THE LANGONE PROGRAM

A PART-TIME MBA FOR WORKING PROFESSIONALS
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“Why not go where the reputation is outstanding, the opportunities are overwhelming, the location is unbeatable, and the courses are geared to your specific career goals?”

Courtney Jareck, MBA 2005
Program and Audience Research Manager,
Home Box Office (HBO)
 Everywhere you look at today’s NYU Stern School of Business, there’s a sense of excitement and momentum, but perhaps nowhere more so than in our Langone Program, the nation’s top-ranked part-time MBA program. At Stern, the Part-time MBA Program is an integral part of who we are as an institution and a community. After all, what is now the Stern School of Business was founded more than a century ago as New York University’s business program for working professionals. Renamed in 2000 for Part-time MBA alumnus, visionary entrepreneur, and generous donor Kenneth G. Langone, The Langone Program offers you Stern’s rigorous MBA curriculum, elite faculty, and prime New York location, with a curricular structure and academic calendar designed for maximum speed, flexibility, and convenience.

The new Langone Program structure, introduced in Fall 2003, offers even greater flexibility and a broader range of scheduling options than ever before. You can take classes on weeknights and/or weekends and complete your MBA in as few as two years or as many as six. The combination of scheduling flexibility and online access to course materials is drawing part-time students to Stern from as far away as Philadelphia and Baltimore.

Earning your MBA part-time, while balancing work, a personal life, and in many cases family responsibilities or a long commute, won’t be easy. But I can assure you that at Stern it is both doable and highly rewarding. You will find here a sense of community among your fellow students and a support structure few other part-time MBA programs can match. The keystone of that support structure is The Langone Program Office, a one-stop source of information, advice, and services for part-time students, open weekday evenings and on weekends to accommodate your class schedules.

As the dean of the Stern School of Business, I thank you for your interest in The Langone Program and urge you to find out more about it — in the pages of this viewbook, on our website (www.stern.nyu.edu/admissions/langone), or in person. Come join us on campus for a weekly information session and see and hear for yourself how a Stern MBA can be your springboard to excellence and career success.

Thomas F. Cooley
Dean
Your career is at a turning point. Your achievements have been impressive, but your potential is even more so. You’re looking for the career leverage only an MBA can provide, but you want to apply what you learn right now, on the job, without putting your career on hold for two years. And above all, you don’t want just any MBA. You’re looking for the best, and in NYU Stern’s Langone Program, you’ve found it.

Consistently ranked as the #1 part-time MBA program in the nation, The Langone Program offers you the same academic excellence and world-class faculty as Stern’s Full-time MBA program, in a format that allows you greater freedom than ever before to complete an MBA your way and at your own pace. In The Langone Program, you can tailor the curriculum to suit your career goals and adjust your academic schedule to accommodate the demands of your personal and professional lives. Web-based course delivery methods enable you to limit on-campus attendance to weekends only, if you choose, and to commute from as far away as Philadelphia, Washington, D.C., and other points beyond the New York metropolitan area.

The powerful advantages of The Langone Program go beyond quality, reputation, flexibility, and convenience. They also include:

• an administration that understands the needs of part-time students and provides the dedicated institutional support you’ll need to help balance work, school, and life;

• a spirit of teamwork, cooperation, and involvement that sets Stern’s Langone Program apart from other part-time MBA programs;

• a true community of part-time students who study together in core groups, engage in the life of the School, network professionally, and often become lifelong friends;

• the New York edge that keeps all Stern students on the forefront of business innovation and career opportunity.
The Henry Kaufman Management Center

The Langone Program is based in NYU Stern’s Henry Kaufman Management Center, just off Washington Square in the heart of New York’s Greenwich Village. Named for Wall Street legend and Stern benefactor Henry Kaufman, this state-of-the-art business education facility houses high-tech classrooms, computer labs, study and group meeting areas, and dedicated student lounges and student services offices for full- and part-time students. Both the Kaufman Center and The Langone Program Office on the first floor are open when you need them, on weekday evenings and weekends.

In addition to the facilities of the Kaufman Center, Langone students have access to the extraordinary resources of New York University, one of the world’s premier centers of higher learning. These include the Elmer Holmes Bobst Library, with its wealth of business reference publications, and the Jerome S. Coles Sports and Recreation Center, one of the largest and best-equipped physical fitness facilities in New York City.
The MBA program at NYU Stern is among the most rigorous and empowering in the country. It is globally focused, grounded in real-world issues, and evenly balanced between case- and lecture-based courses. The core curriculum will equip you with the broad-based knowledge, analytical skills, and cross-disciplinary perspectives you'll need to manage change and excel in any business arena. With a menu of more than 150 elective courses to choose from, your opportunities to specialize and deepen your business knowledge are greater at Stern than at almost any other top business school.

