



T U C K



The Tuck MBA Program
2013-14



A Message from the Dean

A small student body, the most supportive and engaged alumni network in the world, and a faculty committed to discovering new knowledge and sharing it with students—this is just some of what makes Tuck unique among the world's top graduate schools of management.

As a student at Tuck, you will benefit from abundant resources and individual attention dedicated to transforming you into the leader you want to become, equipping you with the skills, knowledge, and personal qualities the world values most.

Your two years here will be challenging and life changing. Through experiences in and out of the classroom, in rigorous core courses and cutting-edge electives, you will learn to think broadly, critically, and across disciplines.

You will become part of a community that will encourage and nurture your development as a leader. Tight knit and supportive, it is a community unlike any other, where students learn and refine values of integrity, collaboration, respect, and stewardship, and where learning can happen anywhere, at any time.

At Tuck, we strive to provide students with the very best MBA education in the world. We have aspired to this since opening our doors in 1900 as the world's first graduate school of management and it guides us today as we continue to prepare students for a lifetime of achievement and responsible leadership.

If you are seeking a truly transformative experience—for two years and for the rest of your life—I urge you to apply to Tuck.



Paul Danos

Karen E. OLSON

TUCK'13

“ Everyone is goal-oriented and driven, whether it's in their career search, the classroom, or a new sport, like ice hockey. But that doesn't mean they won't pause to help a fellow Tuckie along the way. It's a very open environment; everyone is invested in each other's success and willing to share their experience and expertise. One afternoon I was working on finance homework in Stell Hall, and two people sitting nearby happened to be doing the same problem set. Within a few minutes, we became an impromptu study group. This type of collaboration is common at Tuck, and characteristic of our community.”

Karen E. Olson T'13 says elective courses allow students to personalize the Tuck curriculum. Watch video.

Hometown: Cincinnati, OH **Prior Education:** Williams College, BA, economics, political science, 2007 **Previous Employers:** Liberty Mutual Group, consultant, corporate strategy and research, 2007-11 **Summer Internship:** Keurig, Inc., At-Home Marketing division **Honors and Achievements:** Fellow, William G. McGowan Charitable Fund; fellow, Forté Foundation **At Tuck:** Marketing chair, Tuck Women in Business; Revers Board fellow, Twin Pines Housing Trust; co-chair, Tuck Volunteers; associate, Tuck Admissions; teaching assistant; member, General Management Club, Marketing Club, Tuck Wine Society, Tripod Hockey, Reach the Beach **Current Employment:** 3M, St. Paul, Minn., supervisor, strategic business development



a community
invested in **YOU**



We learn what we live: collaboration and leadership, respect and responsibility, ethics and stewardship. Our community is where we share expertise and diverse perspectives. Where **teachers meet students face to face** and support them individually in a quest for success.

You are not anonymous at Tuck. You can't just attend class and then disappear. Our campus is our focus—students live here or very nearby—and we learn as much outside the classroom as in, through study groups, events, and encounters with business leaders, employers, and alumni. Located on Dartmouth College's beautiful 200-acre campus, Tuck's interconnected buildings provide an integrated living and learning environment that supports interaction.

At Tuck, individuals stand out. They are sustained by our diversity and appreciated for who they are and what they add to the mix. Each student is supported in exploration and risk taking. Every future is taken seriously.

Each year we look to enroll four sections of 60 to 70 students each, and each class becomes a cohesive unit linked to the class ahead and the class following. Because they have shared many of the same experiences, our alumni continue to support students and the school throughout their lives, wherever their lives take them. This unbroken chain has been more than a century in the making, and its benefits cannot be overstated.

