Throughout its more than 100-year history, the Stern School of Business has fostered a culture of inclusiveness and diversity — our enthusiastic embrace of diversity is evident in our students, our faculty, and our outlook. Your fellow students at Stern will hail from across the United States and more than 50 countries, and they bring with them an enriching variety of experiences and perspectives. Likewise, Stern's world-class faculty mirrors the school's accent on diversity in both its makeup and outlook. It's this extraordinary mix of cultures, backgrounds, and viewpoints that makes Stern one of today's most exciting and rewarding business schools.

Stern is located at the center of the business world and is deeply involved with the business pulse and culture of New York. We use the city as our classroom, and it offers our students an unparalleled laboratory for learning. In fact, one of the great things about Stern and NYU is that you can't tell where the university ends and the city begins — the connection is seamless and profound.

Perhaps more than any other city, New York attracts the best and the brightest, and at Stern, we take very seriously our responsibility to educate the next generation of business leaders. We will challenge you to think critically, analytically, historically, and ethically. Our students are gifted men and women with a tremendous can-do attitude, who thrive in this environment, where their views are not only sought after but acted on. At Stern, you will play a vital role in the student community.

Stern has much to offer you, and you have much to offer Stern. I hope you'll take this opportunity to find out more about us and consider adding your energy and talent to our dynamic community.

Thomas F. Cooley
Dean
Like New York City itself, Stern is both distinguished and enriched by its diversity. Here at the crossroads of the world, you will have the opportunity to be part of many different communities, all of them supportive and engaged in your growth and success. The extraordinary mix at Stern — of backgrounds, cultures, experiences, and perspectives — makes it one of today’s most dynamic and enriching business schools.

Stern’s advantageous location in Greenwich Village — closer to the business centers of Midtown and Wall Street than any other top business school — means that Stern students enjoy unique and easy access to the headquarters and recruiters of the world’s leading corporations and enterprises. Add the excitement of living in a city that’s a melting pot of ideas, passions, cultures, and ambitions, and you’ve got a mix that guarantees an incredible two years.

There is no question about it: a full-time MBA program is a big investment in your future, and the rewards — professional, financial, and personal — of a Stern MBA are invaluable. In these pages, we hope to give you a sense of what it is like to live and study at Stern from a student’s point of view, and to encourage you to discover the excitement and promise of Stern for yourself.

The Association of Hispanic and Black Business Students

The Association of Hispanic and Black Business Students (AHBBS) provides a solid social and professional support structure for Stern’s Black and Hispanic students, addressing issues that are unique to Blacks and Hispanics in business, bringing business leaders to campus, and leveraging the strong network of present and past AHBBS members. AHBBS also takes an active role in the admissions process through leading application workshops, conducting interviews, and connecting current and prospective students through formal and informal events. The fall Diversity Weekend, which includes the annual AHBBS conference, is one of the best events of the semester for both current and prospective students.

http://pages.stern.nyu.edu/~ahbbs

“NYU Stern encourages you to be an active leader from the moment you arrive on campus. From assuming leadership roles in student government and clubs, to creating a diversity task force with alumni affairs, your involvement makes an immediate and lasting impact on the Stern community. I joined AHBBS as soon as I got to Stern because of the great people I had met who were already connected. My involvement has not only helped me to hone my leadership skills, but has created a valuable opportunity for me to form a tight network. This year will be another exciting year for AHBBS. We plan to provide more career-related workshops, re-launch the ‘AHBBS Academy’ to prepare first-year MBAs for final exams and extend our corporate network. We are also hosting our 20th annual conference, entitled ‘Envision, Empower, Evolve,’ a fitting theme, since both AHBBS and Stern enable students to do just that.”

Leila Violano, MBA 2006
BA, Rutgers College
President, Association of Hispanic and Black Business Students
The Right Fit

In many ways, it’s the people who make the Stern experience. Visit Stern, and you’ll discover a vital and supportive community that is plugged into the excitement of New York. The diversity of Stern means that every day you will be surrounded by people with different viewpoints, experiences, and backgrounds. The spirit of teamwork and cooperation permeates the campus and leads to relationships, both professional and personal, that will last long beyond your student days.

Because you come to Stern not just for academics, but to get involved in the School and the city, student clubs and associations are a key element of life at Stern. Professional clubs provide excellent platforms for students with similar career aspirations to explore their interests and get maximum insight into different fields. Community, sports, and social clubs bring together students with shared cultural backgrounds or interests.