The mission of The Langone Program has always been to make the “gold standard” Stern MBA available to working professionals in a fast, flexible, and convenient format. Today, that format is faster, more flexible, and more convenient than ever before. Introduced in Fall 2003, the new Langone curriculum and academic calendar have been designed to increase your scheduling options and enhance your ability to custom-tailor the MBA program to your specific career goals.

Core Innovations

Stern’s core curriculum is still the base on which you’ll build your education, but now that base is more closely tailored and immediately applicable to your academic and on-the-job needs. The new core curriculum consists of 36 credits, including Program Core courses that address developmental areas of critical importance to working professionals. The Interpersonal Skills Core will strengthen your ability to work with, manage, and lead others, while the Perspective Core will expand your view of business beyond your particular industry and functional area.
New Specializations

The enhanced flexibility of The Langone Program is nowhere more evident than in the specialization options now available. All students graduate from The Langone Program with an MBA in General Management. In addition, you can elect as many as three nine-credit specializations from a roster of 22, listed opposite. Or you may choose not to specialize at all, but to complete the 60-credit MBA requirement by picking and choosing from among Stern’s extensive menu of elective courses. The choice is yours: to specialize—and build credentials—in up to three areas, or to create your own path of study geared to your specific interests and goals.
“When I started at Stern my priorities were family-school-work. That's now changed to family-work-school. The Langone Program allows you to accommodate that shift.”

“...considered a full-time MBA program, but as time went on, that option became a little harder due to both career and family reasons. I'm a single dad and I also care financially for my parents, so going back to school full-time was something I couldn't do after a certain point. One of the things that drew me to The Langone Program was its flexibility. I can take classes on Saturdays or on weeknights. This semester, for example, I'm not taking Saturday classes so that I can spend weekends with my son. I started off taking six credits per semester, went on to nine credits, and then realized I was compromising my time with my family. I decided to slow down and schedule the Program around my circumstances. When I started at Stern my priorities were family-school-work. That's now changed to family-work-school. The Langone Program allows you to accommodate that shift.”

Ben Velazquez, MBA 2004
Associate Director,
Global Structured Finance,
ANZ Investment Bank
(pictured with his son)
More Scheduling Options

To accommodate the logistical needs of working students, The Langone Program has been designed for maximum scheduling flexibility. You can complete your MBA in as few as two years or as many as six. Students who wish to attend only on weekends can complete the program in as few as 2.5 years. Whatever pace you choose, you have the option to speed it up or slow it down as you go along. For example, you may begin with a two-year intensive schedule and then decide at any point to take more time — up to six years — to complete your MBA.

The Langone course schedule also allows you to plan your program in smaller units. The eight-module academic calendar accommodates courses of several different durations — from 10 days to 12 weeks. All this means that you can design your program around your work schedule, commute, and other demands on your time. Additionally, students entering The Langone Program have the option of starting in either the fall semester (September) or the spring semester (January), whichever is more convenient for them.

Digital Learning Tools

The Langone Program is a driver of innovation in knowledge delivery at Stern. Classroom-enhancing online tools, such as threaded discussions and virtual group meetings, as well as Web delivery of course materials, lectures, quizzes, and assignment submissions allow you to make the most of your time on campus. The growing use of online course management systems and other tools is making The Langone Program more convenient and more accessible to working students than ever before.

“I wanted to get my MBA to broaden my understanding of the media industry and its different sectors and to develop my management skills. Stern has a great Entertainment, Media, and Technology specialization that introduces you to areas you may not see working just in television. On the other hand, I didn’t want to put my career at HBO on hold for two years, so The Langone Program was the right choice for me. I felt I could handle work and graduate study at the same time, so why not go for the #1 part-time program in the country? Why not go where the reputation is outstanding, the opportunities are overwhelming, the location is unbeatable, and the courses are geared to your specific career goals?”

Courtney Jareck, MBA 2005
Program and Audience Research Manager, Home Box Office (HBO)
## 2-Year SAMPLE Intensive Schedule

**FIRST YEAR**

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<tr>
<th>Modules</th>
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<tr>
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<td>Managing Organizations</td>
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<tr>
<td>Fall 1 &amp; 2 September – December</td>
<td>Statistics &amp; Data Analysis</td>
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<td>Winter (Intensive) January – February</td>
<td>Strategy I &amp; II</td>
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<td>Business Communication</td>
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<tr>
<td>Spring 1 &amp; 2 February – May</td>
<td>Firms &amp; Markets</td>
<td>3 Credits</td>
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<td>Financial Accounting &amp; Reporting</td>
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<tr>
<td>Summer 1 May – June</td>
<td>Foundations of Finance</td>
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<td>Elective</td>
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<tr>
<td>Summer 2 July – August</td>
<td>Marketing Concepts</td>
<td>3 Credits</td>
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<tr>
<td>Late Summer (Intensive) August – September</td>
<td>Operations</td>
<td>3 Credits</td>
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<td>Interpersonal Skills Core</td>
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**SECOND YEAR**

