

**WE  
ARE**

*more than you know.*

The Merrick School of Business is Baltimore's business school. Located in the heart of the city, the business school provides practical, career-minded and engaging education that inspires students who want to grow professionally not only here in the Baltimore-Washington, D.C., region, but throughout the nation and around the globe.

## WE ARE...

### Empowering Entrepreneurs

- In 2008, UB opened the Center for Entrepreneurship and Innovation to assist students, alumni and area businesses with their ventures. In 2015, the center worked with 19 businesses, 13 of which were startups, that generated more than \$1.4 million in revenue and created 36 jobs.
- UB's Entrepreneurship Fellows program is one of the most innovative undergraduate entrepreneurship programs in North America. From 2013-15, fellows and program alumni launched 17 new ventures that generated \$639,000 in annual revenues, raised \$543,000 in external funding commitments and created 26 full-time-equivalent jobs.
- We enhance the mid-Atlantic entrepreneurial ecosystem by supporting our students with two annual business plan competitions and distributing approximately \$32,000 in cash prizes and in-kind services as well as securing multiyear partnerships with Startup Maryland, Network for Teaching Entrepreneurship, the U.S. Small Business Administration's SCORE program and local business incubators.

### Leading in Accounting

- The Merrick School of Business offers the state's first and only accounting honors program, developed to help students navigate the financial, ethical and legal concerns facing the field in a global marketplace. Students gain real-world perspectives on the importance of critical thinking and problem-solving to prepare them to be leaders.
- Accounting students hold 54 percent of all business student internships. This is a testament to the partnerships our faculty have formed with the accounting community.
- Mikhail Pevzner, associate professor of accounting, has been selected as an academic fellow for the Securities and Exchange Commission's Office of the Chief Accountant in Professional Practice Group, overseeing the Public Company Accounting Oversight Board and all audit-related matters for a one-year term beginning in August 2016.

### On the Cutting Edge of Technology

- Information systems faculty are engaged in research in key areas such as mobility, health information technology, business intelligence and cybereducation.
- Graduates of the B.S. in Information Systems and Technology Management program are prepared for a wide range of certifications essential to career advancement: PMP, CAPM, ITIL and others.
- Eusebio Scornavacca, professor of management information systems, is among the world's top authorities on the continuing evolution of mobile business, according to research conducted for the 13th annual International Conference on Mobile Business.



We are a professional school of business.

We believe that the practical application of knowledge is as important as its discovery.

Our distinctive academic culture values both teaching and research and encourages cross-disciplinary collaboration to address key problems facing the world today.

We attract faculty who could teach anywhere in the world but choose to do so at the University of Baltimore because they can do important work here that they could not do anywhere else.

**We are deeply engaged.** We continue to build networks that help our students and the city.

One way we stay engaged is by harnessing the knowledge of industry professionals, professors and policy-makers to forge a curriculum that responds to and anticipates the needs of businesses. The real-world focus of our courses prepares graduates for the realities of work in an environment that is fast moving, global, collaborative and shaped by technology. Our students graduate with credentials and competencies essential to their success in the workplace.

**We are transformational.** We are experts in providing a transformational educational experience for a truly diverse student body. Since 1925, generations of students have pursued a University of Baltimore business education, and for many it has been the key to social mobility. Our students are focused on gaining skills, insights and experiences to launch their careers or to advance their professional growth—not simply on checking a box on their resumes. The diverse opinions, backgrounds and experiences that students bring to our classrooms enrich the learning experience and mirror the diversity of the modern workplace.

**We are breaking new ground.** We are evolving to meet the needs of businesses in our region and blazing trails in disciplines that are important to our city and state, including accounting and finance, entrepreneurship and innovation, social enterprise and emerging markets, and real estate and economic development.

**We are citizens of Baltimore.** Over the past decade plus, our nationally recognized social enterprise courses have helped more than 75 area nonprofit organizations improve their abilities to become self-sustaining and have provided them with the tools to implement market-based approaches to critical issues affecting our communities. Our alumni stay in this region, start businesses here, are leaders in key industries and provide mentorship for new generations of Merrick School of Business students.

