitative analysis are deployed against problems in diverse areas such as financial management, quality control, public budgeting, research and development, compensation analysis, and market research. Upon successful completion of this course, students should be an intelligent interpreter and user of data and statistical information.

GSM 5104: MANAGING INDIVIDUALS, TEAMS AND ORGANIZATIONS (3 CREDITS)

This course focuses on individuals and teams in organizations, related HR management processes, organizational design, change processes and the broader global context in which organizations operate. The goal of the course is to enhance students' knowledge of management concepts and theories so that students can increase organizational effectiveness in terms of better managing themselves, other individuals, and teams, understand the impact of organizational design, power and authority, improve decision-making, manage change processes and the potentially conflicting demands of various stakeholders of the organization.

GSM 5105: ACCOUNTING FOR MANAGERS (3 CREDITS)

Students will gain a deeper understanding of accounting principles, tabulation and formatting, and financial reports through a combination of case studies and direct work with publicly available financial records. With an understanding of cost economics, students will leave this class well equipped to make pricing, investing, and budgeting decisions.

GSM 5111: FINANCE AND ECONOMICS I (3 CREDITS)

This course introduces students to the fundamental tools of economic decision-making with a focus on preparing students for success in studying and understanding financial management. Economic decision-making is at the heart of rationally assessing incentives for employees, understanding market conditions and opportunities, and acts as the basis for the tools of financial management. Students are expected to apply insights from economics to all areas of management and have a firm grasp of the theory underlying financial management by the end of the term.

GSM 5107: MARKETING — CREATING SATISFIED CUSTOMERS (3 CREDITS)

Marketing is not advertising. Marketing is not persuading customers to purchase your products. The essence of marketing is to create satisfied customers. From a marketer's perspective a satisfied customer is any entity whose expectations for performance of the product or service you provide is exceeded by the actual performance of the product or service.

GSM 5112: FINANCE AND ECONOMICS II (3 CREDITS)

This course introduces students to the fundamental concepts and techniques of financial management in the modern business enterprise. Financial decisions affect virtually all production, marketing, and management strategies. Evaluation of the financial risks, returns, and costs is the necessary framework in which all business policies must be examined.

GSM 5114: OPERATIONS AND SYSTEMS MANAGEMENT (3 CREDITS)

This course is largely a survey of concepts, principles, tools, and techniques widely used in production and service delivery organizations. It adopts as a unifying theme a consistent focus on process: its organizational dimensions, analysis, management and improvement.

GSM 6121: POLITICS AND PUBLIC POLICY FOR MANAGERS (3 CREDITS)

Public, private and not-for-profit organizations operate within a framework of rules at the global, national, state and local levels. This course looks at the impact of customs, policies, laws, regulations, technologies and trends on these rules, how interests in society influence rules informally and formally, and how organizations respond to opportunities and threats these rules create. Students will explore common and disparate features that impact management in a global economy and polity, incorporating the perspective of public service values—including efficiency and objectivity, fairness and respect for the individual, accountability and transparency, and public trust.

GSM 6123: STRATEGIC MANAGEMENT (3 CREDITS)

Addressing the question of why some organizations succeed while others fail, students will develop an understanding of effective cooperation across functions, competitive strategy across organizations and strategy formation across time. This involves comprehensive thought around the functional, competitive, technical, global, and corporate components of potentially successful strategy. The course includes application of these ideas and concepts to new enterprise development.

Practical Applications for Careers and Enterprises (PACE)

PACE challenges you to think broadly about how your organization creates and delivers value. To think broadly about yourself as a professional pursuing a career trajectory that will span your working lifetime. PACE provides you four perspectives of career development, managerial thinking, managerial doing and an application project where you will gain immediate implementation and feedback. Check out MBA candidate Emily Anderson's PACE blog:

→ blog.willamette.edu/pace

GSM 5108: PACE I (3 CREDITS)

You begin with a series of broad questions about management and organizations, with direct career and personal applications. As the semester progresses, you will form small student teams and begin planning out projects for non-profit or public client organizations. The service/consulting project provides a valuable opportunity to put ideas from the first part of PACE into action and to work on your career goals in a more practical situation.

