**Making Connections on Campus and Around the World.**

Let the Willamette University MBA empower your career or your organization.

The information in this packet provides you with a snapshot of our programs, our people and the many different partnerships created with Northwest business, government and nonprofit organizations. Our students invest in themselves and the larger community. Our alumni lead in their organizations—locally and around the world. Business executives donate their time and talent as mentors, career advisors and speakers. Generous donors make investments in our school and our students.

In addition, our faculty and staff work diligently to develop and deploy the resources and capabilities necessary to achieve personalized outcomes. Specifically, we strive to be the first choice for individuals and organizations in the Northwest seeking personal and innovative management education, talented interns and highly effective employees.

Let the Willamette University MBA help you determine how to invest your time, talent, emotional energy and valuable resources. Contact us to explore the possibilities.

Best wishes.

Debra J. Ringold, Dean and JELD-WEN Professor of Free Enterprise
Atkinson Graduate School of Management

Learn more about Ringold and her vision: www.willamette.edu/mba/forum/ringold_dean_08.htm

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**Willamette University MBA Named a “Best Business School” by the Princeton Review**

The Willamette University MBA is among the Princeton Review’s “Best Business Schools” for the fourth consecutive year. All schools are profiled on the Princeton Review’s website and listed in the publication in alphabetical order. The Princeton Review compiled the survey based on information from 19,000 students attending business schools around the world, and on school-reported data. The survey asked students and alumni about their school’s academics, student body and student life. Respondents were also asked to rate school-reported data. The survey asked students and alumni about their school’s academics, student body and student life. Respondents were also asked to rate their personal experience and career plans.

Learn more at www.princetonreview.com

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**Willamette MBA Among Top 100 Business Programs for Social and Environmental Stewardship**

The Aspen Institute’s prestigious Beyond Grey Pinstripes survey recognized the Willamette University MBA as one of its top 100 business programs worldwide. The survey “spotlights innovative full-time MBA programs leading the way in the integration of issues concerning social and environmental stewardship into the curriculum.”

The Willamette MBA earned high marks in two additional categories:

- For student opportunity (based on a count of the number of courses that contain social, environmental and/or ethical content)
- For student exposure (based on the percentage of course time that exposes students to social, environmental and/or ethical issues within their courses)

Learn more at www.aspeninstitute.org

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**Willamette MBA Students Make Connections in Puget Sound**

Twenty-five Willamette MBA students made the “trek” up to Seattle during winter break to visit a number of organizations, networking with alumni, hiring managers and other key personnel. Companies include Boeing, Microsoft, Real Networks and the Port of Seattle.

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**Performance**

**Willamette MBA Students, Faculty, Alumni and Staff are Constantly Working on Exciting New Projects in and Out of the Classroom.**

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**Seen and Heard on Campus: Campus Power Lunch Series Speakers**

- Traci Rose, Community Relations Manager, Portland Trailblazers
- Jay Desai, Founder and CEO, University Consulting India, Private Limited
- Danielle Killpack, Corporate Social Responsibility Manager, Nike
- Jim Balkins, Chief Strategic Officer and General Counsel, Healthwise, Inc.
- Eric Brown, Former CEO, American Red Cross Pacific Northwest Blood Services

Learn more at www.willamette.edu/mba/power-series

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**First Thursday Empowerment in Action Events**

What are some of the most pressing issues facing today’s managers, and how do they deal with them? Join us every First Thursday in Portland as Willamette University’s top faculty and industry executives share expertise and present research. Our Empowerment in Action series provides an excellent opportunity to learn about how the MBA and Executive Development programs at Willamette can empower your career.

Learn more at www.willamette.edu/mba/empowerment

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**Northwest MBA Consortium Career Day — February 6, 2009**

Each year the top AACSB-accredited MBA programs in the Northwest collaborate to present an innovative career fair in Portland, Ore.

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**Willamette University Becomes Affiliated Chapter of the National Association of Women MBAs (NAWMBA)**

The Atkinson Chapter of the Business Women’s Forum recently became an affiliated student chapter of the National Association of Women MBAs (NAWMBA). NAWMBA is a national organization comprising student and professional chapters 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.”

Willamette has the only University chapter in Oregon and the only professional chapter in the Northwest.

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Learn more at www.nawmba.org

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Learn more about Ringold and her vision: www.willamette.edu/mba/forum/ringold_dean_08.htm
Learning by Doing.