**We are thousands of individual stories.** Our reputation is growing nationally and around the world thanks to the thousands of students, faculty, alumni and partners in business, government and the nonprofit community with whom we collaborate.

All of this makes us Baltimore's business school.  
I invite you to learn more about us.

MURRAY DALZIEL  
DEAN, MERRICK SCHOOL OF BUSINESS

**WE ARE**  
*educating students for  
the real world.*



“I credit UB with teaching me to handle myself in a professional environment. I’ve had professors who are CEOs. My classmates are from all age and experience ranges and come from around the world. Nearly every class provides real-world cases and projects.”

Sierra Dennison, student in the B.S. in Business Administration program, is an operations intern for the U.S. District Court of Maryland and has been offered a job there after graduation.



“The University of Baltimore truly prepares students for the workplace. Our faculty provides a world-class business education.”

**EUSEBIO SCORNAVACCA**, John and Margaret Thompson Professor of Management Information Systems, came to UB from New Zealand and has held academic positions in Japan, Italy, France and Brazil. He has published his research extensively and has given presentations around the globe on mobile business and digital transformation.

*“I chose to come to UB because it’s an urban university with strong ties to a wide range of businesses. Our location makes it possible to bring companies and government agencies into the classroom and to challenge students with real-life case studies—developing real-world, complex problem-solving skills. UB values both innovative research and innovative teaching.”*





“As a student, I saw that UB was a part of and reflected its community. I’m impressed by UB’s vision to support Baltimore—by leveraging their corporate partnerships and empowering students to get involved and make a difference.”

**RENEE CHRISTOFF, MBA '91**, is vice president, head of corporate social responsibility for T. Rowe Price, where community-based programs like financial education for kids and families, community partnerships and employee engagement are core initiatives. UB helped to immerse her in the Baltimore business community through her MBA capstone project for a national technology firm in the city.

*“At UB, I studied with other working adults. The global faculty and the guest lecturers provided different perspectives and represented multiple industries. The whole educational process provided great exposure to experiences different from my own.”*

# WE ARE

*making a difference in  
the community.*

“Working with microbusiness entrepreneurs in the Philippines, I learned so much—I saw firsthand how applying marketing, economics, finance and accounting concepts to their small businesses essentially was life-changing for these women.”

Alexis Ramdass, student in the B.S. in Business Administration program, is interning at the State Department. She participated in a global service-learning course in the Philippines led by Fulbright Scholar Christine Nielsen, professor emerita of international business and strategy.



# WE ARE

*navigating the competitive  
technology sector.*



**“I was amazed at the connections that opened up to me through my professors and the companies who network at UB. I knew I’d get an education, but I didn’t know about all the connections UB has with businesses in the region.”**

Brandon Price, student in the B.S. in Information Systems and Technology Management program, is in the Beta Alpha Psi honor society and is applying for jobs in the federal government.



**“The thing I appreciated the most was the diversity of UB, how closely we mirrored real life—age, socioeconomic, work-experience diversity. What stitched us all together was seriousness and a passion to get ahead.”**

**MANUEL SAMPEDRO, MBA ’99**, rose through the ranks from customer service/sales at Bell Atlantic to senior vice president of wireline operations at Verizon, where he oversees a team of more than 20,000. Like many working students, he chose UB for convenience.

*“It was close to my office, and the flexibility made it attractive. What I found were classes very in tune with the times. I was immediately able to take a lot of what I was doing in class and put it into practice at work and connect the dots on what these things could contribute to my company. That really helped me launch my career.”*



WE ARE RESPECTED



We are among only **1/3** of all U.S. business schools with AACSB International—the Association to Advance Collegiate Schools of Business accreditation, which we earned in 1983.



Since 2000, more UB alumni are managing partners at **Baltimore's 25 largest accounting firms** than are graduates from any other university.

WE HAVE TWO CENTERS OF EXCELLENCE:

- *The Center for Entrepreneurship and Innovation* is dedicated to the growth and support of innovative ventures in the region.
- *The Jacob France Institute* provides grant-sponsored research on workforce development and social economics topics and is a leading regional source of high-quality statistical information.



