

IOWA STATE UNIVERSITY

Evening MBA in Des Moines

Saturday MBA in Ames

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**Master**  
your  
**Career**  
**Potential.**

An  
**MBA**  
from  
Iowa State



Whether you choose the **Evening MBA** in Des Moines or the **Saturday MBA** in Ames, you'll be able to **expand your mind**

and leadership potential. **Build teams and resolve**

**challenges.** Share your experience

with student colleagues from a variety of

businesses and industries across central

Iowa. Make lifelong friendships. **Achieve personal**

**success. Master your career potential!**

There's never been a better time than now.



**T**he benefits of earning an MBA are as limitless as your own imagination.

Perhaps you'd like to develop or refine your management skills. Or advance within your company. Maybe you're thinking about launching your own successful business venture. Or making a significant career move. Whatever the reason, if you enjoy an intellectual challenge and want to optimize your career potential, an Iowa State MBA is just what you're looking for!

Our proven experience in part-time MBA programs means we understand the special needs of motivated, employed professionals. Our programs enable students with busy work and family schedules to pursue their MBAs, while still handling their multiple responsibilities. Both 31-month programs are fully accredited by AACSB — The International Association for Management Education.



**"The Saturday MBA program has helped advance my career in several ways. I've had outstanding leadership opportunities at EDS as a result of my gaining a broader knowledge of business management. Also, the fact that I am willing to commit significant time and energy to pursue my MBA demonstrates to my employer my drive to excel. My company has been tremendously supportive of my decision to study for my MBA and has rewarded me for doing so."**

**Erin Cartland  
Project Manager  
Electronic Data Systems**



**Master**  
your **career potential.**

**B**y offering two part-time possibilities for pursuing your MBA, Iowa State enables you to select the program and schedule that's most convenient.

**Choose evenings in Des Moines** and two nights per week, and you'll be able to attend classes right after work from 5:45 to 9:15 p.m. Classes are held downtown in the state-of-the-art AmerUs Conference Center in the Hub Tower. You'll enjoy the convenience of skywalk access and nearby parking, as well as working and studying close to home.

**Choose Saturdays in Ames**, and you'll attend classes just one day per week, from 8:30 a.m. until 4:30 p.m. For many students, Saturday classes minimize the potential for conflicts during busy work weeks. Ames is just minutes away from most central Iowa communities. And Saturday MBA students have access to our College of Business and university services and facilities.

**"The Saturday MBA program was the solution to my desire to study as well as respond to the rigors of my job. In business today, work often extends beyond a 40-hour work week. The Saturday classes are convenient for my schedule and provide me a relaxed, enjoyable classroom experience."**