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<tr>
<td>Late Summer (Intensive) August – September</td>
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### The Langone Pre-Term

This is where it all begins. Pre-Term weekend will be your introduction to both the intensity and the fun of the Langone experience. During this mandatory two-day orientation, you’ll meet your fellow students, get to know the Stern faculty and administration, and have your first meetings and workshops with your Core Group, the 60 or so students who will be sharing your academic life for at least the next year. Presentations by the academic departments and student services offices, as well as panels on Information Technology and Career Management, offer a preview of the resources available to you as a student. There are receptions at the end of both days, and many opportunities along the way to laugh, compare notes, network, and socialize with your new classmates.
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“The knowledge I gained at Stern was very useful to me in the workplace. The professors teach you material that you end up using on the job. Stern’s core curriculum is also very strong. It gives students a well-rounded background that prepares them for many different jobs within an industry. When I first started at Stern, I thought I’d just take my classes and get my degree. But it became much more than that. Getting involved in the school was so easy and there’s such a supportive structure that I found myself involved in half a dozen things at school. In the Langone Program, you don’t lose the ‘getting-to-know-people’ part of business school. Everything I would have gained from a full-time program, I got from Langone — and I got paid at the same time!”

Jennifer Yuen, MBA 2003
Assistant Vice President
Sales and Trading,
Fixed Income Mortgage Sales,
Credit Suisse First Boston Corporation

“Stern’s core curriculum is very strong. It gives students a well-rounded background that prepares them for many different jobs within an industry.”
COURSE OFFERINGS
A Representative List of Elective Courses

Accounting, Taxation, and Business Law
Accounting and Valuation Issues in the Entertainment, Media, and Technology (EMT) Industries
Accounting for Mergers, Acquisitions, and Related Matters
Accounting, Tax, and Legal Issues in Entrepreneurship
An Integrated Approach to Financial Statement Analysis
Analysis of Financial Institutions and Financial Instruments
Auditing
Business Law for Managers
E-Commerce: Accounting, Control, and Valuation
Entertainment Law
Information Analysis for Managerial Decisions
International Accounting and Financial Statement Analysis
Strategic Business Planning and Taxes
Taxation of Individuals and Business Income
Taxation of Mergers, Acquisitions, and Related Matters
Topics in Corporate Strategies and Financial Disclosures

Economics
Banks, Central Banks, and Monetary Policy
Current Economic and Financial Problems: Rhetoric, Reality, and Remedies
Economic and Business History of the United States
Economics and Policies of European Integration
Entrepreneurial Leadership: Patterns and Processes
Financial History
Global Economics, Integration, and Entrepreneurship
Global Perspectives
International Competition and the Multinational Enterprise
International Macroeconomic Policy
Telecommunications, Economics, and Digital Convergence

Finance
Advanced Futures and Options
Advanced Portfolio Analysis
Applications of Portfolio Analysis
Bankruptcy and Reorganization
Behavioral Finance
Business of Music and Films
Corporate Finance
Corporate Finance in EMT Firms
Debt Instruments and Markets
Emerging Financial Markets
Entertainment Finance
Equity Instruments and Markets
Equity Markets: Trading and Structure Futures and Options
Global Banking and Capital Markets
International Financial Management
International Fixed Income
International Investment Analysis
Investment Banking
Investment Philosophies
Investment Philosophies in Real Estate
Investment Strategies
Law and Business of Investment Banking
Legal Foundations of Applied Finance
Merger and Acquisitions
Mortgage-backed Securities
New Venture Financing
Real Estate Finance
Restructuring Firms and Industries
Topics in Corporate Finance
Topics in International Finance
Topics in Investments
Venture Capital Financing

Information Systems
Advanced Technology for Business
Computer and Network Security
Data Mining and Knowledge Systems
Designing and Developing Web-based Systems
Electronic Communities
Financial Information Systems
Information and Internet Technologies
Information Technology and Strategic Management
Knowledge Management and Decision Systems
Managing the Digital Firm
Online Privacy
Risk Management Systems

InterArea Classes
Fundamentals of Digital Markets
Managing Financial Businesses
Managing Investment Funds
Models of Leadership

Management and Organizational Behavior
Analysis of Organizations
Collaboration, Conflict, and Negotiation
Competitive Analysis
Corporate Governance
Corporate Venturing
Family Business Management
 Foundations of Entrepreneurship
Game Theory and Business Strategy
Judgment and Negotiation Skills for Strategic Decision Making
Managerial Skills
Managing Change
Managing Growing Companies
Managing High Performance Teams
Managing in the Performing Arts
Models of Corporate Social Responsibility
Multinational Business Management
Power and Politics in Organizations
The Global Manager and Negotiator