**12% OF BUSINESS FACULTY ARE FULBRIGHT SCHOLARS.**

We have **eleven** endowed chairs and professorships.



U.S. News & World Report has ranked our undergraduate business and our online MBA programs among the top in the nation.

WE ARE CONNECTED



Of our 27,000+ alumni, **80%** live in Maryland and are highly active in networking and mentoring programs.

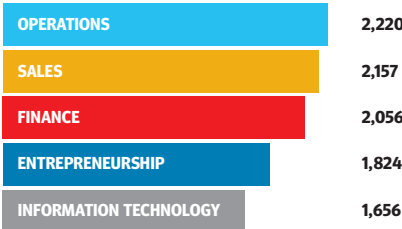
*The Merrick School of Business is often coined as the*  
**BACKBONE**  
OF CORPORATE BALTIMORE

*by regional influencers including business owners and vice presidents and bank presidents.*

*The Merrick School of Business' Baltimore Neighborhood Indicators Alliance–Jacob France Institute recently published Vital Signs 14, which provides key data indicators that “take the pulse” of Baltimore neighborhoods and improve data-driven decision-making.*



*According to LinkedIn's “What They Do,” business fields top the chart of the areas in which University of Baltimore students and alumni work.*



WE ARE TRANSFORMATIVE

**40%** of Merrick School of Business students are first-generation college students.

**{ 43% of our undergraduate classes and 76% of our graduate classes }**  
**HAVE 30 STUDENTS OR FEWER.**



*An **accelerated** bachelor's-to-master's option and an early-entry law specialization within the B.S. in Business Administration program encourage continued study beyond the undergraduate degree.*



Founded in 1925 as a private night school for working men and women—with 114 students in the first business class—UB's goal was to contribute “to the growth of the city and the development of its commercial and financial interests,” according to its first academic catalog.

**\$1.46 M**

Our student entrepreneurs are creating jobs and changing lives with their business ventures, generating \$1.46 million of annual revenue in agriculture, technology and everything in between.

WE ARE DEEPLY DIVERSE

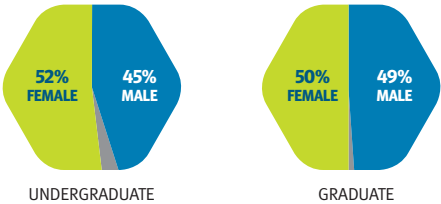


*The students in our classrooms reflect the diversity of a modern workplace.*

American Indian/Alaska Native*	0.2%
Asian	5.8%
Black/African American	32.9%
Hispanic/Latino	3.5%
International	5.5%
Native Hawaiian/Other Pacific Islander*	0.2%
White	44.4%
Other	7.3%

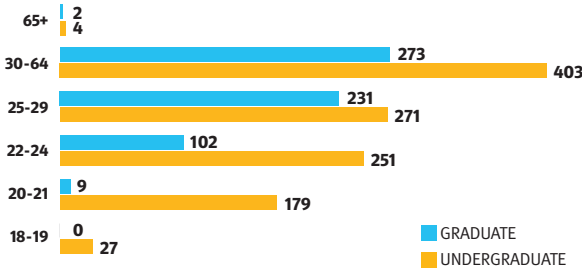
\* The percentages of American Indian/Alaska Native and Native Hawaiian/Other Pacific Islander students are too small to appear in the chart.

*We have achieved the gender balance that other business schools strive for.*



Some students chose not to identify as either gender.

**82%** of our graduate students and **60%** of our undergraduate students are 25 and older, bringing workforce and life experiences to our classrooms.



all data as of fall 2015



“The foundation I got at the University of Baltimore gave me the confidence to continue my education and earn my MBA. I give a lot of credit to the realistic view of business I gained at UB for my ability to rise in my profession.”