**Stephanie Fairchild  
Traffic Manager  
Tones, Incorporated**



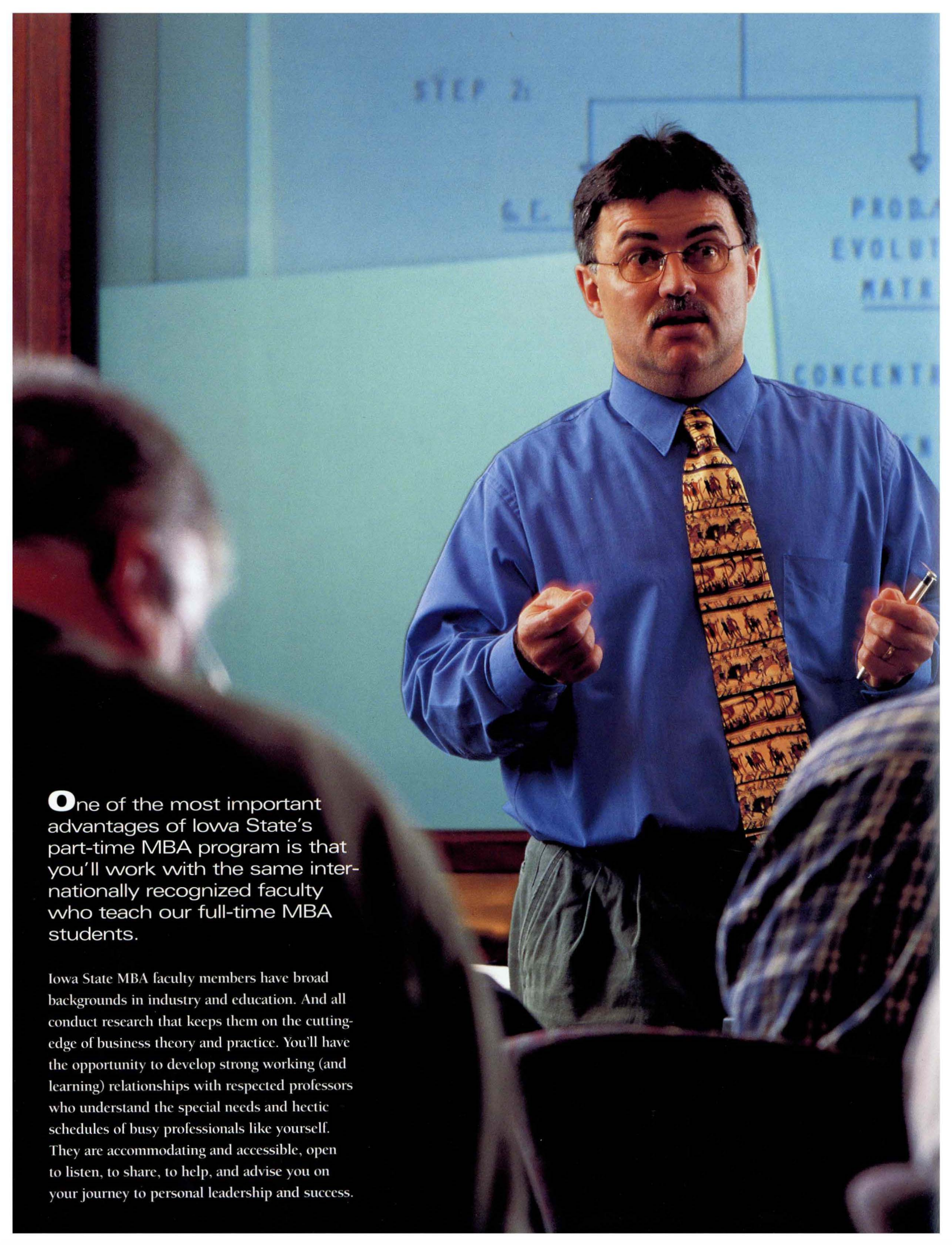


"I chose the Evening MBA program in Des Moines because of convenience. I like the fact that the classes are held downtown near my office. The program allows me to balance work, family, and continue my education without having to spend extra time commuting."