Marketing
Advertising Management
Brand Planning
Competitive Strategy in the Marketplace
Consumer Behavior
Customer Acquisition and Retention
Entertainment, Media, and Technology: Institutions, Economics, and Strategy
Entertainment Marketing
Financial Services Marketing
Globalization of the Entertainment Industry
International Marketing Management
Introduction to Marketing Research
Marketing Engineering
Marketing of Financial Services
New Product Marketing
Pharmaceutical Marketing
Pricing and Promotion of the Marketing Mix
Professional Management in Entertainment and Media
Strategy and Entrepreneurship in the Entertainment and Media Industries
Television Management
The Business of Broadcast and Cable TV
The Business of Producing: Entrepreneurship in the EMT Industries
The Business of Sports Marketing

Operations Management
Decision Models
Operations Strategy
Operations for Financial Services
Service Operations and Strategy
Supply Chain Management
Systems, Problems, Conflict, and Negotiation
Technological Innovation and New Product Development

Statistics
Applied Stochastic Processes for Financial Models
Forecasting Time Series Data
Introduction to the Theory of Probability
Mathematics of Investment
Multivariate Statistical Analysis
Regression and Multivariate Data Analysis
Statistical Computing and Sampling Methods with Applications to Finance
Statistical Inference and Regression Analysis
Stochastic Models for Finance
Stochastic Processes

International Business
Banks, Central Banks, and Monetary Policy
Current Economic and Financial Problems: Rhetoric, Reality, and Remedies
Emerging Economies
Emerging Financial Markets
Emerging Markets Initiative
Financial Development of the U.S.
Financial History
Global Banking and Capital Markets
Global Economics, Integration, and Entrepreneurship
Global Management and Negotiation
Global Perspectives
Globalization of the Entertainment Industry
International Accounting and Financial Statement Analysis
International Financial Management
International Fixed Income
International Investments Analysis
International Marketing Management
Models of Leadership
Multinational Business Management
Stabilization and Growth in Emerging Markets
Topics in International Finance
World Debt and Emerging Markets

Entrepreneurship and Innovation
Accounting, Tax, and Legal Issues in Entrepreneurship
Collaboration, Conflict, and Negotiation
Corporate Venturing
Economic and Business History of the United States
Entrepreneurial Finance
Entrepreneurial Leadership: Patterns and Processes
Family Business Management
Foundations of Entrepreneurship
Fundamentals of Digital Markets
Global Economics, Integration, and Entrepreneurship
Global Perspectives on the History of Enterprise
Managing Change
Managing the Growing Company
Marketing of High-Tech Products
New Product Marketing
New Venture Financing
Social Entrepreneurship
Technological Innovation and New Product Development
Telecommunications Economics and Digital Convergence
The Business of Producing: Entrepreneurship in Entertainment and Media
Venture Capital Financing

“My company is young, with a lot of growth opportunity down the road. I thought that by going to business school I could acquire the skills that would help me manage groups that may develop in the future. I looked at programs in the Philadelphia area, where I’m based, and while there are some very reputable schools here, I thought that if I was going to do this, I wanted the best bang for my buck. That meant a school with a top-notch reputation, a solid support structure, professors who understand the time constraints of part-time students, and great networking capabilities. Stern was the obvious choice. The fact that The Langone Program Office has open hours over the weekend says a lot about the level of support the program provides.”

Victor R. Carter-Bey, MBA 2005
Manager of Client Services, InvestorForce
Of the many advantages The Langone Program offers you, none is more valuable than the opportunity to learn from—and exchange ideas with—one of the nation’s top business faculties. A school is only as strong as its teachers, and NYU Stern’s more than 200 full-time faculty members include current and past presidents of academic associations, award-winning authors, and leading scholars at the forefront of business knowledge. Stern is home not only to one of the world’s best finance faculties, but also to top-ranked departments of management, marketing, information systems, and international business.

Balancing Theory and Practice
At Stern, teaching and research go hand in hand and are equally valued. The School’s seven research centers and institutes conduct advanced research and publish journals, working papers, and case studies that not only generate headlines, but also inform and enrich the day-to-day classroom experience. In a recent
example of Stern faculty making news, Professor Baruch Lev, Chairman of Stern’s Vincent C. Ross Institute of Accounting Research, testified as an expert witness before Congress in the Enron case.

Thanks to its reputation and prime New York location, Stern is able to attract adjunct faculty from some of the city’s top corporations and financial institutions, as well as such distinguished visiting professors as Nobel Laureates Robert Solow and Harry Markowitz, former Federal Reserve Chairman Paul Volcker, and Arthur Levitt, former Chairman of the U.S. Security and Exchange Commission and currently the Citigroup Distinguished Fellow in Leadership and Ethics at Stern. Faculty ties to major industry practitioners and policy makers result in an MBA program that is uniquely grounded in real-world applications and ideally balanced between theory and practice.