GSM 5109: PACE II (3 CREDITS)

The service/consulting projects move into implementation, and you will provide management consulting services for non-profit or public client organizations. This real-world experience challenges you to contribute to the community through enhancing the operations of a social organization. During the semester, you will receive both mentor and content inputs that are aligned with project progress. As the semester concludes, you should anticipate a major presentation, a chance to reflect on learnings from the projects, and the series of steps you need to be positioned for a fulfilling internship during the summer.

SUMMER BETWEEN 1ST AND 2ND YEAR (3 CREDITS): GSM 7251: Internships for Management

(optional for all, except BA/MBA candidates)

Year Two

Concentration

Willamette MBA's full-time program provides students the opportunity to develop in-depth expertise in a variety of concentrations. Students can choose one or more formal concentrations. Choosing a formal concentration is not required—students can also choose to select elective courses based on their own needs and career goals. Students who choose to pursue a formal concentration must successfully complete the minimum number of courses required for the area of interest with a grade of B (3.0) or higher, and all other requirements for graduation. The final MBA transcript of students who successfully complete the requirements of a concentration will show the concentration completed.



CONCENTRATIONS

Accounting

Entrepreneurship

Finance

Global Management

Human Resources

Management Science + Quantitative Methods
(awaiting STEM accreditation)

Marketing

Operations, Analysis & Systems

Organizational Analysis

Public & Not-for-Profit Management



ACCOUNTING CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

GSM 6006 Forensic Accounting and Fraud Examination

GSM 6013A & B Grant Administration: Concept to Consequences *(3 credits per semester)*

GSM 6015 Accounting and Incentives in Organizations

GSM 6204 Auditing: Risk and Controls

GSM 6205 Financial Reporting

GSM 6206 Financial Statement Analysis

GSM 6210 Accounting for Decision Making

GSM 6245 Seminar in Management Control

ENTREPRENEURSHIP CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

GSM 6002 Entrepreneurial Finance

GSM 6226 & 6227 Angel Investing I & II
(3 credits per semester)

GSM 6228 Entrepreneurial Thinking

GSM 6281 Developing New Ventures

FINANCE CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

GSM 6206 Financial Statement Analysis

GSM 6233 Credit Risk and Fixed Income

GSM 6258 International Finance

GSM 6264 Financial Derivatives and Risk Management

GSM 6280 Strategic Finance

GSM 6283 Corporate Finance

GSM 6291 Investments

GSM 6292A & B O'Neill Student Investment Fund
(3 credits per semester)

GSM 6293 Corporate Mergers, Acquisitions and Restructurings

GLOBAL MANAGEMENT CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

GSM 6011 International Management

GSM 6012 Development Economics

GSM 6218 Global Human Resource Management

GSM 6252 Global Entrepreneurship: Launching & Managing International Ventures

GSM 6258 International Finance

GSM 6268 Leadership

GSM 6269 Value Chain Management

GSM 7261G Global Study *(1 credit)*

GSM 7240 International Exchange Program - KEDGE
(formerly known as Bordeaux School of Management, 12 credits)

GSM 7241 International Exchange Program - Copenhagen Business School *(15 credits)*

GSM 7242 International Exchange Program - EM Strasbourg School of Business *(15 credits)*

GSM 7243 International Exchange Program - Copenhagen Business School *(6 credits)*

GSM 7244 International Exchange Program - EM Strasbourg School of Business *(6 credits)*

HUMAN RESOURCES CONCENTRATION
(CHOOSE 3 ELECTIVE COURSES)

- GSM 6211** Managing Organizational Change
- GSM 6215** Compensation and Rewards
- GSM 6218** Global Human Resource Management
- GSM 6236** HR Principles and Practices
- GSM 6248** HR Development: Creating Competitive Advantage
- GSM 6249** Project Management
- GSM 6268** Leadership
- GSM 6274** Experiential HR Management in the Public and Not-for-Profit Sectors
- GSM 6286** Negotiation
- GSM 7251** Internship (*must be an internship in HR*)