Chris Bruner  
Lead IT Analyst  
Principal Financial Group



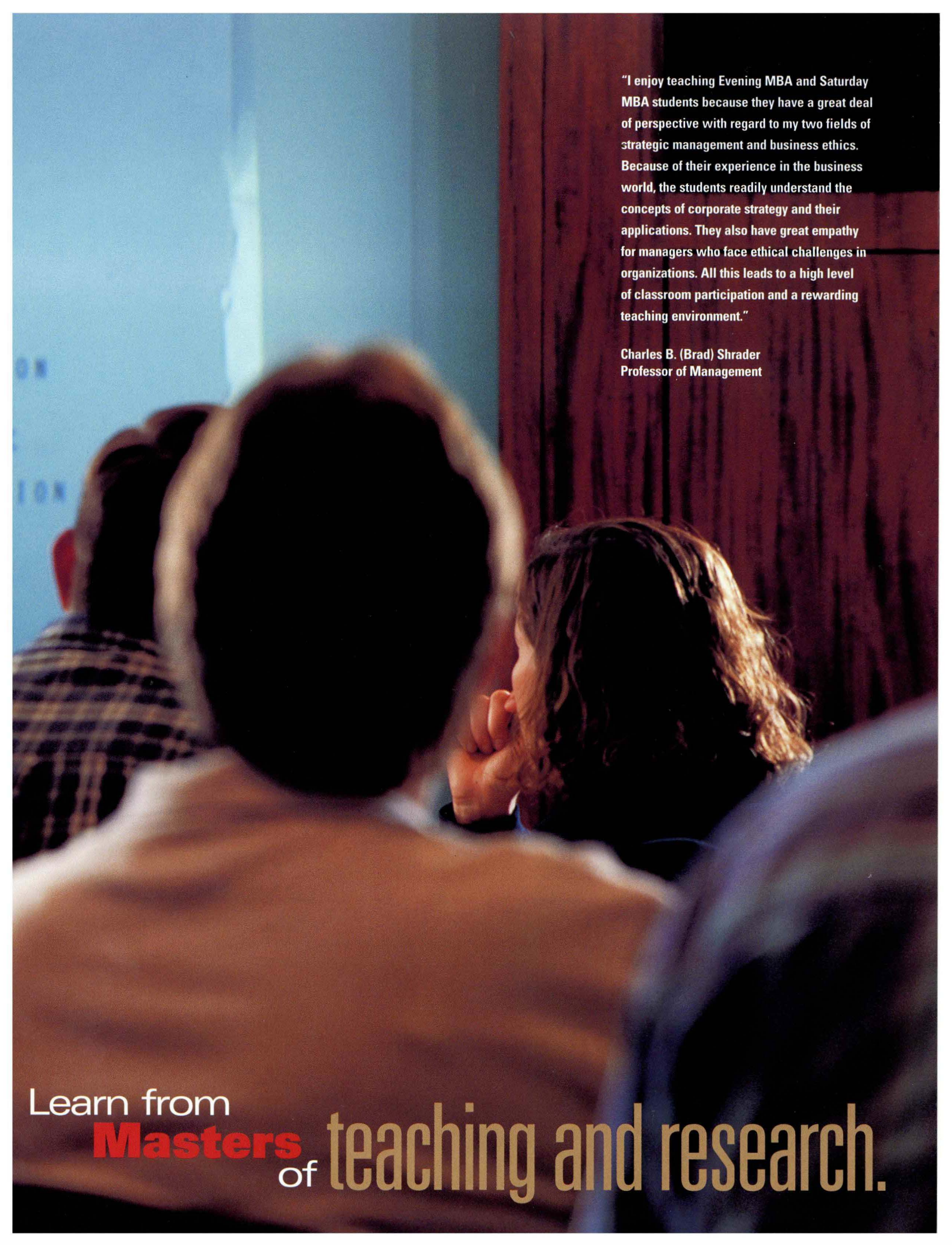
**Master** the possibilities.

A man with glasses and a mustache, wearing a blue dress shirt and a patterned tie, is standing in a classroom. He is gesturing with his right hand while holding a pen in his left. In the background, a blue chalkboard displays a flowchart with the text "STEP 2", "S.L.", "PRODA", "EVOLUT", "MATA", and "CONCENT". The foreground shows the back of a student's head and shoulder, indicating a lecture setting.

**O**ne of the most important advantages of Iowa State's part-time MBA program is that you'll work with the same internationally recognized faculty who teach our full-time MBA students.

Iowa State MBA faculty members have broad backgrounds in industry and education. And all conduct research that keeps them on the cutting-edge of business theory and practice. You'll have the opportunity to develop strong working (and learning) relationships with respected professors who understand the special needs and hectic schedules of busy professionals like yourself. They are accommodating and accessible, open to listen, to share, to help, and advise you on your journey to personal leadership and success.





"I enjoy teaching Evening MBA and Saturday MBA students because they have a great deal of perspective with regard to my two fields of strategic management and business ethics. Because of their experience in the business world, the students readily understand the concepts of corporate strategy and their applications. They also have great empathy for managers who face ethical challenges in organizations. All this leads to a high level of classroom participation and a rewarding teaching environment."