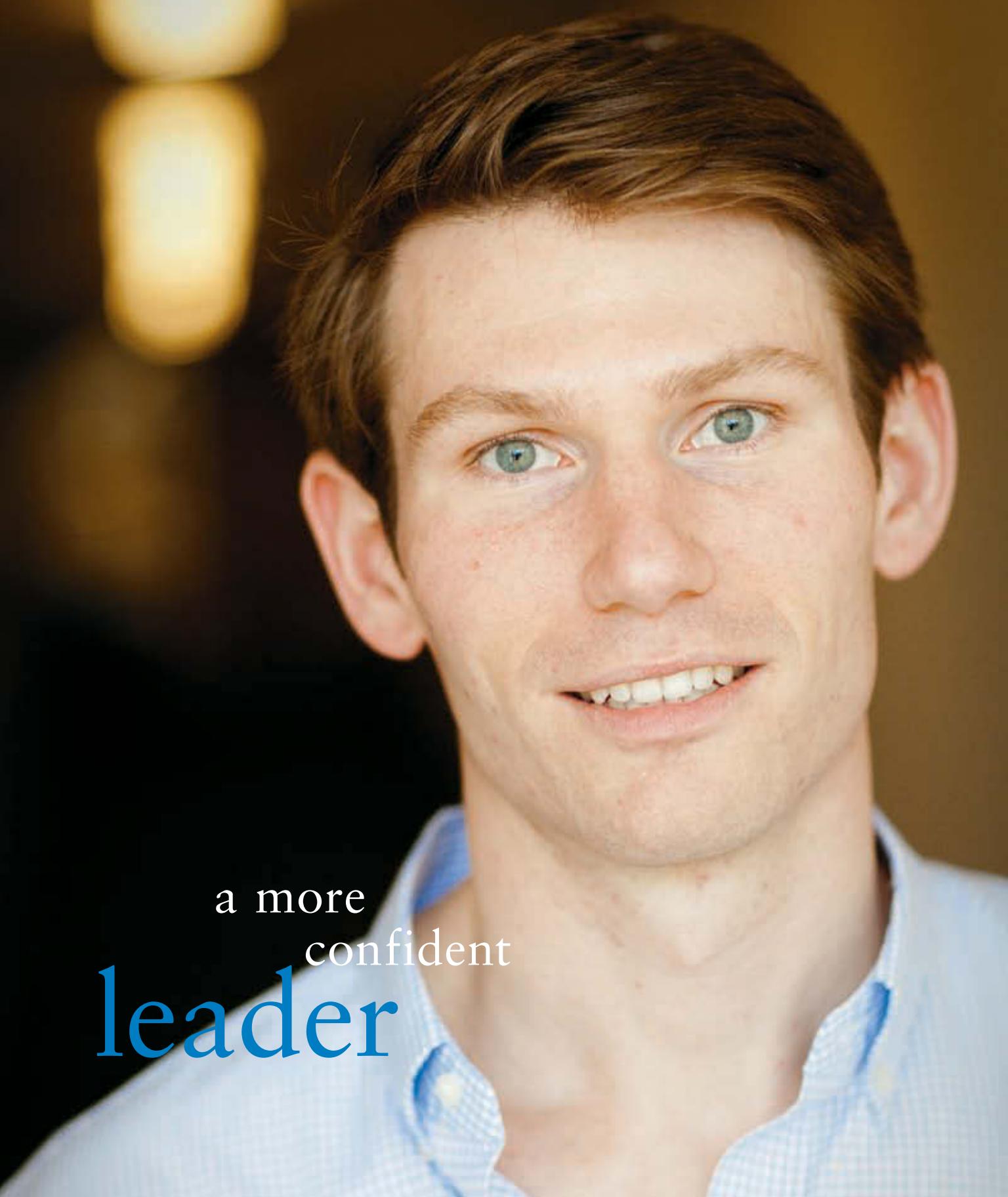
Merrill D. MATTHEWS III

TUCK'14

“ In the military, much of the leadership is transactional—‘do what I say.’ At Tuck, there’s more emphasis on transformational leadership in the gray areas where you don’t have chain-of-command authority. That’s been a valuable perspective. It’s also been eye-opening to go through the personal leadership development plan, getting feedback not just from a superior but from a range of peers and colleagues. The focus on understanding who I am as a leader and how I am perceived has allowed me to truly prepare for my post-MBA career. ”

Merrill D. Matthews III T'14 sees teamwork as integral to Tuck's culture. Watch video.

Hometown: Buffalo, N.Y. **Prior Education:** U.S. Naval Academy, BS, economics **Previous Employers:** United States Navy, submarine officer **At Tuck:** Tuck Finance Club, Private Equity & Venture Capital Club, Tuck Armed Forces Alumni Association, Tripod Hockey, Tuck Rowing Club **Summer Internship:** Barclays, Investment Banking division



a more
confident
leader

A close-up photograph of a woman with dark hair, smiling broadly with her eyes closed. She is wearing a dark green ribbed turtleneck sweater over a red ruched top and a large, oval-shaped necklace with a blue and gold pendant. To her right, the profile of another person's face is visible, looking towards the left. The background is blurred, showing yellow autumn leaves.

start with
yourself

Effective leadership begins with self-awareness.

Tuck will teach you how to recognize your strengths and apply them to lead in a range of situations. You'll practice these skills as you lead at Tuck and deploy them as you **build your career.**

Tuck's approach to leadership focuses on students themselves, not merely on case studies of other leaders. Every first-year student takes the Personal Leadership course as part of the integrated core curriculum. During the course, you'll receive individualized, 360-degree feedback and create a personal leadership development plan based on your goals. The plan will serve as a guidepost for your time at Tuck.

Tuck's Center for Leadership is the hub of leadership activities at the school. Self- and team assessments enhance personal awareness, and leadership labs provide guidance in achieving development objectives. Larger forums on leadership issues and industry-specific challenges draw together the areas

of leadership and career development. And visits from the world's top business leaders offer personal insight of global significance.

Opportunities to practice your leadership skills are unlimited, through academic work, programming outside the classroom, and student clubs and activities.

Our goal is to ensure that every Tuck graduate can marshal personal resources and rise to the responsibility of leadership, whatever the situation. And do so with confidence.



*Kevin Lane Keller
E.B. Osborn Professor of Marketing*

Tuck's faculty are **pioneering researchers**. But they have another side: they uniformly strive to be **great classroom teachers**. All our full-time faculty teach in the MBA program, so you'll have direct access to broad perspectives that encompass a world of experience.

The classroom experience at Tuck is invigorating and truly life changing. Tuck professors are ready for you. They know your background, anticipate your questions, and challenge your assumptions.

Thanks to our scale, you'll benefit from superior faculty-to-student ratios, small-size elective courses, and unparalleled person-to-person access to professors.

Beyond the classroom—at school events, over lunch, and even in their homes—our faculty make themselves available to you.

More than facts and skills, our classes offer strategic perspective. They explore how the minds of management experts work and demonstrate how to put theory into practice.

In our innovative Research-to-Practice Seminars, for example, you will learn methods of intellectual inquiry that will help you make sense of business complexities, be a sophisticated consumer of information, and confidently evaluate theories, claims, and proposals throughout your career.

Not only is our faculty's research relevant to managers, but many faculty are also vitally connected to the business world as corporate advisers. These associations give them—and you—real-world perspective and know-how.



Kenneth R. French



Ron Adner



Ella L.J. Edmondson Bell



Sydney Finkelstein

Select faculty

Kenneth R. FRENCH

Roth Family Distinguished Professor of Finance

Expertise: portfolio theory, asset pricing, dividend policy, capital structure **Service and honors:** president, American Finance Association, 2007-08; fellow, American Academy of Arts and Sciences; director, International Rescue Committee; board member, Valpo Surf Project **Known for:** Fama-French Three-Factor Model, developed with colleague Eugene Fama of The University of Chicago; empirical estimates of cross-section of expected stock returns, cost of capital, dividend policy, capital structure **Industry experience:** head of investment policy, board member, Dimensional Fund Advisors **Course:** Investments

Ron ADNER

Professor of Strategy and Entrepreneurship

Expertise: strategy, innovation, and entrepreneurship **Known for:** award-winning research on innovation ecosystems and disruptive technologies **Book:** *The Wide Lens: A New Strategy for Innovation* **Courses:** Entrepreneurship and Innovation Strategy; Strategy in Innovation Ecosystems (Research-to-Practice seminar)