Students take full ownership of these organizations, so they immediately get to use skills learned in classes like management and strategy. Another way to get involved is the Stern Consulting Corps, which creates opportunities for Stern MBA students to apply what they have learned to the needs of non-profit and underrepresented minority-owned businesses in New York City. Acquiring an MBA should be as much about personal fulfillment as professional advancement, and in this regard, as in so many others, Stern is clearly the right fit.

“From day one at NYU Stern, I was inspired by the feeling of community and teamwork here. It’s a place where everyone is succeeding but not at the expense of anyone else. That commitment to teamwork is most evident in the study groups, whose members become like extended family. In every group, there’s a tremendous diversity of experiences and interests. In my group, for instance, there was a consultant from Mexico, an IT guru from Canada, an accountant from Southeast Asia, a publisher from New York, and I’m from Los Angeles with a background in corporate finance. Some of us had quantitative backgrounds, others did not, but everyone took the time to leverage and explain his or her strengths and help each other out.”

John Ward, MBA 2005
BS, Boston College
"Before coming to Stern, I worked at ACCION, an economic development organization, and had previously worked in marketing and spent two years in the Peace Corps. I wondered if my non-traditional background would be valued by a top business school. In applying to Stern and getting to know the community, I realized that my unique qualities are truly valued, and that I have so much to offer to my fellow students. My experiences and qualifications actually exemplify the diversity of Stern.”

Carmenza Céspedes, MBA 2005
BBA, Baruch College

“Developed a global mindset at Stern which I use everyday in my job at Citigroup. My work involves transactions with offshore customers, not just within the United States market, and the Stern name goes a long way. Today, when I am recruiting for Citigroup, I look for candidates who are fast learners, smart, and team players. All of these characteristics are prominently displayed in Stern graduates. All the group work that we did at Stern, the clubs and conferences, and even the informal social events, prepared me for the art of networking. The MBA experience was full of ways to learn about myself, learn about my industry, and meet the people who remain part of my support network.”

Manny Martinez, MBA 1995
BS, Columbia University
Director, Citigroup Global Markets Inc.
A Career-Building Curriculum

One of Stern’s chief assets is a uniquely rich classroom experience. At Stern, deans and department chairs — some of the top people on the faculty — teach the core classes, not just advanced electives. The program itself combines depth and flexibility with an accent on global awareness, teamwork, real-world issues, and business ethics.

The 60 credits required for a Stern MBA are divided almost evenly between core courses and electives. Stern offers a wider array of electives than almost any other business school in the country and is constantly refining its course offerings to keep the program on the cutting-edge. Stern prepares you for what’s happening in business today — and for what will happen tomorrow. The Stern curriculum is structured to teach you to think not only critically and analytically, but also historically and ethically.

Much of the success of Stern’s program rests on the talent, passion, and drive of its world-class faculty, whose research helps shape the way the world thinks about business. Close relationships between Stern faculty and major industry practitioners and policy makers ensure that academic content and instruction is firmly rooted in real-world applications. If what you’re looking for is a career-building curriculum, delivered by some of the world’s best business teachers in an environment of mutual learning and support, then Stern is the place for you.

Finance Professor Aswath Damodaran has been cited by BusinessWeek as one of the most gifted business professors in the country. He is also one of Stern’s most popular teachers and a prime example of the productive synergy between research and teaching. “What I do to prepare for my classes is part of my research and part of the preparation for the next book I’m writing. Lecture notes become research papers; research papers become books. There’s so much synergy across everything I do, it’s all intertwined. If you crave excitement, change, diversity, Stern is for you.”

Aswath Damodaran
MBA, PhD, UCLA
Professor of Finance
Areas of Specialization

Accounting
Banking
Corporate Finance
Digital Economy
Economics
Entertainment, Media & Technology
Entrepreneurship & Innovation
Finance
Financial Instruments & Markets
Global Business
Information Systems
International Finance
Law & Business
Leadership and Change Management
Management
Marketing
Operations Management
Product Management
Quantitative Finance
Statistics
Strategy

“What drew me to Stern was the interaction with the people I met during the admissions process. From the November Open House to the Stern Perspectives Interview Weekend in February and the Pre-View event for admitted students in April, everyone was very open to listening to what I had to say and answering my questions. The people at Stern talked to me directly, as an individual, and were willing to spend time with me. The students I met at Stern Perspectives were very friendly, very open, and I was excited to see that many of them shared my interests in marketing and technology. I really felt I could carve out a space for myself here and be part of the Stern community. I felt at home.”