MANAGEMENT SCIENCE AND QUANTITATIVE METHODS CONCENTRATION (CHOOSE 5 COURSES)

- GSM 6004** E-Commerce and Digital Marketing
- GSM 6014** Management Analytics
- GSM 6203** Seminar in Benefit-Cost Analysis
- GSM 6216** Business and Economic Forecasting
- GSM 6220** Lean Six Sigma
- GSM 6222** Business Dynamics: Systems Thinking and Modeling for a Complex World
- GSM 6223** Enterprise Data Management
- GSM 6249** Project Management
- GSM 6270** Negotiation, Bargaining and the Economics of Strategy
- GSM 6272** Data Sciences for Strategic Applications

GSM 6283 Corporate Finance

GSM 6291 Investments

MARKETING CONCENTRATION
(CHOOSE 3 ELECTIVE COURSES)

- GSM 6004** E-Commerce and Digital Marketing
- GSM 6007** Content Marketing in Social Media
- GSM 6216** Business and Economic Forecasting
- GSM 6260** Research for Marketing Decisions
- GSM 6261** Marketing Strategy

OPERATIONS, ANALYSIS, AND SYSTEMS CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

- GSM 6014** Management Analytics
- GSM 6216** Business and Economic Forecasting
- GSM 6220** Lean Six Sigma
- GSM 6223** Enterprise Data Management
- GSM 6249** Project Management
- GSM 6260** Research for Marketing Decisions
- GSM 6269** Value Chain Management
- GSM 6272** Data Sciences for Strategic Applications
- GSM 6275** Global Purchasing and Supply Chain Management
- GSM 7251** Internships (*must be an internship in operations, systems or analysis*)

ORGANIZATIONAL ANALYSIS CONCENTRATION
(CHOOSE 3 ELECTIVE COURSES)

- GSM 6211** Managing Organizational Change
- GSM 6218** Global Human Resource Management

GSM 6229 Principles of Management Consulting

GSM 6236 HR Principles and Practices

GSM 6249 Project Management

GSM 6265 Not-For-Profit Governance and Management

GSM 6268 Leadership

GSM 6276 Social Networks for Managers

GSM 6286 Negotiation

GSM 7251 Internships (*must be an internship in the area of Organizational Analysis*)

PUBLIC AND NOT-FOR-PROFIT MANAGEMENT CONCENTRATION (CHOOSE 3 ELECTIVE COURSES)

- GSM 6013A & B** Grant Administration: Concept to Consequences
- GSM 6201** Public Policy Studies
- GSM 6203** Seminar in Benefit-Cost Analysis
- GSM 6231** Strategic Marketing for Public and Private Not-for-Profit Organizations
- GSM 6232** Public Finance
- GSM 6265** Not-For-Profit Governance and Management
- GSM 6274** Experiential HR Management in the Public and Not-for-Profit Sectors
- GSM 6295** Public Relations and Crisis Communication
- GSM 7251** Internships (*must be an internship in government or not-for-profit management*)



All courses are 3 credits unless otherwise noted.

In any given academic year, Willamette MBA offers 30+ elective courses for students to choose from. For more information about our electives, please go to:

→ willamette.edu/go/mba/programs/eccc/curriculum/elective

“Our vision for the future is a thriving and resilient constellation of local nonprofits that is better positioned to improve the well-being of its community.”

TYNAN GABLE
GRANT ADMINISTRATION COHORT
BA/MBA '19

Check out Tynan's blog about Grant Administration:

→ blog.willamette.edu/grantadmin

Check out JD/MBA candidate Nathan Foos' Angel Fund blog:

→ blog.willamette.edu/angel

Consequential Learning

In consequential learning, students are compelled to integrate and apply what they learn in coursework and experience the consequences of financial decisions they make. Consequential learning experiences encompass the following elements:

- Students make investments with real resources and justify these decisions to boards of experts.
- Students experience the immediate outcomes of their decisions and evaluate the legacy of similar decisions made by their predecessors.
- Students have an opportunity to contribute to Oregon's economy.