Access and Interchange

Learning takes place both in and out of the classroom at Stern, and that is as true in The Langone Program as it is in the full-time MBA program. The Stern faculty is keenly aware of the needs of part-time students. Professors go out of their way to make themselves available to Langone students after hours—in person, when possible, and via e-mail. But there’s more to it than just accommodating Langone students’ schedules. The faculty places great value on the workplace experience that Langone students bring into the classroom every day. The exchange of knowledge and perspectives between professors and working students is a unique and highly rewarding feature of an MBA education at Stern.

Marti Subrahmanyam has been Charles E. Merrill Professor of Economics and Finance at NYU Stern since 1991. Students voted him Stern Professor of the Year in 2000.
“What differentiates Stern from many other schools is our emphasis on quality of teaching and the resources that are directed exclusively at maintaining and constantly improving that quality.”

Kim Corfman  
Associate Professor of Marketing;  
Academic Director, The Langone Program;  
Associate Dean, Instructional Support  
MBA, PhD, Columbia University
Flexibility and Innovation

Stern’s faculty is at the leading edge of business education not only in terms of knowledge creation but also in the development of new learning formats designed to better serve the needs of working professionals. Professor Kim Corfman, Academic Director of The Langone Program, has played a key role in introducing a series of administrative and curricular innovations that have significantly increased the flexibility, effectiveness, and reach of the part-time MBA program. Here is Professor Corfman on some of the exciting changes in today’s Langone Program:

New Program Structure

“One of the principles that went into the redesign of The Langone Program is that part-time students like to plan their lives in shorter chunks. Intensive courses in a compressed period of time allow them to do that. There’s also a great appeal in being able to fulfill a requirement in the space of a week and a half to two weeks. An introductory statistics course does not lend itself to an intensive 10-day format, but courses that help students apply and integrate concepts and theories they’ve learned elsewhere to particular situations, benefit from the intensity and immersion of the shortened format. We have also learned that students want the option to finish the program quickly, but the flexibility to change their pace when work demands increase or ease up, allowing more time for study. Most of the changes we have implemented are about giving students options.”

Enhanced Knowledge Delivery

“What differentiates Stern from many other schools is our emphasis on quality of teaching and the resources that are directed exclusively at maintaining and constantly improving that quality. Our new Center for Innovation in Teaching and Learning brings together under a single umbrella Stern resources dedicated to supporting faculty and encouraging new approaches to education. One resource that has proven tremendously useful is our online course management system. At a minimum, it’s a syllabus posted on the Web. But it also allows you to design many kinds of interactions. In my class, students use threaded discussions to comment on each other’s online presentations. Some faculty will start a case discussion online and then continue it in class, so that students are that much more prepared when they enter the classroom. We are also developing supplemental online and CD-based course materials that take advantage of the interactive nature of the medium. Educational technology complements the overall classroom experience by greatly expanding our toolbox for the delivery of knowledge.”

The CEO Series

Having New York City as your campus means, among many other things, the opportunity to meet and interact with influential corporate leaders. A primary forum for such encounters at Stern is the CEO Series. Held several times a semester, the series brings business-world movers and shakers to campus for candid conversations with business journalists, including former Fortune magazine editor Marshall Loeb. For Langone students, the CEO Series is an excellent reason to leave work a little early for a late-afternoon trip to campus. Recent participants have included:

Jeffrey Immelt, Chairman and CEO, General Electric (GE)
Henry McKinnell, Jr., Chairman and CEO, Pfizer
Paolo Fresco, Chairman, Fiat, S.p.A.
Robert Nardelli, Chairman, President and CEO, The Home Depot, Inc.
Michael Eskew, Chairman and CEO, United Parcel Service (UPS)
Bruno Bich, Chairman and CEO, Société Bic
John W. Rowe, M.D., Chairman, President, and CEO, Aetna Inc.
Acquiring a part-time MBA in The Langone Program is about more than just acquiring a credential. NYU Stern’s part-time MBA students are a community of smart, talented working professionals, fully engaged in their School and in each other’s learning and growth. Your fellow Langone students will bring with them an extraordinary diversity of personal and professional backgrounds that make for a rich learning exchange, both in and out of the classroom.

A spirit of teamwork and cooperation permeates student life at Stern. Incoming Langone students take classes together in Core Groups of 50 to 60 students each. Students may remain with their Core Groups as long as year, becoming in the process invaluable sources of mutual support, friendship, and lifelong career contacts. Many of your classes will involve intensive group projects, carried out in smaller after-class study groups that meet in person, via conference calls, and online.

While earning a part-time MBA is intense and challenging, in The Langone Program it is often a great deal of fun as well. Langone social events—from Pizza Week and happy hours to Core Group bowling competitions and ski trips sponsored by the Part-Time Leadership Forum—foster a sense of community and involvement, the “getting-to-know-people” part of business school, that is such a distinguishing feature of the Part-time MBA Program at Stern.
“When I looked at schools in my area, they just didn't have the reputation that Stern and The Langone Program have.”