Ella L.J. Edmondson BELL

Associate Professor of Business Administration

Expertise: race, gender, social class in organizations **Publications:** with Stella M. Nkomo, *Our Separate Ways: Black and White Women and the Struggle for Professional Identity* (Harvard Business School Press); *Career GPS: Strategies for Women Navigating the New Corporate Landscape* (HarperCollins) **Known for:** founder and president, ASCENT: Leading Multicultural Women to the Top leadership institute **Course:** Leadership Out of the Box

Sydney FINKELSTEIN

Associate Dean for Executive Education
Steven Roth Professor of Management

Expertise: strategy and leadership **Known for:** application of neuroscience and cognitive psychology to explain why mistakes happen and why managers don't recognize them **Most recent book:** *Think Again: Why Good Leaders Make Bad Decisions and How to Keep It from Happening to You* (Harvard Business School Press) **Courses:** Analysis for General Managers, Strategic Leadership



Matthew J. Slaughter



Kusum L. Ailawadi



Katharina Lewellen



Peter N. Golder

Matthew J. SLAUGHTER

Associate Dean for Faculty
 Signal Companies' Professor of Management
 Faculty Director, Center for Global Business and Government

Expertise: economics and politics of globalization
Fellowships, grants, consultancies: National Science Foundation, National Bureau of Economic Research, The World Bank, International Monetary Fund, Federal Reserve Board, Council on Foreign Relations, Congressional Budget Office
Known for: member, Council of Economic Advisers, Executive Office of the President, 2005-07
Courses: Leadership in the Global Economy

Kusum L. AILAWADI

Charles Jordan 1911, TU'12 Professor of Marketing

Expertise: marketing, econometrics and statistics, manufacturer/retailer interaction, retailing, and channel management
Known for: collaborative research with practitioners on topics such as the effect of promotion on consumption, improving promotion profitability, and private-label strategy
Honors and awards: winner of JMR/MSI Competition on Academic-Practitioner Collaborative Research, and Best Article Awards at the *Journal of Marketing*, *Journal of Retailing*, and *Marketing Science*
Courses: Marketing Research, Managing the Marketing Channel

Katharina LEWELLEN

Associate Professor of Business Administration

Expertise: corporate finance, capital structure, corporate governance
Current research: CEO turnover, executive compensation, cashflow and investment
Known for: research into how managers' personal interests motivate their corporate financing choices
Course: Corporate Finance

Peter N. GOLDER

Professor of Marketing

Expertise: new product strategy, global marketing
Known for: First-mover disadvantage; sales takeoff and slowdown of new products
Honors and awards: *Harvard Business Review* top 10 business book of the year; seven best-paper awards, including long-term impact awards from the *Journal of Marketing Research* and *Marketing Science*
Courses: Marketing (core) and Global Marketing

Andres H. BILBAO

TUCK'13

“ When I was accepted at Tuck, I realized I had this six-month period where I could try anything. So I quit my job and teamed up with a friend to start an app that enables grocery shopping through smartphones. When I got here, it amazed me that every benefit you get from a small community applies to entrepreneurial tracks. Then there’s the curriculum. I’m not only learning how to be a leader of a business but also getting the foundation of entrepreneurship, like how to test your idea, pitch it, raise money, and set up operations. It’s empowered me to think beyond my preconceptions of what’s possible. ”

Hometown: Cali, Colombia **Prior Education:** Universidad de Los Andes, BME, 2007 [Previous](#)
Employers: Smurfit Kappa Cartón de Colombia, Cali, mechanical maintenance leader, 2007–09; QFA Laboratories, Cali, project manager, 2009–10; SABMiller Bavaria, Barranquilla, 2010–11 [Summer](#)
Internship: Google **At Tuck:** Finance Club, Entrepreneurship Club, Latin America Club, soccer [Current](#)
Employment: McKinsey & Co., Chicago, Ill., associate; GroceryGlee.com, co-founder

A portrait of a young man with short brown hair and glasses, wearing a white button-down shirt. He is smiling and looking towards the camera. The background is blurred, showing what appears to be a university campus with green trees and buildings.

an experience of
discovery



first year

CORE

Fall A

SEPTEMBER-OCTOBER

- Analysis for General Managers
- Leading Individuals and Teams
- Managerial Economics
- Statistics for Managers

Fall B

NOVEMBER-DECEMBER

- Capital Markets
- Decision Science
- Financial Measurement, Analysis, and Reporting
- Leading Organizations
- Personal Leadership

Winter

JANUARY-MARCH

- Competitive and Corporate Strategy
- Corporate Finance
- Global Economics for Managers
- Marketing

Spring

MARCH-APRIL

- First-Year Project
- Management Communication
- Operations Management
- Elective Choice
- Elective Choice

second year

ELECTIVE

Electives

(FULL-TERM AND MINI-COURSES)

- Research-to-Practice Seminars
- Tuck Global Consultancy
- Learning Expeditions
- Independent Study
- Exchange Courses
- Joint-/Dual-Degree Courses
- Seminar Courses

Tuck's rigorous curriculum combines a comprehensive **general management foundation** and **electives with breadth and depth** that encourage you to explore and develop your own areas of interest.

first year

Your first year at Tuck is a time for building. You'll get the best general management education, covering accounting, decision science, economics and corporate finance, capital markets, strategy, marketing, communication, organizational behavior, and operations—essential competencies that will be indispensable throughout your career. Courses build on and complement each other in a carefully integrated program to provide the breadth you need for a solid business foundation.

First year also presents your first leadership challenge: develop your study group into a cohesive, effective team. Your group—selected for its diversity of skill and experience—will help you understand your strengths, recognize your limitations, and manage your workload.

second year

Your second year at Tuck is a time to realize your goals. Continue to build on previous experience or explore new areas. Choose from more than 100 elective courses that offer you access to leading thinkers with specific expertise and the opportunity for greater in-depth learning. And join a Research-to-Practice Seminar to enhance your critical-analysis skills as you explore an important management topic in depth with a faculty expert.