In consequential coursework, students are asked to make risky decisions with real money. It is hard to overstate the degree to which actual fiduciary responsibility in very public settings heightens student engagement in learning and commitment to getting it right. These decisions create demand for what the faculty has to offer. Students seek out expertise necessary to their decisions and feel intense personal responsibility for the decisions they make. Students in subsequent classes have the opportunity to track and evaluate the wisdom of previous decisions and the progress of a portfolio of positions.

GSM 6013A & 6013B: GRANT ADMINISTRATION: CONCEPT TO CONSEQUENCES (3 CREDITS PER SEMESTER) *Fall Semester & Spring Semester*

A foundation will delegate to Atkinson School students grant-making responsibility for a dedicated pool of money in the context of this course. Students will specify grant proposal requirements, operationalize criteria, evaluate grant proposals, make funding recommendations, and determine reporting/performance requirements. This is an experience characterized by the autonomy and associated fiduciary responsibility students experience in other consequential learning courses. Students are required to take both semesters of the course to receive credit for either semester.

GSM 6226 & 6227: ANGEL INVESTING I & II (3 CREDITS PER SEMESTER) *Fall Semester & Spring Semester*

A consequential learning course where MBA students learn the strategies and details involved with investing in entrepreneurial ventures. Students are embedded as active investing members in Angel investment groups throughout the Pacific Northwest; evaluating deal flow, performing due diligence and making investment decisions. Investment decisions are made by the students with the oversight of the Advisory Board. Additionally, students work on cutting edge research in the fields of angel investing, venture investing, entrepreneurship and economic development. Prerequisites: Core courses of the first-year curriculum PLUS instructor permission.

GSM 6292A & 6292B: O'NEILL STUDENT INVESTMENT FUND (3 CREDITS PER SEMESTER)

This is a hands-on investment management course. Students follow economic, financial, and company events, and apply concepts and techniques from the GSM 6291 course and other courses to manage a real portfolio of stocks and exchange traded funds. At the end of the semester, students present their results and outlook to an outside panel. Prerequisites: Core courses of the first-year curriculum and must be concurrently taken with GSM 6291.

Global Study Opportunities

A typical study abroad trip involves visiting 8-10 public, private and nonprofit organizations in a variety of industries. Executives present their strategy, innovations and discuss pertinent issues with the MBA students. Our students come back and leverage the international experience at work and in the classroom.

PREVIOUS STUDY ABROAD PROGRAMS:



“Action, rather than just theories, is emphasized and students are encouraged to ask questions, take risks, and test ideas.”

EMILY ANDERSON
MBA '20



For the most up-to-date information regarding Study Abroad: 2019-2020, please visit:

→ willamette.edu/go/mba/students/willamette-mba-study-abroad

04

Career Management

“Willamette MBA offers a supportive academic setting with amazing faculty. I knew this program could prepare me to take the next big step in my career.”

BRYAN MARTZ
MBA '19

Regardless of your career stage, the Career Management team at Willamette MBA is dedicated to deliver the resources and opportunities you need to start or advance your career.

Help from the Start

We take a personalized approach to career management, connecting before you even start classes at Willamette. Our curriculum and activities are designed to provide numerous interactions with potential employers throughout your time at Atkinson:

- Career Fairs on campus: opportunities to meet with employers in small groups
- Mock interviews
- Employer Spotlights: learn about specific companies at presentations on campus
- Industry panel discussions
- Personal referrals to employers and job interviews on campus
- Company treks to companies in Portland, Seattle and San Francisco
- Visits to industry and demographic-specific career fairs nationwide
- 640 annual coaching appointments



MENTORSHIP PROGRAM

The Willamette MBA Mentorship Program matches students with experienced professionals for guidance and support. Mentors provide the link between academic theories and the realities of the business world. The mission is to foster relationships between corporate leaders, alumni, and current students through exposure to real-world business environments. The primary goal is for the mentor to coach the student with their stated professional development goals throughout the academic year.