Charles B. (Brad) Shrader  
Professor of Management

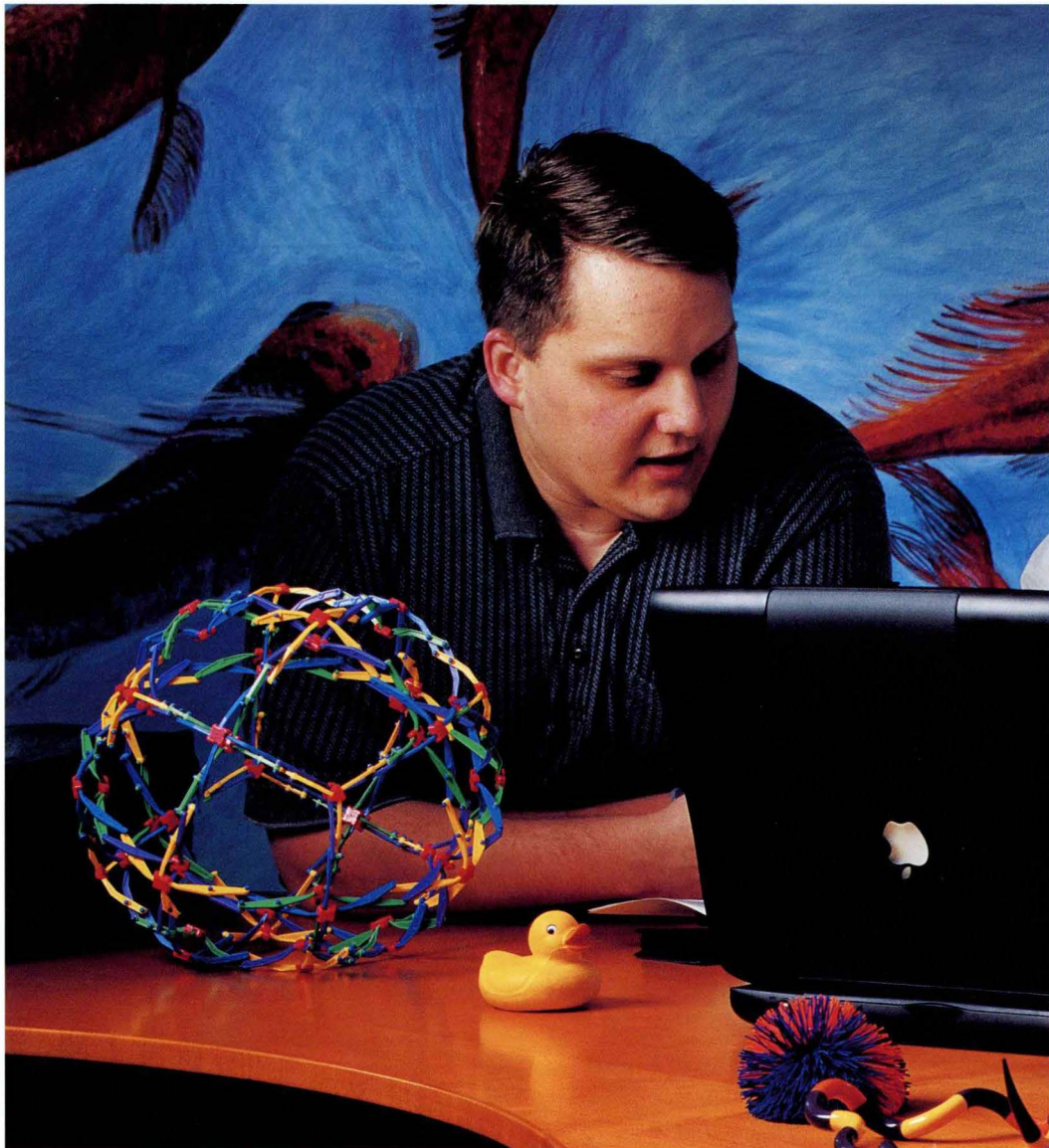
Learn from  
**Masters** of teaching and research.