A photograph of a young woman with long dark hair, smiling broadly. She is wearing a bright yellow blouse with a ruffled collar and a dark navy blue blazer. Another person's arm and shoulder are visible on the right side of the frame, suggesting a group photo. The background is a plain, light color.

your
own path

There are no predetermined routes at Tuck, where we offer virtually unlimited ways to **shape your education** and chart your path to success. As in everything at Tuck, we focus on you and offer support and encouragement when you **dare to explore.**

Your first opportunity to try a new direction is the First-Year Project. As part of a small team organized around career interest, you'll face the complex, unpredictable realities of business as you apply classroom learning to a client's real-world business challenge, or as you develop an entrepreneurial business plan. Final presentations are judged by the client, your classmates, consultants, alumni, venture capitalists, and faculty.

Your personal objectives will determine your portfolio of elective courses during the second year. You'll find multiple course offerings in finance, marketing, organizational behavior, and strategic management designed and taught by leading thinkers in their fields. In addition, we offer courses on entrepreneurship,

cross-cultural communication, and the business of health care.

Tuck also offers the opportunity for independent study, a way to work with a faculty expert on a subject suited to your professional interests and talents.



Learning 24/7

Tuck offers an environment in which learning can happen anywhere, at any time.

You'll have extraordinary access to high-level **global business leaders** who spend a day or more on campus, participating in classes, giving lectures, holding office hours, and dining with students and faculty. Every day brings opportunities to learn through panels, conferences, fireside chats, and other events, many of which are organized by students themselves and closely track their interests.

Tuck's **centers and initiatives** enhance the MBA experience and focus on issues and topics that drive today's economy—corporate governance, international business, corporate citizenship, digital strategies, leadership, health care, and private equity

and entrepreneurship. They leverage faculty research, enrich the curriculum, and connect the school to corporations and top executives. Each organizes speakers, conferences, trips, and other co-curricular activities and interacts with MBA students participating as fellows, research associates, roundtable members, or participants in independent study projects. They provide a natural point of focus for students interested in a particular topic or field while expanding the knowledge and perspective of the entire community.



Beyond Tuck

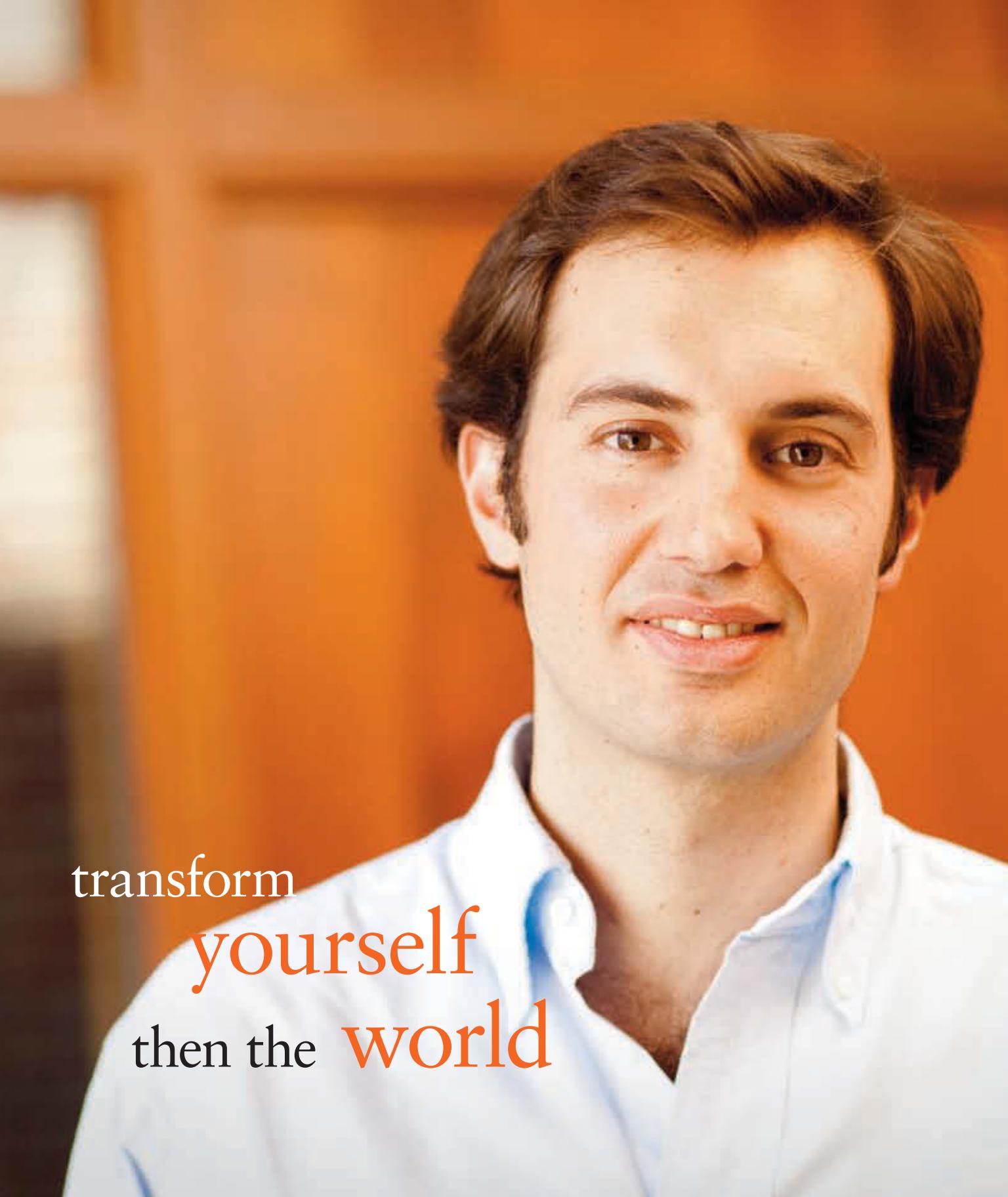
Tuck focuses its resources on students in ways that many larger programs can't. At Tuck, you can explore unique educational opportunities in depth.

Tuck offers **joint- and dual-degree programs** for those whose career prospects will be enhanced by complementary education. Within Dartmouth College, you may pursue one of the popular joint-degree options, including an MD/MBA, MPH/MBA, or PhD/MBA.

Dual degrees are available in environmental law, international studies, and public policy; each offered in conjunction with the nation's best professional schools. Students may also design their own specialized degree programs in association with other schools.