Students are paired with a business professional whose expertise closely matches the student's stated professional development goals. All students enrolled in the full-time MBA program are eligible to participate. This program allows students to explore different industries, review career paths, improve networking and professional presence skills or just learn about the US business environment.

CAREER CLOSE-UP

Career Management Close-up is a personalized career-focused event that is designed to provide students with small group or one-on-one interactions with employers and corporate partners. Employers and recruiters tell us that they prefer small group interactions with an opportunity to get to know students on an informal basis. Students also prefer the intimate atmosphere of our career events with opportunities to get to know employers over candid conversations. Over time, many of these initial relationships result in internships and job offers.

MANAGEMENT WRITING PROGRAM

The Management Writing Program helps Willamette MBA students develop their writing skills. Through participating in workshops and incorporating feedback from professional writing coaches, students learn to recognize the most common errors and weaknesses in their writing and begin to write more clearly and concisely. Completion of the Management Writing Program is a requirement for graduation.

05

Life as a Willamette MBA Student

ATKINSON STUDENT ASSOCIATION

The Atkinson Student Association is an organization that is dedicated to supporting student organizations and their members. The student board members are responsible for reviewing new student organizations; registering existing student organizations on a yearly basis; providing, developing, and improving services and resources for student organizations; enforcing policies and procedures related to student organizations; and coordinating the end of the year Atkinson Brownwater Weekend.

Student Organizations

ATKINSON CONSULTING ASSOCIATION

The Atkinson Consulting Association helps its members and the Willamette MBA community gain exposure to consulting as a potential career path through a variety of programming, networking opportunities, and projects. The association also supports members as they prepare for consulting interviews by using hands-on practice case interview sessions.



ATKINSON ACCOUNTING ASSOCIATION

AAA promotes the interests of Willamette MBA students who are interested in the field of accounting and/or are seeking employment in the accounting industry upon graduation. The organization serves as a vehicle for enhancing the accounting educational experience of students through events such as career panels and site visits.

ATKINSON FINANCE ASSOCIATION

AFA assists in the professional, educational, and social development of Willamette MBA students interested in finance, banking, and investments. AFA strives to provide forums (panels and treks) where members have the opportunity to interact and learn from each other as well as faculty, alumni, and other finance professionals.

ATKINSON MARKETING ASSOCIATION

AMA activities provide opportunities to network with marketing professionals and promote awareness of career opportunities in marketing. AMA sponsors guest lecturers, on-site visits, and professional development services.

INTERNATIONAL GRADUATE STUDENT ASSOCIATION

IGSA promotes cross-cultural understanding among international and domestic students and sponsors the annual International Dinner. IGSA provides new international students with collegial support as they adjust to a new culture and academic environment. All international and U.S. students are encouraged to participate in IGSA and to use its services as a resource.

NATIONAL ASSOCIATION OF WOMEN MBAs

The Atkinson Chapter is an affiliated student chapter of National Association of Women MBAs. This organization is dedicated to "empowering women MBAs and graduate women in business in order to propel more women into leadership positions in corporate America and to enhance the diversity of the nation's workforce." NAWMBA - Atkinson Chapter promotes networking and business opportunities for men and women MBAs, provides professional resources, and hosts networking, speaker, and social events.

SOCIETY FOR HUMAN RESOURCE MANAGEMENT ASSOCIATION

The Atkinson chapter of SHRM is a chartered chapter of the Society for Human Resource Management. SHRM promotes student professional development and provides networking with human resource professionals. Events sponsored by SHRM include: resume workshops, mock interview sessions, site visits, guest speakers, and community service activities.

THE BROWNWATER TRADITION

At the end of each academic year, alumni, faculty and students descend on Mill Creek with inner tubes to float through campus with crowds watching and sometimes pouring water or throwing water balloons. Events include: Golf Tournament, Casino Night, Mill Creek Float, and a BBQ.

06

The Willamette Community

Leadership is not a spectator sport.
-Anonymous-



Community Service Learning

The Office for Community Service Learning (CSL) facilitates a variety of community service opportunities every week. All students are welcomed and encouraged to sign up for the trips and events hosted by the CSL Office.