**BRIAN SCHWARTZ, B.S.'90** (business administration, finance), is a partner at PricewaterhouseCoopers and leads the Risk Management and Compliance Solutions practice for the United States. The first-generation college graduate chose UB because it was a Baltimore business school making an impact.

*“I thought I was just [at UB] to get my first job, but I soon realized that the way forward was to continue focusing on education. I came out really understanding how a company works. I gained the confidence to read annual reports and 10Ks with an understanding of the complexities of business in meeting the needs of multiple stakeholders.”*

# WE ARE

*managing risk in a  
volatile marketplace.*

“Hands down, the best thing about UB for me has been the professors. They teach critical thinking, not just memorizing accounting rules. And that’s essential in today’s environment. Auditors need to know what’s going on behind the transaction.”

Evan Carhart, student in the M.S. in Accounting and Business Advisory Services program, is a manager at RSM US, a consultancy that helps clients align risk management with corporate strategy; he is preparing to take the CPA exam.





# WE ARE

*shaping our own future  
through entrepreneurship.*



“At UB, I learned that anyone can start a business; the key is how I execute my strategic plan and exit successfully. My professors pushed me to set more ambitious goals and provided the support to help me keep going. I learned you never really fail—if you learn from the experience.”

Emily Kim, student in the B.S. in Business Administration program and an Entrepreneurship Fellow, is taking her second business venture—a new restaurant concept—into franchise.



“Growing a century-old family business requires a lot of business knowledge and entrepreneurial spirit—all of which I experienced in the Merrick School of Business.”

**DIMITRI KOMNINOS, B.S. '11** (business administration, international business), transferred from a local community college with a dream to expand his family's business—a 60-acre olive tree farm in the foothills of Mount Taygetos near Sparta, Greece. There, the delicate fruit is transformed into some of the finest unfiltered extra virgin olive oil around, then exported to the United States.

*“When we launched our U.S.-based company, we were doing everything possible to seize opportunities to grow the company. I always envisioned having a brick-and-mortar location to sell our products. In 2014, we opened DEVOO right next to the University of Baltimore campus. I was able to take what I learned in the classroom to run my business more efficiently and help it grow. The entire UB experience has helped me be the entrepreneur I am today.”*





“Students choose UB because it stands for value and substance. What you find here is relevant research and purposeful teaching—research that matters, teaching that makes a difference. Being here transforms and challenges our students’ ideas of what they are capable of achieving.”

**REGINA BENTO**, BG&E Chair and Professor of Management, trained as a psychiatrist in Brazil and later pursued doctoral studies at Harvard University and at the Massachusetts Institute of Technology. Her research focus builds from her long-term interest in the relationship between work and mental health.

*“Our faculty ... publish everywhere. UB has a distinctive culture that encourages interdisciplinary research and collaboration. The result is cross-pollination that directly benefits students and translates to innovative curriculum development.”*

# WE ARE

*advancing business  
scholarship and practice.*

“The caliber of the professors at UB inspires students to be curious, continue with your education, find what you’re interested in and make it your life.”

Tatiana Jimenez, B.S. '12 (information systems and technology management), a student in the MBA program, is originally from Peru. She sits on the board of U.S. Hispanic Youth Entrepreneur Education, a nonprofit focused on the high-school-to-college continuum for Hispanic youth. She also volunteers as an interpreter for the Pro Bono Resource Center of Maryland.





# WE ARE

*Baltimore.*



“We are a university in the center of a diverse and dynamic city filled with business opportunities. We are a close-knit school where professors focus on their students and publish great research. We are a student body that shares business practices not only from our textbooks but from real-life personal and professional perspectives.”

Tavon Smith is a student in the B.S. in Business Administration program and a Bronfein Scholar (for accounting and finance students) and is in the Helen P. Denit Business Honors Program. Smith has completed an internship at Weil, Akman, Baylin & Coleman, one of the Baltimore area’s largest accounting firms. He plans to take the CPA exam after graduation, pursue his MBA and work as a governmental accountant.



“UB is at the center of the Baltimore business community. My own educational experience was enhanced by area business professionals who helped me as a student and at the start of my career. Today, I try to pay it forward by offering the same support to current students and recent alumni.”