The distinctive learning experience at the Atkinson Graduate School of Management is recognized for the excellence of its academic programs, the quality of its students, the dedication of its faculty and the success of its alumni. Willamette University’s MBA and Executive Education programs target managers at all levels – students seeking career entry or change, mid-level professionals seeking career advancement, or seasoned executives seeking to expand their network and their experience through additional training and development.

ATKINSON AT A GLANCE

Full Time MBA
- Call: 866-MBA-AGSM
- Click: www.willamette.edu/mba
- Connect: mba-admission@willamette.edu

Students in the Full Time MBA are prepared to:
- Think about the “big picture” that integrates business, government and not-for-profit management.
- Hit the ground running after completing MBA consulting projects, internships and other experiential learning programs.
- Adapt to different organizational processes and systems through crossfunctional experience.
- Work closely with faculty to achieve individual objectives.

MBA for Professionals
- Call: 866-385-PMBAs
- Click: www.willamettepmba.com
- Connect: pmba@willamette.edu

The MBA for Professionals program enables students to:
- Achieve higher levels of success in their current roles and take on additional responsibility.
- Refine and expand on knowledge and experiences essential to business operations.
- Broaden their knowledge and experience to understand the holistic picture of an organization.

The program is available in Salem or Portland, Oregon and can be completed in 24 months.

Executive Development Center
- Call: 503-370-6791
- Click: www.willamette.edu/mba/executive
- Connect: edc@willamette.edu

Executive Development Programs provide:
- Customized training for managers in different organizations or industry segments.
- The opportunity to solve specific organizational issues through individualized training.
- Networks between program participants to share knowledge and best practices.

MBA Programs

MBA for Professionals (Evening). An intensive and supportive in-class experience designed to meet the needs of students who are fully employed through the consistency of the class schedules and the applicability of concepts learned. The program encourages students to work closely with each other and with faculty, taking what they learn and utilizing it in the workplace the very next day. MBA for Professionals’ classes are held three semesters per year and meet two weekday evenings per week in either Salem or Portland. The program can be completed in 24 months.

Full Time MBA
The Full Time MBA creates a unique learning environment where students understand the connection between business, government and not-for-profit management. Students are ready and able to utilize their skills within the organizational context to which they are hired, offering a comprehensive perspective of the firm and its stakeholders.

Early Career MBA. An innovative program that allows students to begin their MBA without work experience. Ideal for career entry or change. The Early Career MBA emphasizes experiential learning through class consulting projects, student professional organizations and career services programs.

MBA for Career Change. A full-time MBA experience that allows students the opportunity to transition careers through an in-depth immersion in core management courses and interestbased electives. Experiential learning opportunities designed for students with prior work experience helps focus career goals for a smooth transition into a new career path.

MBA/JD. Combines the respected resources of the Willamette University’s College of Law and Atkinson Graduate School of Management. As America’s only MBA/JD program to have triple accreditation for law, business and public management, Willamette’s MBA/JD has special advantages for graduates anticipating careers in corporate law, trust administration, tax law, regulation, public sector management, entrepreneurial ventures, consulting and private legal practice.

Bachelor of Arts/MBA. A combined degree program for selected undergraduate students at Willamette University’s College of Liberal Arts to fast-track their career. In just five years of education, BA/MBA students obtain the benefits of a liberal arts education in whatever major they choose, develop an in-depth understanding of management and build the portfolio of experience needed to succeed in a competitive job market.

“Willamette’s MBA for Professionals program rates among the highest for its quality teaching from professors who can communicate their real-world experiences to today’s rapidly changing environment. Although the schedule and pace of the program is demanding, it still allows time for busy professionals to manage their careers and tend to their personal lives.”
- Roland Zapata MBA ’08
  Reseller Account Manager, Xerox Corporation

“Getting my MBA at Willamette put me on an entirely different career track than my peers. I benefited greatly from the accessibility of faculty, the opportunities to work on important real-life projects, and interaction with other students. It was hard work, but a lot of fun.”
- Ashleigh Williams, MBA ’06
  Associate Portfolio Analyst, Russell Investments
  Seattle, Wash.

Executive Development Center

Keeping a finger on the pulse of the business world requires continual monitoring of the marketplace – as well as a forum in which to network, share ideas and learn the latest management trends. That’s why Willamette University’s Executive Development Center (EDC) offers customized teaching programs for executives to identify opportunities and help improve the overall effectiveness of an organization or industry.

Programs are tailored to organizational needs or delivered to serve managers and executives from specific industry segments. Willamette’s faculty, joined by topic-specific experts, focus program work toward the goals and objectives set forth by EDC clients. Select EDC courses can count as credit toward continuing education or an MBA.