**W**orking closely with others. Trusting their abilities. Realizing your own. Sharing knowledge and responsibilities, just like in the real world.

Being a part of a diverse team is at the very heart of our part-time MBA experience and adds a practical dimension to all of your studies.

Together, team members learn how to stretch their entrepreneurial muscles by developing ideas for new products or services, then walking through all of the steps necessary to create a business plan for a start-up company — from securing financing and hiring managers to production and marketing. In a strategy class, the team analyzes the operations of a major corporation, then presents its findings and recommendations.

In addition to working with a team, you and your fellow students will progress through MBA core courses together as a cohort, taking the same classes at the same time. This unique approach to learning and discovery helps students more quickly acquire broad-based knowledge and capabilities that can be directly applied in their current workplaces. Cohorts also provide ready opportunities for students to study and network with classroom colleagues from a wide variety of central Iowa businesses and industries.



**“The team structure of the Iowa State MBA program helps strengthen individual skills that we bring to the program. The diversity of our career backgrounds makes us adept at changing how we approach the curriculum since we can rely on each other’s talents. Learning to manage various responsibilities and roles within our team has had a positive effect outside the classroom because the teamwork dynamics mirror our work environments.”**

**Carl Soderlund  
Network Engineer  
The AmerUs Group**



*Evening MBA teams brainstorm ideas for class projects and hone teamwork skills in the Creativity Room in the AmerUs Conference Center in downtown Des Moines. Pictured (left to right) are Evening MBA students Carl Soderlund, Misti Birkmann, Chaunci Hall, and Marvin Wilson.*

**Master**  
the art of **working together.**

The first four semesters will help you develop broad-based business knowledge through a series of concentrated courses covering a wide range of tactical and practical issues.

These interrelated and interdisciplinary core classes provide a logical progression to your education, as well as a solid foundation in accounting, finance, economics, statistics, marketing, operations, information systems, international business, organizational behavior, social and ethical issues, and strategic management.

The final four semesters empower you to tailor your MBA education to your own unique career goals and aspirations. Half of the credit hours required for your degree are earned through elective courses related to your personal areas of interest. Specialize in a particular field such as

finance, information systems, or marketing. Or pursue a general management degree. Supplement your MBA classes with course work from other accredited programs. Or design your own independent study project under the direction of our faculty.

Both part-time programs provide opportunities for family vacations and personal recharging. The fall and spring semesters are twelve weeks long. Summers are comprised of two six-week sessions.



Scott Lage is pictured in a pharmacy museum replicating a 1920s drug store, located in the home office of Pharmacists Mutual Insurance Companies in Algona, Iowa.

**Typical schedule of classes for the Evening and Saturday MBA programs**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Fall</b>	<b>MGMT 501 cr. 1</b> <i>Strategy Formation</i> <b>ACCT 508 cr. 2</b> <i>Survey of Financial and Managerial Accounting</i> <b>MGMT 507 cr. 2</b> <i>Organizational Behavior</i> <b>MGMT 511 cr. 1</b> <i>Ethics and Social Responsibility</i>	<b>POM 502 cr. 2</b> <i>Operations Management and Strategy</i> <b>MIS 503 cr. 2</b> <i>Management Information Systems</i> <b>MGMT 512 cr. 2</b> <i>Strategic Management</i>	<b>Elective Courses cr. 6</b>
<b>Spring</b>	<b>FIN 505 cr. 2</b> <i>Financial Valuation and Corporate Financial Decisions</i> <b>MKT 509 cr. 2</b> <i>International Business</i> <b>MKT 504 cr. 2</b> <i>Marketing</i>	<b>Elective Courses cr. 6</b>	<b>Elective Courses cr. 6</b>
<b>Summer</b>	<b>STAT 328 cr. 3</b> <i>Applied Business Statistics</i> <b>ECON 532 cr. 3</b> <i>Business Economics</i>	<b>Elective Courses cr. 6</b>	