“After getting my BS in Chemical Engineering from Penn State, I moved to northeastern Pennsylvania and started working at Procter & Gamble. I worked in Engineering for about two-and-a-half years before moving to a Process Engineering role. I always knew I wanted an MBA and this seemed like a good time to do it; but when I looked at schools in my area, they just didn’t have the reputation that Stern and The Langone Program have. I was hesitant at first to apply to Stern because of the long commute, but when I went to orientation I found out that the average commute for weekend-only Langone students like myself was about an hour, so I wasn’t alone. Four of the five members of my after-class study group come from outside New York City—one commutes from Baltimore and another all the way from Chicago. So far, it’s really working out well. The study group has been helpful. We meet once a week after classes and work together on projects through conference calls and e-mails. It’s nice knowing that all of my classmates work full-time, and that everyone is trying to maintain a healthy work/school/life balance.”

Brandy J. Angstadt, MBA 2005
Process Engineer,
Procter & Gamble
“I switched jobs after starting The Langone Program and, without a doubt, what I had learned here in just two semesters made it easier to find my new position at AIG. My experience as Executive Chair of the Part-Time Leadership Forum gave me a lot of confidence, which came across in interviews. I also knew what I was talking about. I had learned the lingo of financial services. I was aware of what was going on. I could read The Wall Street Journal knowledgeably and follow the financial news. I had learned some essential management skills. The Langone Program has completely opened my eyes. It has made all the difference in the world.”

Miriam Feinstein, MBA 2004
Budget Analyst, AIG, Inc.

The Langone Part-time MBA Program is designed to accommodate you—your schedules, your needs, your interests, and your goals. Langone students have the option to engage fully in the life of the School outside the classroom—or not to, depending on their schedules and responsibilities. Although it takes commitment and excellent time management skills, many Langone students are participating in the wide range of co-curricular activities available at NYU Stern, activities that:

- extend learning beyond the classroom,
- promote leadership opportunities,
- strengthen career prospects,
- foster networking, and
- provide great personal satisfaction.

Student involvement at Stern comes in many forms: student government, community service groups, sports and hobby clubs, and professionally oriented clubs and associations.

**MBA Student Clubs**

A key element of the Stern experience, the 40 student-run clubs and organizations, brings together students with common goals, interests, and hobbies. The professionally oriented clubs, such as the Entrepreneurs’ Exchange, Graduate Finance Association, and Technology and New Media Group, are main hubs of student activity and involvement at Stern. The clubs sponsor conferences, lecture series, seminars, study trips, and social events that enhance the educational and career opportunities of their members, and are a lot of fun, too. Club-sponsored events are often held over lunch or in the evening to accommodate part-time students’ schedules. Many clubs also have specific officer positions for part-time students. For more on Stern’s MBA student clubs and associations, visit www.stern.nyu.edu/mba/studact/clublinks.html.

**The Part-Time Leadership Forum**

“The Student Voice of the Langone Program,” the Part-Time Leadership Forum (PTLF) works within the Stern Student Corporation (SCorp) to represent the
interests of part-time students, strengthen their community ties, and promote their involvement in all aspects of Stern life. The five PTLF committees:
• help shape Langone academic policies;
• sponsor social, educational, and networking events for part-time students, including Pre-Term, happy hours, an annual ski trip, and an off-site leadership retreat;
• encourage interaction between alumni and current students;
• enhance part-time students’ access to resources and promote innovation in online learning; and
• help maintain the high profile of The Langone Program within the broader Stern community.

Participation in the PTLF is also a great opportunity to acquire leadership experience and to impact the future of Stern and The Langone Program. For more on the PTLF and its activities, visit www.stern.nyu.edu/~ptlf.

The World as Your Campus

The Stern MBA program is known for its strong global focus. In addition to a truly international faculty and a curriculum steeped in global issues, Stern is also home to one of the best and oldest student-exchange programs in the country. The International Management Program (IMP) offers a select group of Stern students—both full- and part-time—a semester of study in a leading overseas graduate business school. Although for Langone students IMP participation requires a leave of absence from work, the payback is a once-in-a-lifetime opportunity to experience another business and cultural environment and to sharpen your global business skills. Langone students who can work it into their schedules can also participate in short, student-organized study tours to important and emerging business centers around the world.

“The Langone Program offers many different paths you can take. I wanted to move from manufacturing to the marketing side at Merck, so I chose to specialize in marketing and international business. Courses like Multinational Business Management sparked my interest in studying abroad through Stern’s International Management Program. I asked Merck for a leave of absence and studied for four months at ESADE, Barcelona’s respected school of business administration. The IMP experience is already providing a better dialogue with my Latin American customers. Now that I’m graduating from Stern, I’m aiming to work in the international marketing group at Merck, specifically with Latin America. But for me, Stern was not only a professional goal, it was also a personal one. I always wanted to get my MBA and I always wanted to live in another country. Through The Langone Program, I’ve been able to achieve two of my life goals.”