Sparks Fitness Center

The newly renovated Sparks Center houses over 35 pieces of cardio equipment, 7 multipurpose free weight racks, a rotating climbing wall and a new plate-loaded circuit training room. There are several large TV's and many of the cardio devices have built-in monitors with cable television.

Campus Recreation

OUTDOOR PROGRAM

The Willamette Outdoor Program helps students plan their trip and lends them the gear they need. The Willamette Outdoor Program serves as a resource for students who are interested in furthering their outdoor skills in a professional way. Leadership and training opportunities are available both on and off campus.

INTRAMURAL SPORTS

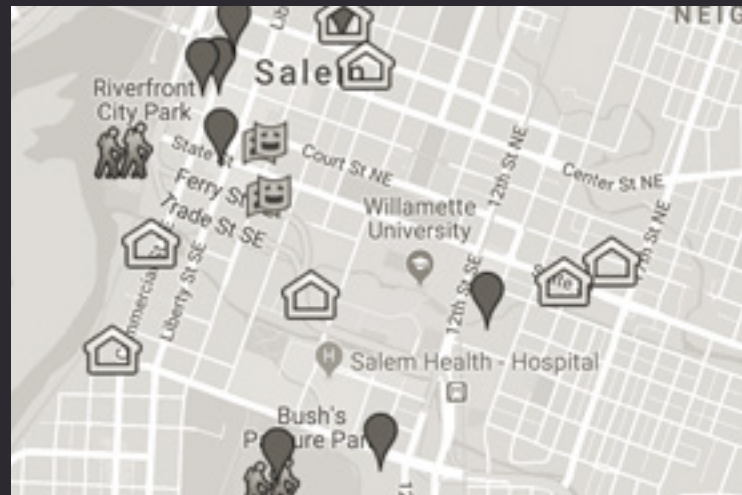
With a variety of sports to choose from each season, teams of MBA students are invited to compete against students from across the Willamette campus for the chance to win a free "Champion" t-shirt! There is surely an offering to please every sports fan, and all ability levels are welcome as the program offers different leagues to accommodate new and experienced players alike.

07 Getting Settled in Salem

Our student ambassadors have thoughtfully created a Google Map called Willamette MBA Life in Salem that covers housing, dining, recreation, transportation, important resources, shopping, and exploring.

To access this Google Map, please go to:

→ willamette.edu/go/mba/admission/eccc/admitted/housing



Housing Resources

OFF-CAMPUS HOUSING

Most Willamette MBA students opt to live off campus.

Check our Google Map on our On-Campus and Off-Campus Housing Information webpage to see recommendations from students.

We also have a Student/Staff Arrival Team who will help you find housing when you arrive in Salem. The arrival team will be available in July and August. Remember to use our Student Arrival Team for advice.

ON-CAMPUS HOUSING

Graduate students may choose to live in University Apartments (UAP). The University Apartments are conveniently located very close to the Atkinson School building (about a 3-minute walk).

For more information regarding on-campus housing, please check out these important links:

Housing & Conferences Homepage:
→ willamette.edu/go/offices/housing

Housing Calendar:
→ willamette.edu/go/offices/housing/calendar

Room & Meal Plan Rates:
→ willamette.edu/go/offices/housing/housing/information/costs/2018-2019.html

Housing Options - University Apartments:
→ willamette.edu/go/offices/housing/housing/housing-options/apts

OTHER RESOURCES:

Statesman Journal (Classified Ads)

Salem Area Craigslist

ApartmentList.com

Trulia

Zillow

THINGS TO DO IN & AROUND SALEM

Salem is the state capital of Oregon with a vibrant downtown with lots of options for arts and culture, entertainment, shopping, sports and recreation. Salem is also known as the heart of the Willamette Valley—a region known for its organic farms and wineries—and only 48 miles south of Portland, an urban cultural and economic hub.