"Since I live two hours from any major university campus, I wanted an MBA program that would fit my schedule besides being relevant to my specific career. The Saturday MBA program at Iowa State was just what I needed. My Saturday class schedule worked well with my busy work week, and much of my class work had an immediate impact on my job at Pharmacists Mutual. Concepts and problems addressed in my operations strategy and strategic planning classes proved invaluable when I was chosen to help design and implement a company-wide business process reengineering project. I appreciate an MBA program that you can learn from on Saturday and apply in your workplace on Monday."

Scott Lage  
Vice President, Claims Management  
Pharmacists Mutual Insurance Companies

**Master** the **business of business.**

# Master your Career Potential.

Full-time employment is a requisite for admission consideration to the Evening MBA or Saturday MBA programs. You must hold a bachelor's degree (in any major) from an accredited college or university.

We carefully assess each candidate's intellectual potential, academic achievements, work experiences, communication skills, goals, and motivation.

## To apply, send the following materials to:

Iowa State University  
Office of Admissions  
100 Alumni Hall  
Ames, Iowa 50011-2010

### Application Form

Submit the Graduate College Application and application fee. (The fee will be waived if you attended Iowa State University as an undergraduate.) On the application form, please indicate "MBA (evening)" or "MBA (Saturday)" as your graduate degree of interest.

### Transcripts

Request official transcripts of grades and credits earned from each college you attended. Please ask the institution that granted you the degree to provide a statement of the degree you received and your quartile rank in the graduating class. (See Form 1-A and Form 1-B attached to the Graduate College Application.)

### Test of English as a Foreign Language (TOEFL)

TOEFL scores must accompany your admission application if your native language is not English, or if you earned your bachelor's degree at a university where English was not the language of instruction. A total score of 230 on the computer-based TOEFL is required for admission (570 on the paper-based test).

## Send the following materials directly to:

Iowa State University  
Graduate Programs Office  
College of Business  
218 Carver Hall  
Ames, Iowa 50011-2063

### Graduate Management Admission Test (GMAT)

You are required to take the GMAT. Please have an official score report sent to us directly by the Educational Testing Service (ETS). The institutional code for Iowa State University is 6306. You can register for the GMAT by calling 1-800-GMAT-NOW. To receive a *GMAT Information Bulletin*, visit the *MBA Explorer* Web site at [www.gmat.org](http://www.gmat.org) or contact the College of Business Graduate Programs Office.

### Letters of Recommendation

We require recommendations from three individuals who can attest to your potential for graduate study. Sources should be persons who have had substantial contact with you in academic or work situations, such as professors or immediate supervisors. Your sources may send their letters on their own professional letterhead or on the forms attached to the Graduate College Application.

### Personal Essays and Résumé

Essays help us assess your goals and motivation and your ability to communicate effectively in writing. A copy of your résumé must accompany your responses to the essays.

We will review your application only after we've received all the required materials. Because we evaluate applications on a continuing basis, we will inform you of the admission decision shortly after your application is complete. Although applications will be considered after this date, you are encouraged to submit your application materials by June 1. **Admission is granted for fall term entry only.**

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Iowa State University  
College of Business  
Graduate Programs Office  
218 Carver Hall  
Ames, Iowa 50011-2063  
Phone: 515 294-8118  
Toll-free: 877 ISU-4MBA (877 478-4622)  
E-mail: [busgrad@iastate.edu](mailto:busgrad@iastate.edu)  
Web: [www.bus.iastate.edu/grad](http://www.bus.iastate.edu/grad)

Iowa State University does not discriminate on the basis of race, color, age, religion, national origin, sexual orientation, sex, marital status, disability, or status as a U.S. Vietnam Era Veteran. Any persons having inquiries concerning this may contact the Director of Affirmative Action, 318 Beardshear Hall, 515 294-7612.

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[Jan 2005]