**NINA YUDELL, B.S. '81, MBA '82**, serves as chair of the Merrick School of Business Dean’s Advisory Council, is a member of the University of Baltimore Foundation board of directors and is partner and a portfolio manager for the private investment firm Brown Advisory. She notes that the value of a UB business education is about maximizing professional objectives—something she learned as an undergraduate and as an MBA student 30 years ago.

*“Over the years, I’ve met with UB students who focus on achieving academic success. Those students had such excitement about their futures, and their innovative spirit can’t be matched. I know their business school experience, like mine, prepared them to take on ever-evolving business challenges and seize opportunities as they come—and the city of Baltimore is the perfect laboratory for them to enhance their UB experience.”*



# WE ARE...

## Thought Leaders in Social Enterprise

- Undergraduate and graduate students in our Social Enterprise and Entrepreneurship course have consulted with 75 nonprofits to formulate sustainable business ventures that align with the organizations' mission.
- Tigi Mersha, professor of management, and Ven Sriram, professor of marketing, are conducting groundbreaking research on social enterprise in the developing and developed world. Their impact assessment includes a Baltimore social enterprise as well as similar organizations in Africa and India.
- In collaboration with the UB College of Public Affairs, we offer an M.S. in Nonprofit Management and Social Entrepreneurship, capitalizing on faculty expertise from business and public policy.

## Relevant to the Real World—Locally and Globally

- UB programs are relevant to the industries that drive our region. In 2006, UB established the first and only undergraduate business program in the state focused on the real estate and economic development industry.
- In the past five years, 208 students have participated in our global field studies courses, intense study-abroad experiences that immerse students in how business is conducted around the world in locations including Brazil, Chile, China, England, Greece, India, Italy, the Philippines, Switzerland and the United Arab Emirates.
- In a 2014 UB Career and Professional Development Center survey, 93 percent of Merrick School of Business students worked while attending classes. Of that, 52 percent were employed full time and attending classes part time and another 23 percent were employed full time and attending classes full time.

## World-Class Faculty

- Merrick School of Business faculty hold degrees from top universities around the world and are internationally renowned in their fields of research.
- Kalyan Singhal, professor of operations management, founded *Production and Operations Management Journal*, now listed among *BusinessWeek's* 20 "Premier Journals" and among the *Financial Times's* 45 "Premier Journals."
- More than 50 percent of Merrick School of Business faculty were born outside of the United States and still maintain links to their country of origin, while others have taught or worked abroad and have returned to the United States—all of which translates into unique perspectives shared with our students.

## WE HAVE 1,135 UNDERGRADUATE STUDENTS AND 617 GRADUATE STUDENTS IN OUR 13 ACADEMIC PROGRAMS.

- **B.S. in Business Administration**  
with 11 specializations including the innovative Entrepreneurship Fellows program, an honors program in business and the only accounting honors program in Maryland
- **B.S. in Information Systems and Technology Management**
- **B.S. in Real Estate and Economic Development**  
the only one in Maryland
- **undergraduate Upper-Division Certificate in Accounting**
- **MBA with 10 specializations**  
the nation's first AACSB-accredited online MBA
- **M.S. in Accounting and Business Advisory Services**
- **M.S. in Business-Finance**
- **M.S. in Taxation**
- **Graduate Certificates:**
  - Accounting Fundamentals
  - Business Fundamentals
  - Forensic Accounting and Valuation Services
  - Internal Audit Services
  - Organizational Leadership\*

*\*pending Maryland Higher Education Commission approval*

**Follow us online.**

**Facebook:**

[www.facebook.com/MerrickSchoolofBusiness](http://www.facebook.com/MerrickSchoolofBusiness)

**Instagram:**

[www.instagram.com/baltimorebusiness](http://www.instagram.com/baltimorebusiness)

**Twitter:**

[www.twitter.com/UB\\_Business](http://www.twitter.com/UB_Business)

**YouTube:**

[www.youtube.com/MerrickSchool](http://www.youtube.com/MerrickSchool)