And Tuck offers **exchange programs** with 20 institutions in 14 nations—opportunities to explore business on a global scale.

Through the **Tuck Global Consultancy**, hundreds of students have consulted with 112 companies and organizations on 171 projects in more than 50 countries around the world. The course offers second-year students the opportunity to discover firsthand how to operate in a global business environment.

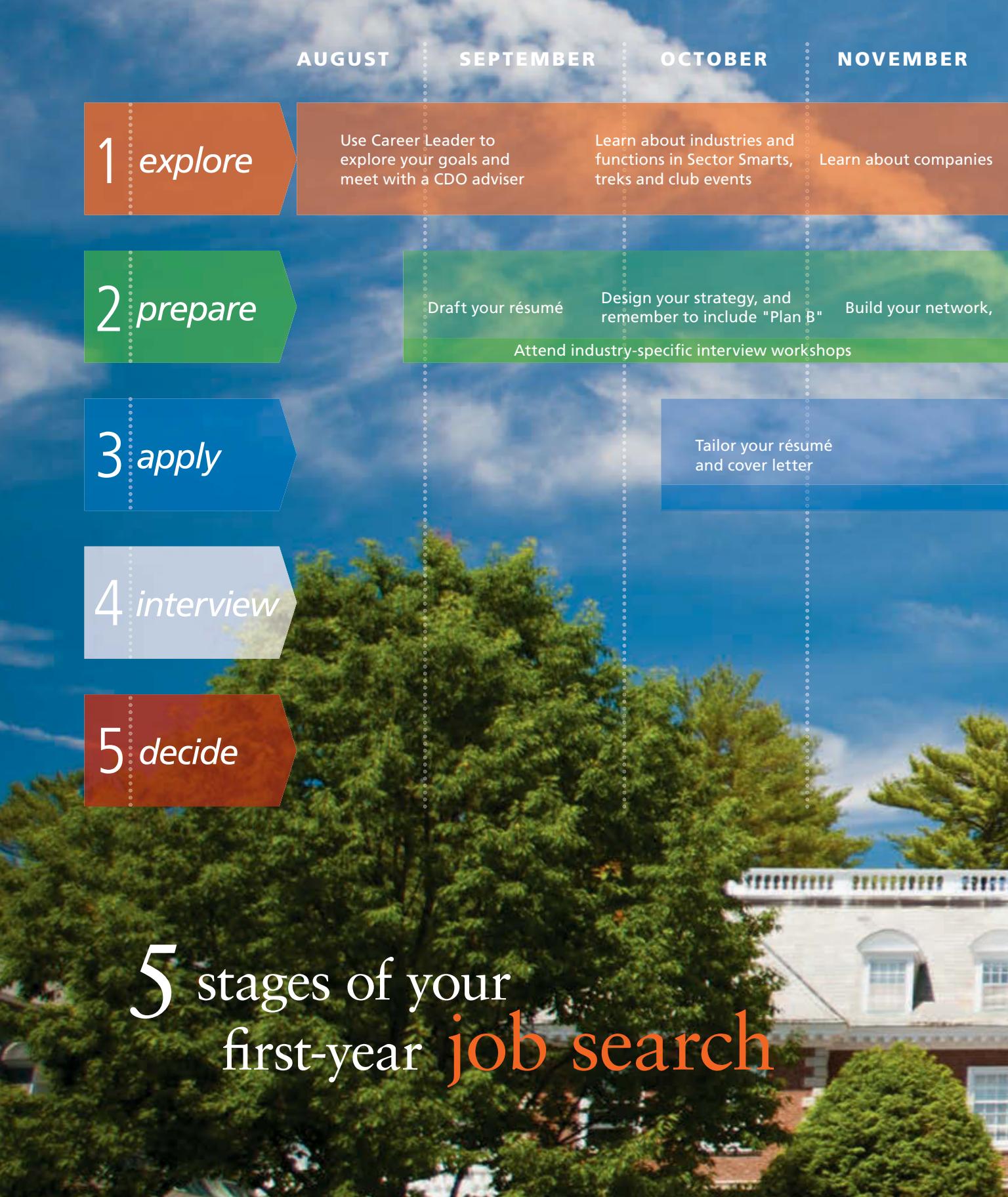


transform
yourself
then the world

Gonzalo FERNÁNDEZ-CASTAÑEDA TUCK'13

“ I liked consulting but was ready for a change, and I wanted to be in a more international environment. When I got to Tuck I immediately saw a lot of possibilities for my future, and I decided to combine my interests in energy and investment banking. London seemed like a dynamic place to be, so I applied for an internship in Morgan Stanley's mergers and acquisitions office there. I was offered the position and was fortunate to work on a basic materials project in South Africa as part of it. Tuck helped me grow both technically and as a person, and I'm confident I can make an impact wherever I go. ”

Hometown: Madrid, Spain **Prior Education:** Universidad Pontificia Comillas, Industrial Engineering, 2008 **Previous Employers:** Abbey National Bank, London, 2007; Deloitte Touche Tohmatsu, Madrid, 2008-11 **Summer Internship:** Morgan Stanley **At Tuck:** Finance Club, Dartmouth Energy Collaborative, Triathlon Club **Current Employment:** Morgan Stanley, London, associate



1 *explore*

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

Use Career Leader to explore your goals and meet with a CDO adviser

Learn about industries and functions in Sector Smarts, treks and club events

Learn about companies

2 *prepare*

Draft your résumé

Design your strategy, and remember to include "Plan B"