Solange Claudio, MBA 2006
BA, Cornell University

community
Opening Doors

The Stern MBA will open doors for you from the moment you arrive and throughout your professional career. Being part of the Stern network means having easy access to the ideas, trends, pacesetters, and recruiters of Wall Street, corporate America, and the non-profit sector. As a Stern student, you’ll engage in an almost daily exchange with New York’s top business leaders, many of them Stern alumni, who serve as visiting professors, guest lecturers, advisory board members, and student project overseers. Stern graduates occupy positions of leadership at major corporations and institutions around the world and are leaders in all business areas, including finance, marketing, consulting, high-tech, media and entertainment, and new enterprises.

Thanks to its location, outstanding reputation, involved alumni network, and a proactive Office of Career Development, Stern offers unsurpassed access and opportunities for career success. The Office of Career Development (OCD) partners with you from the beginning of your time at Stern to identify your career goals for internships and full-time jobs and to strengthen and refine your job search skills. Beginning before classes start and continuing throughout the two years of the MBA program, OCD runs a Career Development Program consisting of workshops, panel discussions, mini-courses, mock interviews, and résumé critiques. OCD helps you acquire the skills and proactive mind-set that will prepare you not only for your first post-MBA job, but for lifelong career success.

Involvement

“In choosing to apply to Stern, I was looking for a top-tier program that was going to give me not only experience in the discipline I was interested in, marketing, but also experience across the board. Applying through the Consortium offered financial support and a great networking opportunity. As an alumnus, I have seen firsthand the importance of this network. In the Office of Career Development, we measure our success in part on our interaction with our students. It’s important for us to understand what career directions they are interested in and to help get them there as early as possible. Whether it’s working with a career counselor on connecting their interests with a career direction or talking with a recruiting manager about a particular company, our whole staff is involved with practically every student in some way.”

Gary Fraser, MBA 1992
BS, Syracuse University
Dean of Students and Associate Dean for MBA Student Affairs
Top Employers of Stern MBA Graduates include:

American Express Company  
Banc of America Securities  
Bear, Stearns & Co., Inc.  
Booz Allen Hamilton  
Citigroup  
Colgate  
Credit Suisse First Boston  
Deloitte.  
Deutsche Bank  
General Electric  
Goldman, Sachs & Co.  
IBM Corporation  
JPMorgan Chase & Co.  
Johnson & Johnson  
Kraft Foods  
Lehman Brothers  
L’Oréal  
McKinsey & Company  
Merrill Lynch & Co., Inc.  
Morgan Stanley  
MTV Networks  
Pfizer Inc  
UBS  
Unilever

“Prior to attending Stern I was a manufacturing engineer in the steel industry. I really depended on both my classmates and alumni to help steer me toward a path that combined my previous working experience with the knowledge that I was gaining at Stern. Today, I am an equity research analyst covering convertible bonds. At any given time I have about five current Stern students who I’m mentoring towards their transitions into investment banking. Without my Stern MBA, I could never have received the financial leverage that I have this early in my career. I really enjoy giving back and working to help others make their way in the business world.”

Waldo T. Best, MBA 1994  
BS, Massachusetts Institute of Technology  
Vice President, Convertible Bond Research, Morgan Stanley

“Stern has a large presence within the Consortium and a strong bond exists with previous alumni. They speak freely about what it’s like to work in a company and about personal issues such as work/life balance. I have also learned from my fellow students. The current MBAs whom I met during the admissions process and at events before I even got to Stern were great. They knew what it was like to be in my shoes, they had gone through the process, and they were happy to share what they’d learned. The Stern community offers a great support network that extends beyond the Consortium and the MBA program, and it opens many doors on the path to career success.”

Christina-Simone Frankel, MBA 2005  
BA, Wellesley College
Take the First Step

Stern is committed to excellence and diversity and to recruiting the best and the brightest — and the admissions process reflects this. The process is holistic, considering all of the information provided in your application and looking for excellence in all areas, specifically:

- **Academic potential**, as demonstrated in previous academic performance, including undergraduate and any graduate work, and performance on the GMAT and TOEFL. Both your grades and the quality of your undergraduate program are taken into account. There are no minimum requirements for GMAT and TOEFL scores or cumulative grade point averages.

- **Professional progress**, achievement, and future career goals, as evidenced in your résumé and work history, your overall career progression, your letters of recommendation, and your essays.

- **Personal characteristics**, managerial potential, and leadership abilities, as well as interest in NYU Stern, as seen in your essays, recommendations, career progress, community involvement, and extracurricular activities.