Peter J. Poljan, MBA 2003
Sr. Professional Sales Representative, Merck & Co., Inc.
The Stern MBA is rigorous, rewarding, and universally respected. Earning it in The Langone Program demonstrates something more: initiative, drive, and the ability to complete challenging projects while balancing the demands of work, school, and your personal life. A Stern MBA will make you more valuable to your current employer, accelerate your career, and open doors throughout your working life.

Leveraging New York City
With Wall Street and global centers of media, technology, fashion, real estate, and entertainment all within walking distance or a short subway ride away, Stern offers its students opportunities and access no other business school in the country can surpass. Stern’s intense interaction with New York City and its business leaders is evident everywhere—in its curricula, faculty, guest lecturers, research centers, and networking and career opportunities.

The Global Alumni Network
One of the largest, most successful alumni bodies of any business school in the world, Stern graduates represent a tremendous resource for the School and its students, both full-time and part-time. With more than 60,000 Stern alumni living and working in 100 countries, there is hardly a major industry anywhere that doesn’t include Stern graduates among its top ranks. Stern alumni in major cities around the world constitute a truly global network, offering information, advice, and job opportunities to fellow alumni and current students.

The NYU Stern Office of Alumni Affairs
All Stern graduates are invited to participate in the dynamic and innovative programs developed by Stern’s Office of Alumni Affairs. These include professional development programs, industry panels, as well as social and networking opportunities ranging from corporate receptions to the Annual Stern Alumni Ball and global alumni conferences. Alumni are also encouraged to continue their involvement in the Stern community by mentoring students, volunteering their skills and talent, and becoming engaged in the academic life of the School. Among the many other benefits and services made available by the Office of Alumni Affairs are career management resources, lifelong learning programs, and access to the Stern Worldwide Alumni Platform—an online alumni directory that allows Stern graduates to stay connected to the School and to each other.

“The Langone Program is giving me a wealth of knowledge and exposure to business concepts and business experts I couldn’t get anywhere else in the world. You’re learning from people who work on Wall Street, on Madison Avenue, and in the huge companies of Manhattan. And it’s not just the professors. Langone students are still in their careers and have expertise in their own industries. We bring our work experiences into the classroom and our classroom experiences into our workplaces. The broad background and professionalism I’m gaining here will definitely make me more marketable and a stronger individual in the business world.”

Tom van Oosterom, MBA 2004
Senior Business Analyst,
Bristol-Myers Squibb
“One of the great things about Stern’s part-time program is that you get a mix of working students in the classroom whose experience is off the charts and who become part of what the school has to offer. Some of the courses I took, like Organizational Behavior and Real Estate Finance, made a material difference to my life later on. I was exposed to Real Estate Finance intellectually through the school, then within a year or two I was working for Lewis Ranieri at Salomon, one of the great visionaries in the field. A hundred percent credit goes to Stern for providing the spark that got me into the commercial mortgage market.

Anybody considering a part-time MBA would be crazy not to do it at Stern. And from a timing point of view, there’s no better time to tuck into a harbor than during a storm. Getting a part-time MBA in this kind of environment enhances your professional standing, maintains your income, and elevates your future.”

Mark Patterson, MBA 1986
Co-founder and Chairman, MatlinPatterson Global Advisers;
Former Vice Chairman and Managing Director,
Credit Suisse First Boston Corporation
NYU Stern’s Office of Career Development (OCD) is consistently ranked among the finest and best-connected MBA career development offices in the country. Through OCD, Stern has long provided career planning and counseling services to part-time students. Now, with the launch of OCD’s new Career Center for Working Professionals, Stern is better equipped than ever to deliver career-development tools and services tailored to the specific needs of working students.
NYU Stern’s Career Center for Working Professionals (CCWP) was established to equip Langone students, and all Stern MBA alumni with the knowledge, skills, and contacts they need to compete more effectively in a rapidly changing job market. During its convenient weekday evening and Saturday hours, CCWP provides a comprehensive array of resources including:

- professional one-on-one career counseling
- 15-minute “express counseling” sessions
- career development workshops and mock-interview programs
- networking events and panel discussions
- job postings and resume referral services
- the Career Resource Center.

These and other CCWP services are available to Langone students from their first day in the program and continue to be available to them as alumni throughout their working lives.

CCWP fosters productive relationships with hiring professionals in the corporate arena and at executive search firms. It also offers a series of career development seminars designed to prepare Stern’s working students to deal with such issues as career change, job loss, and strategic positioning for promotion and growth. Above all, CCWP serves as a proactive partner for Langone students and alumni looking to advance within their company or industry, make a career transition, or enhance long-term career-building skills.