Build your network,

Attend industry-specific interview workshops

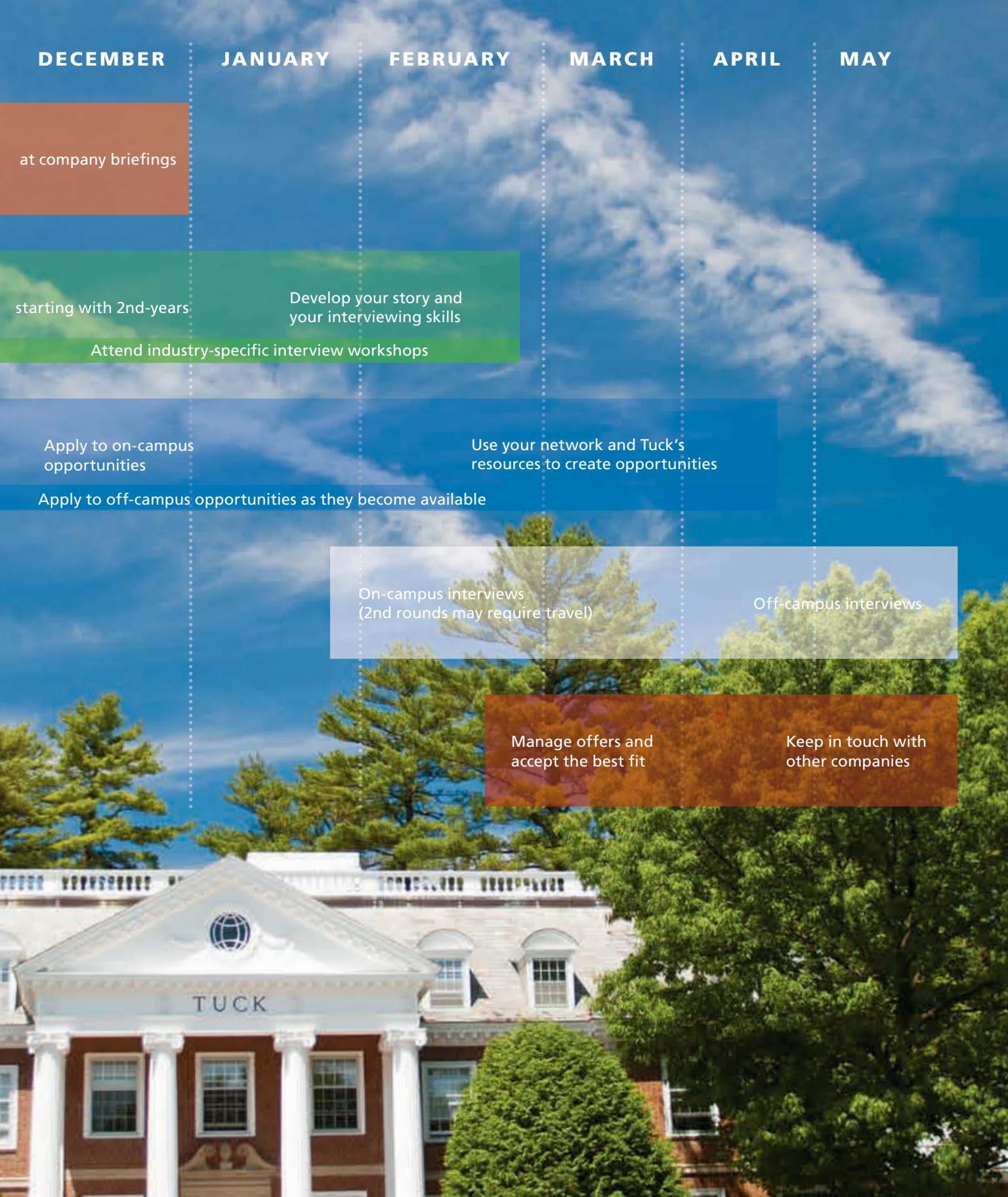
3 *apply*

Tailor your résumé and cover letter

4 *interview*

5 *decide*

5 stages of your first-year **job search**

The background of the entire page is a photograph of a large, white, classical-style building with a prominent pedimented portico supported by columns. On the pediment is a globe with latitude and longitude lines. Below the globe, the word "TUCK" is written in capital letters. The building is surrounded by green trees and shrubs. Above the building, the sky is blue with scattered white clouds.

DECEMBER

at company briefings

JANUARY

starting with 2nd-years

FEBRUARY

Develop your story and
your interviewing skills

Attend industry-specific interview workshops

MARCH

Use your network and Tuck's
resources to create opportunities

Apply to on-campus
opportunities

Apply to off-campus opportunities as they become available

APRIL

On-campus interviews
(2nd rounds may require travel)

Off-campus interviews

Manage offers and
accept the best fit

Keep in touch with
other companies

MAY

Tuck in MBA Program Rankings

Since 2000, there have been 60 rankings published in which Tuck has ranked #1 eight times and been in the top 10 85 percent of the time.

Each major MBA program ranking evaluates different criteria, and each tries to provide information that will help you, and other businesspeople, understand more about a school.

Tuck is often praised as a strong general-management program whose students are known for teamwork and leadership. And we continue to focus on making our MBA the best educational experience in the world, with great professors giving unprecedented access to outstanding students.

U.S. News & World Report

March 2013

Tuck placed #9 in the annual *U.S. News & World Report* ranking of full-time MBA programs. Tuck also had the fourth highest average combination of starting salary and bonus among the business schools ranked, and, among the top schools, the second highest percentage of graduates employed three months after graduation.

Financial Times

January 2013

Tuck placed #10 among U.S. schools and #16 worldwide in the *FT's* 2013 ranking of the 100 top full-time MBA programs.

Bloomberg BusinessWeek

November 2012

Tuck placed #12 in the *Bloomberg BusinessWeek* biennial business-school ranking.

The Economist

October 2012

Tuck placed #2 in *The Economist's* ranking of the best full-time MBA programs worldwide. For the second year in a row, Tuck ranked #1 in terms of professional development and educational experience. In the category of opening new career opportunities, Tuck ranked #2. And students clearly felt that the Tuck alumni had a lot to do with their success as the Tuck network was rated #1 for its effectiveness.

Forbes

August 2011

Forbes magazine placed Tuck #6 in its biennial ranking of the best business schools in the U.S., based on return on investment for its graduates.

Powerful preparation, powerful network.

Last year, Tuck students had access to approximately 2,000 job opportunities across a broad range of industries, functions, and geographic regions.

Tuck forms strong partnerships with recruiters through our staff of career-search specialists—MBAs with experience in the types of jobs you want. They offer insight based on real industry knowledge. Recruiters consistently tell us our students are the best prepared for career growth.