Sample EDC Programs:
- Utility Management Certificate Program
- Transportation and Community Transit Management Certificate Program
- Global Professional in Human Resources Management (GPHR) Preparation Course
- Sustainable Enterprise Certificate
- Certificate in Organizational Performance Leadership

Learn more at www.willamette.edu/mba/executive
When you love what you do, it shows.

**Faculty**

*Willamette’s exceptional faculty are successful in the classroom and beyond. Whether through consulting projects with clients, research initiatives or participation in professional organizations, the Willamette MBA faculty are actively involved in the business world.*

Faculty work closely with students to ensure the highest return on educational investment. Due to our low student-faculty ratio, Willamette MBA faculty form strong relationships with the MBA students, keeping in contact long after graduation. The overall mission of the faculty is to provide lifelong learning tools to be effective managers across sectors.

*“In an unstable environment, experts agree that the issues are all about human capital, innovation and flexibility. People may be the last remaining competitive advantage of an organization and gaining a share of this talent requires investing the time, energy and resources to create a competitive employee value proposition. The business disciplines taught at Atkinson all share in common their focus on preparing the student for this type of management.”*  
— Lisbeth Claus, Professor of Global Human Resources

*“Atkinson has a unique commitment to management, to the notion that all organizations exist to create value for others and that they can only do so by building long-term trust-based relationships. An evaluator from US News and World Report described our graduates as ‘kindler/gentler MBAs—well prepared with the knowledge and interpersonal skills needed to succeed.’”*  
— Fred Thompson, Grace and Elmer Goudy Professor of Public Management and Policy Analysis

**Students**

*The learning that takes place at Willamette is only the beginning of the MBA experience. Projects, student professional organizations and other special events pair students with clients in the for-profit, non-profit and public sectors, allowing students to donate their time, talents and expertise.*

The Willamette University MBA student community is truly global – representing more than 30 countries and bringing a variety of experiences and professional backgrounds to the program.

*“I’ve always dreamed of raising and managing a community development fund to fuel economic development and create job opportunities in distressed communities. Thus I created The Jordan Community Development Private Equity Fund during my time at Atkinson. Although it may take some time, I aim to raise ‘The Fund’ and make a difference in the lives of the people of Jordan.”*  
— Fadi Bouzi, MBA ’06  
Dubai International Financial Center

*“I enrolled in the Willamette MBA for Professionals program to learn more about maximizing the limited resources typically available and improving my skills as a manager. The international development industry is very competitive, and choosing to come to Willamette’s program in Portland was an easy decision. I’m able to draw on my past experiences to better understand how to analyze and use data and treat partners. I’m ready to build on my past and feel the future is wide open.”*  
— Minda Hedges Selbert, MBA ’07  
Mercy Corps

**The Willamette Worldwide Community**

*Willamette University alumni number more than 25,000 worldwide. Alumni are leaders in the communities where they live and work, engaged in their organizations and involved in civic and service projects.*

Willamette University also sponsors a number of events on campus and is actively involved in the Salem and Portland communities. As a top private institution in the Northwest, Willamette University enhances the region by promoting civic and service projects.

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*“As a consultant in the area of Enterprise Risk Services, I am expected to go into a business and help solve all kinds of issues, from Enterprise Resource Planning selections to Sarbanes Oxley implementations. The background I received from my Atkinson courses in organizational analysis taught me to focus on organizational needs, understand them and convert them into deliverables to help clients through turbulent market trends.”*  
— Purnima Renjen Khu, MBA ’00  
Deloitte

*“The Career Services team at Willamette MBA connected me to an effective internship and to local leaders of industry, enabling me to launch the career I desired. As an alum, I now look forward to providing the same opportunity to today’s students through career panels, mentoring and Intel’s focused university recruiting program.”*  
— Kevin McClaughry, MBA ’91  
Intel

Learn more at www.willamette.edu/about/community/partnership/
Empower yourself, your career and your organization.

Willamette University’s Atkinson Graduate School of Management is the place where students, teachers and executives come together to share experiences, examine current business issues and develop innovative and creative ideas.

Whatever your needs, Willamette University’s Atkinson Graduate School of Management has the people, will form the partnership or will design the programs to empower you to meet your organizational or personal goals.

The Willamette learning experience is distinguished by the recognized expertise of its faculty, the excellence of its academic programs, the quality of its students and the success of its alumni.