“My experience in The Langone Program has been so much more than I had expected. I’ve gotten involved much more than I ever thought I would. I’m the chair of the Career Management Committee of the Part-Time Leadership Forum and the student liaison to the Career Center for Working Professionals. The great thing about the CCWP is that it works specifically with part-time students. In a changing economy and job market, CCWP plays a key role in helping Langone students manage change and explore new opportunities within their own organization or find new jobs. The Center develops programs and initiatives that not only introduce students to different companies but also provide a venue for students to get to know other students and help each other advance their careers. CCWP’s networking events are a great opportunity for learning more about specific industries and organizations. But beyond that, they help create the sense of community that is such a distinctive aspect of The Langone Program.”

Lynn Berman, MBA 2004
Founder and CEO, BFL Consulting
Applying to the Langone Program

Admissions Deadlines

Fall Semester: May 15
GMAT and TOEFL must be taken on or before May 15.

Spring Semester: September 15
GMAT and TOEFL must be taken on or before September 15.

For information on the GMAT and TOEFL, visit the ETS website at www.ets.org, or go directly to the GMAT site, www.mba.com/mba, or the TOEFL site, www.toefl.org.

The MBA admissions process at NYU Stern is very much like the MBA program itself: rigorous and competitive, but also highly personal, user-friendly, and supportive. Stern’s Admissions Committee recognizes how busy you are and has made every effort to streamline the application process and make it even more electronic and efficient.

The Committee is also looking for more than just grade-point averages and test scores. What you say about yourself in your personal essays and, in some cases, a personal interview enables the Admissions Committee to get to know the person behind the resume. Interviews are by invitation only and are meant to provide the Committee with more information on your qualifications, goals, and the qualities you can bring to the Stern community.

Langone students bring with them a rich variety of personal and professional backgrounds. Stern encourages applications from all qualified individuals, regardless of age, citizenship status, national origin, race, color, religion, disability,
marital or parental status, gender, or sexual orientation. International candidates holding valid visas are eligible to apply to The Langone Program, but please be aware that part-time study does not provide eligibility for student visas.

We invite you to visit The Langone Program admissions website and apply online at www.stern.nyu.edu/mba/admissions_forms/applyonline.

**Basic Requirements**

- Bachelor’s degree from an accredited college (or its international equivalent). No specific undergraduate preparation is required, although applicants are advised to complete a semester of calculus, an introductory economics course, and an introductory statistics course before enrollment. Stern students have very diverse academic backgrounds, including the liberal arts, science, engineering, mathematics, as well as business and finance.

- Full-time work experience. Most Stern students have worked between one and six years before enrollment. Langone students are expected to continue working while attending school, as the exchange of workplace experiences and knowledge among students is an important part of the educational process in The Langone Program.

- All applicants must take the Graduate Management Admission Test (GMAT) administered by Educational Testing Service (ETS).

- All applicants whose native language is not English and who have not received a university degree in an English-speaking country must also take the Test of English as a Foreign Language (TOEFL) administered by ETS.

- Anyone who has already acquired an MBA from a U.S. institution is not eligible for admission to the Stern MBA program. Due to the integrated structure of The Langone Program, part-time students are not eligible for transfer to Stern’s full-time MBA program.

For more specific details on the admissions process, visit the MBA Admissions website at www.stern.nyu.edu/admissions/langone.

**Financing Your MBA**

Many Langone students fund at least part of their tuition through employersponsored tuition reimbursement programs. Both federal and private student educational loans, as well as limited donor scholarships, are available to part-time students through Stern’s MBA Financial Aid Office. All U.S. citizens and permanent resident students are eligible for federal loans if they meet the federal criteria. Private loans require school certification and international applicants may need a U.S. or permanent resident co-signer. We encourage Langone students to explore private grant and scholarship opportunities. For more information on financing your part-time MBA, visit the MBA Financial Aid website: www.stern.nyu.edu/mba/finaid.
The industry leaders who make up Stern’s Board of Overseers play a critical role in shaping the School’s programs, policies, and procedures, and in directing its future course. Collectively, the Board ensures that Stern’s academic program continues to meet—and anticipate—the needs of today’s business marketplace. Individually, its members help to forge and to enhance relationships between Stern and the business community.
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Fax: (212) 995-4231
www.stern.nyu.edu/admissions/langone
email: sternmba@stern.nyu.edu

Stern Policy of Nondiscrimination
The University is committed to a policy of equal treatment and opportunity in every aspect of its relations with its faculty, students, and staff members, without regard to age, citizenship status, color, disability, marital or parental status, national origin, race, religion, gender or sexual orientation.

Notice of Right to Change Information at Any Time
The policies, requirements, course offerings, schedules, activities, tuition, fees, and calendar of the school and its departments and programs set forth in this publication are subject to change without notice at any time at the sole discretion of the administration. Such changes may be of any nature, including, but not limited to, the elimination of the school, programs, classes or activities; the relocation or modification of the content of any of the aforementioned; and the cancellation of scheduled classes or other academic activities. Payment of tuition or attendance at any classes shall constitute a student’s acceptance of the administration’s rights set forth in this paragraph.
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