You'll have better access to the companies you're interested in, thanks to our open-interview system. Unique among top-tier schools, Tuck ensures that half of every recruiter's on-campus interviews are allocated through a bid process. This is a real advantage, especially if you're intent on changing your career.

There's a powerful culture of career preparation at Tuck that links students, career development professionals, recruiters, and alumni in an accessible network that's dedicated to your success. And the numbers back this up: 95 percent of 2012 graduates received job offers by graduation or within three months after graduating, and 88 percent reported that they got their job after Tuck with the help of the school and its alumni.

An extraordinary number of Tuck alumni are involved with the futures of both the school and its graduates. For more than 25 years, over 60 percent of Tuck alumni have participated in Tuck Annual Giving—more than double the average participation rate of other business schools. That's the kind of support that comes your way in the career-search process. You'll have many opportunities to network with alumni at events throughout your time at Tuck.

Alumni profiles

Elyse ALLAN D'79, T'84

President and CEO, GE Canada, Mississauga, Ontario

“ Two main takeaways from Tuck: (1) analytics matter, and (2) leadership and execution have much more to do with your network, relationships, and influence skills than position or title. **”**

Memberships: Tuck School Board of Overseers, Canadian Council of Chief Executives Board of Directors and Executive Committee, C.D. Howe Institute Board of Directors and Executive Committee, The Conference Board of Canada Board of Directors, MaRS Discovery District Board of Directors, University of Toronto School of Public Policy Advisory Committee, and Royal Ontario Museum Board of Governors **Favorite Tuck memories:** Diverse, fun classmates along with engaging, relevant, down-to-earth professors



Louie CHENG T'03

Founder, PureLiving China, Shanghai & Beijing, China
Major, U.S. Army Reserves

“ Tuck helped give me the toolbox and mindset to start up a new business in a new market and not worry so much about failing. **”**

Membership: Co-chair, Tuck China Alumni Club **Favorite Tuck memories:** In winter, Tuck hockey and skiing at the Dartmouth Skiway; in spring, kayaking on Lake Mascoma and golfing with Tuckies



Victoria LEVY T'98

Principal/Partner, Monitor Deloitte, Boston, Mass.

“ Tuck gave me business foundations I still use today, including the effectiveness of teams and an understanding of who I am as a leader. It also underscored the value of long-term relationships and community—the core of the Tuck experience and of client advisory work and consulting. ”

Memberships: Adviser, Jumpstart for Kids; adviser, Practically Green [T'98 Susan Hunt Stevens' startup]; Icla da Silva Foundation **Favorite Tuck memories:** Midnight hockey practices and the importance of blowing off steam—and meeting my husband and best friend at a Tuck wedding!



Eduardo POKORNY T'01

CFO, ESPN Latin America, Buenos Aires, Argentina

“ Tuck has had a remarkably direct impact on both my career and life. I met my wife [Kerry Scott Pokorny T'01] and current boss [Russell Wolff D'89, T'94] during my two years in Hanover—not a bad testament to the strength of the Tuck network. ”

Membership: Member, Tuck School Latin American Advisory Board **Favorite Tuck course:**

The second-year Entrepreneurship course, because it allowed me to explore the media/entertainment industry and solidified my interest in it—a career change for me at that point



Alumni profiles

Christopher Williams T'84

Chairman and CEO, The Williams Capital Group, L.P., New York, N.Y.

“ Everything at Tuck—the teamwork, the broad perspective, the willingness to work hard and get the job done, the leadership skills without a sense of entitlement—that’s how I try to run my life and my organization.”

Memberships: Chair, Tuck School Board of Overseers; audit committee chair, Wal-Mart Stores, Inc.; director and audit committee chair, Caesars Entertainment Corporation; trustee, Mount Sinai Medical Center; board member, Cox Enterprises, Inc., Teachers College, World Presidents’ Organization, National Association of Securities Professionals, Lincoln Center for the Performing Arts, Partnership for NYC, BritishAmerican Business **Favorite memory:** Cross-country skiing with classmates on a too-mild day and having one point out that the “wide open field” we were on was actually a lake—a lesson in observation



Alexander SCHWÖRER T'02

Managing Director, Marketing and Sales, PERI GmbH, Weissenhorn, Germany

“ Tuck gave me tremendous preparation for my management career through excellent coursework but also through experiences outside the classroom, working with and learning from terrific people from all over the world.”



Membership: Member, Tuck School Board of Overseers and European Advisory Board; board member, German Federal Association of Young Entrepreneurs [BJU] **Favorite Tuck memories:** Outward Bound and hiking tours in New England—Tuck is a family-like experience that provided me with wonderful memories

Deirdre FINDLAY T'00

Director, Android Marketing for the Americas, Google, Inc.,
Mountain View, Calif.

“ Tuck equipped me with all the skills I needed to quickly adapt to a fast-paced and always-evolving career in marketing and technology; it also enabled me to take on new career challenges with confidence. ”

Memberships: Member, Tuck School MBA Advisory Board **Favorite Tuck memory:** Playing nine holes of golf a couple times a week before class during my second year—great bonding moments with my classmates and proof that Tuckies love to work hard while also making time for some fun too



Tim Healy D'91, T'02

CEO, Chairman, Co-Founder
EnerNOC, Inc., Boston, Mass.