Nearly all applicants who are admitted to Stern are interviewed in person beforehand. The interviews are by invitation only and are designed to provide the Admissions Committee with more information on your qualifications, career goals, and potential contribution to the Stern community. You can also apply to Stern through the Consortium’s application process.

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**National Black MBA Association/National Society of Hispanic MBAs**

Stern is actively engaged in fostering leadership and promoting career opportunities among diverse professionals through its participation in the networking events and annual conferences of the National Black MBA Association (NBMBAA) and the National Society of Hispanic MBAs (NSHMBA).

Education, employment and leadership are the cornerstones of NBMBAA. It was established in 1970 to grow the economic and intellectual capital of the Black community through business and educational development initiatives, networking opportunities and information-sharing resources.

The mission of NSHMBA is to promote Hispanic leadership in business and society. Through its scholarship programs, annual national conference and career expo, career development workshops, and online networking tools, NSHMBA opens doors for Hispanic professionals and provides access to the nation’s top business, civic and educational leaders.

**The Consortium**

A keystone of Stern’s longstanding commitment to increasing diversity is its membership in the Consortium. Founded in 1966, the Consortium is an alliance of 13 top business schools working in partnership with corporate America to enhance diversity in business education and leadership by helping to reduce the serious underrepresentation of African Americans, Hispanic Americans and Native Americans in both the member schools’ enrollments and the ranks of management. The Consortium’s mission can be achieved by recruiting for graduate business education qualified U.S. citizens and U.S. permanent residents from these underrepresented groups, as well as other persons who can demonstrate a commitment to the Consortium’s mission and can best assist the Consortium in pursuing it. The Consortium has a separate application and interview process, and you are encouraged to apply to Stern using the Consortium application rather than the Stern application.

**Robert A. Toigo Foundation**

Stern’s commitment to enrolling a diverse student body is further reinforced by the school’s affiliation with the Robert A. Toigo Foundation. The Toigo Foundation supports a comprehensive fellowship program for MBA students of diverse backgrounds interested in pursuing careers in the field of finance. It is an invaluable organization for career exposure to high-powered finance executives — asset managers, investment bankers, portfolio managers, and venture capitalists — and other Toigo Fellows who will become leaders in finance.
Putting together an application for an MBA program is an intensive process, and we’ve learned that the earlier you get started, the easier the process will be. There are transcripts to get, recommendations to request, essays to write, and most important, deadlines to meet. We’ve developed this timeline to help guide you through the process of applying to Stern directly or through the Consortium. If you’re applying through the Consortium, it’s a good idea to visit the schools you are considering before the application deadline — this will help you determine your school preferences for the Consortium application.

### Summer
- Start researching MBA programs and requesting information
- Start studying for the GMAT

### August
- Access the NYU Stern application online
- Access the Consortium application online
- Register for the GMAT early, keeping in mind that you may want to take it more than once
- Apply to attend the Stern Fall Diversity Weekend, held in conjunction with the Association for Hispanic and Black Business Students (AHBBS) annual conference. Invitations will be extended by email in September

### September
- Request transcripts from all undergraduate and graduate schools you have attended
- Ask two people to write professional recommendations on your behalf
- If applying through the Consortium, schedule an interview as part of the Consortium application process (you may do this prior to applying)

### October — November
- Attend the Stern Diversity Weekend and AHBBS conference
- Prepare your essays and résumé, leaving plenty of time for revisions
- Take the GMAT
- Gather all transcripts and recommendations
- Complete and submit the Stern or the Consortium application forms

### December
- December 1 Early Consortium deadline
- First Stern deadline
- December
- January 15 Regular Consortium deadline
- Second Stern deadline

### January
- Stern begins sending out admissions decisions, which include an invitation to interview, an offer of a place on the waitlist, or a denial of admission
- January 15 Regular Consortium deadline
- Second Stern deadline

### February — March
- Selected applicants are invited to attend the Stern Perspectives Interview Weekend
- March 15 Final Stern deadline

### April
- The Consortium makes Fellowship offers
- Attend Stern’s Pre-View Event for admitted students

Stern is a proud member of several other organizations dedicated to increasing diversity in graduate business schools and preparing students for leadership positions in corporations, non-profit organizations, and entrepreneurial ventures. The MBA Diversity Alliance hosts recruiting events in conjunction with other top business schools, providing prospective students with an overview of the MBA programs and insight into the application process. Management Leadership for Tomorrow’s MBA Preparation program is a series of workshops that prepare young professionals for success in graduate business education. Seminars focus on key elements of the application process and offer one-to-one counseling.
For More Information

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