For more information about Salem, visit:

→ www.travelsalem.com

To access the student-created Google Map, Willamette MBA Life in Salem, visit:

→ willamette.edu/go/mba/admission/eccc/admitted/housing

THINGS TO DO IN & AROUND PORTLAND

For more information about Portland, visit:

→ www.travelportland.com

08

Getting Settled at Willamette

“I chose Willamette because I wanted to be a part of a program that allowed us to be more than a student. The opportunities to contribute to the organization range from academic programming to recruitment and future planning.”

DABIN PARK
MBA '20



STUDENT ID CARD

Willamette University's Compass Card is a one-card system of identification, building access and debit card. You can make your campus purchases of food, textbooks, laundry services and photocopies using your Compass Card. Simply deposit funds into your account using a number of convenient methods: cash, bank cards, or online via

→ willamette.edu/go/offices/compasscard

CREATING YOUR EMAIL ADDRESS

Current Willamette University students are eligible for a network account that includes a Willamette email address. For more information, please visit:

→ willamette.edu/go/offices/wits/account-services

TRANSPORTATION

Salem is easy to get around with bikes, Zipcar, Drive Less Connect (carpool/vanpool matching), Cherriot (local bus service), and Yellow Cabs. Amtrak is located directly across the street from the Willamette campus and offers daily northbound service to Portland and Seattle. For more information on all of these modes of transportation, please visit:

→ willamette.edu/go/offices/safety/parking/options

For information on parking on campus, please visit:

→ willamette.edu/go/offices/safety/parking/regulations

HEALTH CARE: BISHOP WELLNESS CENTER

→ willamette.edu/go/offices/wellness

→ willamette.edu/go/offices/health/insurance

INFORMATION TECHNOLOGY: WILLAMETTE INTEGRATED TECHNOLOGY SERVICES (WITS)

Joseph FitzPatrick is the WITS User Services Consultant for Atkinson Graduate School of Management. He makes the university's technology work with high accessibility and reliability for everyone. The university also has trained staff at the Help Desk for technology assistance and information.

WITS Help Desk & Equipment Checkout

Smullin 118
503-370-6767
wits@willamette.edu
Mon–Fri, 8AM to 5PM

WEBSITES & RESOURCES:

WISE - wise.willamette.edu

WUPrint - wuprint.willamette.edu

Microsoft Office 365 (free to download)
Sign up - Office365.com/getoffice365
To use - login.microsoftonline.com

Agsm.willamette.edu

WebAdvisor

Jason - Students use Jason for degree audit

Willamette Student Account - Students use the Willamette Student Account for easy tuition payment.

Compass Card - Students use their Compass Card (Compass Cash) to buy food and other necessities on campus.

Willamette MBA Staff Directory

RECRUITMENT AND ADMISSIONS TEAM

Alex Subert Senior Associate Dean, Director of Admissions	asubert@willamette.edu
Juliet Valdez Director of Recruitment	jvaldez@willamette.edu
David Cortez Assistant Director of Recruitment	dcortez@willamette.edu
Karen Arthur MBA Program Coordinator	karthur@willamette.edu

MBA STUDENT AMBASSADORS

Emily Anderson	elanderson@willamette.edu
Jackson Boyd	jboyd@willamette.edu
Tynan Gable	tgable@willamette.edu
Melissa Joe	mjoe@willamette.edu
Bryan Martz	bmartz@willamette.edu
Christopher Millett	cmillett@willamette.edu
Fiona Murphy	sfmurphy@willamette.edu
Tatuli Okriashvili	tokriashvili@willamette.edu
Dabin Park	dpark@willamette.edu
Nicolas Troplent	ntroplen@willamette.edu

MBA CAREER MANAGEMENT TEAM

Beth Ursin Assistant Dean, Director of Career Management	eursin@willamette.edu
Jonathan Scrimenti Assistant Director of Career Management	jscrimenti@willamette.edu
Holly Corby Student and Employee Engagement Coordinator	hcorby@willamette.edu

HELPFUL CONTACTS

Joseph Fitzpatrick Willamette Integrated Technology Services (WITS)	jfitzpat@willamette.edu
Financial Aid Office	finaid@willamette.edu
Student Accounts and Billing	student-accounts@willamette.edu
Bishop Wellness Center	503-370-6062
Campus Safety	safety@willamette.edu

09

Tuition and Financing Your MBA

Willamette MBA students invest in their future by using a combination of resources: scholarships, graduate assistantships, loans, sponsors, and income from internships.