Long after finishing their academic experience, alumni remain connected and supportive of the Atkinson Graduate School. Charitable donations by alumni and friends provide greater scholarship support for students, build new programs and provide for extracurricular activities such as student participation in national case competitions.

Career Services Programs

Mentoring. Each year business professionals from all industries work with individual students to offer guidance, support and coaching. Willamette MBA mentors provide critical counseling to students as they focus their career interests, develop their resume and create their network of professional contacts. Mentors are expected to meet with students at least once per month and invite their mentees to shadow them on the job, attend networking events or seek professional development opportunities.

Advising. Alumni and other professionals make themselves available to interested Willamette MBA students for informational interviews. Some will also assist students by reviewing resumes, providing career coaching and participating in mock interviews.

Connecting Employers with Students. Students seek internships in the summer between their first and second years of study, and actively seek full-time employment upon graduation. Employers are invited to conduct on-campus recruiting sessions, phone interviews, site visits or company information sessions. In addition, Willamette University participates in the Northwest MBA Consortium Career Day each winter.

Internships. Willamette MBA students bring the motivation, curiosity and knowledge necessary to help you achieve your organizational goals and objectives. Internships provide a unique opportunity for the student and the employer to engage in a mutually beneficial relationship. Employers gain added talent and knowledge while students add valuable experience to their resume.

Career Services Programs

A number of opportunities exist for organizations and individuals to connect with Willamette MBA students:

- On campus recruiting
- Company information sessions
- Company site visits
- Mock recruiting and interviewing events
- Career Panels

Community Partnerships

Experiential Learning Opportunities. Students work with a number of organizations throughout their MBA experience through class projects, the PACE experiential learning program or through student organizations. PACE non-profit partnerships are determined in the summer prior to the start of the academic year. Individual faculty members also seek clients to partner with as part of consulting projects built into the curriculum.

Sharing Expertise. Executives and managers are also welcome to speak to Willamette MBA students in Salem or Portland through our Power Lunch Speaker Series, First Thursday Empowerment in Action Events, student professional organizations or in individual classes. Speakers are coordinated by the student affairs coordinator or the Office of Development and Alumni Relations.

Development and Alumni Relations

Willamette University’s Atkinson Graduate School of Management offers more than just management education. Our students, faculty and alumni are engaged in hands-on projects that impact a variety of organizations around the world. Combining a commitment to the rich traditions at Willamette and a spirit of innovation, Atkinson’s exceptional people create extraordinary results.

We are currently engaged in our first-ever comprehensive fundraising campaign, with a goal of $8.5 million. This campaign, slated to conclude May 31, 2009, will support the priorities of academic excellence, scholarships and the Atkinson Annual Fund.

Development Contact

Wade Brooks, Director
wbrooks@willamette.edu
503-808-9921

Executive Education

The Executive Development Center contains a number of non-degree programs tailored to specific industries, organizations or job functions. Organizations and individuals can register for a number of pre-established programming from a wide array of management topics or request custom-made programming.

Executive Education Contacts

Anne Murray Allen, Director
amuellen@willamette.edu
503-370-6791

Marketing and Press Contacts

The Willamette MBA Marketing and Communications office coordinates sponsorships, events and communications for Willamette’s MBA and Executive Education programs. In addition a number of faculty members are available to offer expert opinions for the media. Press inquiries about the MBA program or on business related topics are encouraged to contact the Director of Marketing.

MBA Marketing Communications/ Public Relations Contact

Russell Yost, Director of Marketing and Contributing Assistant Professor
ryost@willamette.edu
503-808-9921

Career Services Contacts

Beth Urson, Director
eursn@willamette.edu
503-370-6167

Shelby Gould, Career Services Coordinator
sgould@willamette.edu
503-370-6167


"Mentorship programs can dramatically shape people. A strong mentoring relationship balances academic rigor with a real-world perspective, while coaching the individual to develop both personally and professionally.”

– Melissa Evans-Hood

Intel

Willamette University Career Services Mentor

“Driven by memories, connections and family values, Bob and Doris O’Neill sought to give back to Willamette University in a meaningful way. As they began to look at how they could have an impact, and with advice from the MBA graduates in their family, they sought a program that would increase the value of the gift and provide an educational experience. Creation of the Student Investment Fund provided the perfect vehicle to accomplish both objectives.”

– O’Neill and Fine Family

"When determining how to give back to Willamette, I thought about something my father always told me,” explains Bob O’Neill. “Students need to learn about the time value of money and how economics really works.”