David BREWSTER T'02

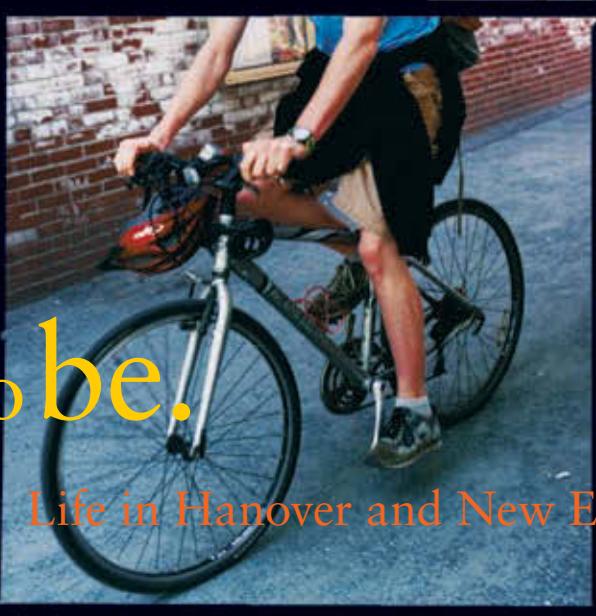
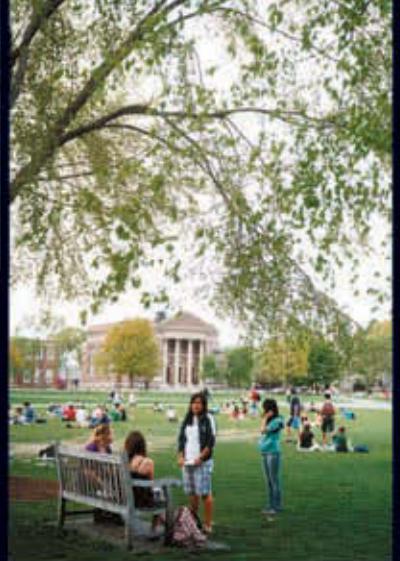
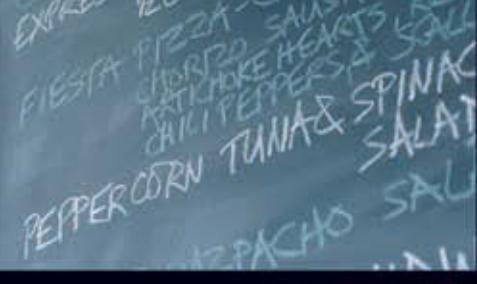
President, Co-Founder

“ Tuck taught us how essential it is to work with bright, relentless, good people—qualities that every Tuck grad possesses. It's no accident that our executive team includes four Tuck grads from three different classes. ”

Memberships: David: board member, Duke University's Nicholas School of the Environment, EnerNOC, Upper Amazon Conservancy Tim: board member, New England Aquarium, Advanced Energy Economy, New England Clean Energy Council, EnerNOC, Harvest Power, GridCo Systems, Boundless Learning; executive committee member, TechNet

Favorite Tuck memories: Performing John Mellencamp's “Small Town” for open-mic night (David on guitar, Tim on vocals), late nights spent putting EnerNOC together to change the way the world uses energy





A place to be.

Life in Hanover and New England

For two years, you will live in one of America's most appealing places and enjoy its distinctive social, cultural, and recreational opportunities.

Hanover is consistently named one of the best places to live in the United States. With good reason: it combines the scale and spirit of a New England town with the resources of a world-class destination. Hanover offers a cosmopolitan mix of cultures drawn to Dartmouth College, major teaching hospitals, and a burgeoning high-tech sector with global connections.

Dartmouth College is small enough to ensure a close community while large enough to provide the faculty, curriculum, and facilities of a research university. The college has a lively cultural and intellectual life as well as a sophisticated social scene. Tuck also offers activities for students and their families, many organized by students themselves.

The surrounding area offers year-round recreational opportunities, including Dartmouth's own ski area and golf course and its premier fitness facilities. A couple of hours' drive will bring you to the best skiing in the eastern United States, Atlantic Ocean beaches, and bright city lights.

The drive from Hanover to Boston is a short two hours, Montreal about three, and New York about five.

You can't know us until you see us.

Visiting and interviewing at Tuck

You can't know us until you see us, face to face. You are strongly encouraged to experience the Tuck community for yourself: tour the campus, attend classes, eat lunch with students. And most important: be interviewed. Tuck is one of only a few top-tier schools that have an open-interview policy, and we encourage you to take advantage of it.

While prospective students are interviewing, the Tuck Partners Club offers partners a chance to visit with a current partner.

Families at Tuck

Tuck is a great place to be a kid. Or a spouse or partner. Everyone is encouraged to play an active role in Tuck life. Their involvement and visibility contribute to the substance and spirit of the school.

The Tuck community supports new families as they settle in and get connected. The Tuck Partners Club is ready with practical advice and help in finding housing, jobs, child care, and more. Club members organize educational, social, and recreational activities for both adults and children. They also offer the most valuable support of all: understanding friendships that grow into lifetime bonds.

When to apply

Round	Application due no later than	Applicant-initiated interview complete by	Tuck Scholarship Application due on or before	Admissions decision no later than	Nonrefundable enrollment deposit due	Financial aid documentation due
Early Action	Oct. 9, 2013	Nov. 1, 2013	Oct. 16, 2013	Dec. 18, 2013	Jan. 17, 2014	Mar. 3, 2014
November Round	Nov. 6, 2013	Nov. 22, 2013	Nov. 13, 2013	Feb. 7, 2014	Apr. 25, 2014	Mar. 3, 2014
January Round	Jan. 3, 2014	Jan. 31, 2014	Jan. 10, 2014	Mar. 14, 2014	Apr. 25, 2014	Mar. 21, 2014
April Round	Apr. 2, 2014	Apr. 2, 2014	Apr. 9, 2014	May 16, 2014	June 6, 2014	May 30, 2014

Admission in the Early Action round gives you an opportunity to explore other options until the January response deadline.

Applying to Tuck

Tuck regularly receives more than 10 applications per space. So it's to your advantage to apply early. We seek qualified students from all backgrounds and work to know the person behind the application. If you have been successful both academically and professionally, we encourage you to apply.

There is no formula for admission to Tuck.

Our decision is based on

- intellectual curiosity and academic excellence
- leadership in a variety of settings
- accomplishment in attaining goals
- interpersonal skills essential to success
- diversity of background
- global perspective

Receiving financial aid

Tuck offers admission to the most qualified applicants without regard to their financial situation, and we are committed to identifying financial resources for admitted students who require assistance.

Tuition for the Tuck MBA Program in 2013-14 is \$58,935. We estimate the usual first-year costs for housing, food, medical insurance, books, supplies, fees, and miscellaneous expenses at \$31,265. Plan to use your personal resources to cover the living expenses—approximately \$5,000 for each person—for your partner and children.



TUCK



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