Tuition (2019–2020)

DESCRIPTION	FALL SEMESTER	SPRING SEMESTER	TOTAL ANNUAL
Tuition	\$21,687.50	\$21,687.50	\$43,375.00
Fees	\$195.00	\$195.00	\$390.00
Books + Supplies <i>(estimated)</i>	\$600.00	\$600.00	\$1,200.00
Health Insurance*	\$1,063.00	\$1,377.00	\$2,440.00
Living Expenses**	\$5,000.00	\$5,000.00	\$10,000.00
Total Estimated Costs	\$28,545.50	\$28,859.50	\$57,405.00

*Health Insurance: If you have comparable coverage you may waive this premium. Health insurance rates for international students may differ from the rates for domestic students. For more information, please check: willamette.edu/go/offices/health/insurance

**Living expenses include estimated room, board and personal expenses. These may vary based on the lifestyle choices of each student. Students who wish to live on campus may see room and meal options at: willamette.edu/go/offices/housing/housing/information/costs

Tuition Payment

PAYMENT PLANS

For more information regarding Willamette University's flexible payment plan, please visit:

→ willamette.edu/go/offices/finaid/billing-financing-information

ADDITIONAL FINANCIAL ASSISTANCE

- Graduate Assistantships
- Federal Student Loans

For more information, please visit:

→ willamette.edu/go/mba/admission/eccc/tuition-aid



Arriving at Willamette

BY AIR

The closest airport is located about an hour north of campus in Portland, OR (Portland International Airport - PDX). International and domestic flights will be available every day of the week to Portland. The Oregon Express Shuttle from the airport to Salem is around \$25-\$30, depending on how far in advance it is booked. Another option is the HUT Shuttle. Once in Salem, an Uber or Lyft can transport you the last couple of miles to campus.

→ www.oregonexpressshuttle.com

→ www.hutshuttle.com

BY TRAIN

The Amtrak station is conveniently located on the Southeast corner of Willamette's campus, with routes servicing the length of the West Coast. It is recommended to schedule early; trains can fill up and/or become very expensive as the travel date approaches. With comfortable seating and free WiFi, the train is a great low-cost and convenient travel option for students.

BY CAR

Coming South on I-5: Take exit 253 towards OR-99E. Take a right onto Mission Street SE. After about 2 miles, a ramp on the right labeled "OR-99 Bus" will take you to the corner of Willamette's campus. Continue straight through the light and follow the road all the way down to the next intersection. Take a right on Winter Street; you will see Atkinson on your left just past the apartment building.

Coming North on I-5: Take exit 253 towards OR-99E. Take a left to travel West on Mission Street SE. After about 2 miles, a ramp on the right labeled "OR-99 Bus" will take you to the corner of Willamette's campus. Continue straight through the light and follow the road all the way down to the next intersection. Take a right on Winter Street; you will see Atkinson on your left just past the apartment building.

10 Next Steps

WHAT YOU SHOULD DO NOW:

- Login to the Admitted Student Website and complete Acceptance Form
- Submit your \$200 deposit to secure your seat
- Register to attend Admits Weekend
- U.S. Citizens—Apply for Financial Aid
- Apply for Housing
- International Students—Complete I-20 Form and submit financial documents

WHAT YOU SHOULD DO BY ORIENTATION:

- Order your school-recommended laptop
- Set up your Willamette ID and email address (*instructions will be available during Compass Quest*)
- Obtain your student ID card
- Complete health insurance and immunization requirements
- Obtain your parking permit (if parking on campus)
- Submit your first-semester tuition payment
- Complete all required Career Management pre-work



→ willamette.edu/mba

Willamette University
Early Career and Career Change MBA
900 State Street
Salem, Oregon 97301
503-370-6167
mba-admission@willamette.edu