The NYU Stern Story

AN EDUCATION IN POSSIBLE
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1831</td>
<td>NYU founded</td>
</tr>
<tr>
<td>1900</td>
<td>Undergraduate College founded</td>
</tr>
<tr>
<td>1916</td>
<td>Graduate Business Program launched</td>
</tr>
<tr>
<td>1982</td>
<td>Executive MBA program is launched</td>
</tr>
<tr>
<td>1999</td>
<td>International Studies Program founded – 100% of Undergrads travel abroad</td>
</tr>
<tr>
<td>2000</td>
<td>Stern, LSE and HEC partner to create TRIUM</td>
</tr>
<tr>
<td>2008</td>
<td>School authors: Solutions to Financial Crisis – Restoring Financial Stability</td>
</tr>
<tr>
<td>2011</td>
<td>Full-time MBA, Fall 2011: Avg GMAT 719; 33% international &amp; dual citizens; 33% women; 16% underrepresented minorities</td>
</tr>
</tbody>
</table>

With some of the greatest minds in business on our faculty:

- **W. Edwards Deming** (1946 – 1993)
- **Peter Drucker** (1950 – 1971)
- **Robert Engle** (2000 – present)
- **Michael Spence** (2010 – present)

...to name a few...
Not business school as usual

“At the highest level, our mission is to develop ideas and leaders that transform 21st century problems into opportunities that create value for business and society. Breaking with tradition, we’re forward-looking in our approach—to change mindsets and broaden the perspectives of our students, and to shape the dialogue and direction of the global economy of the future.”

Peter Henry, Dean, NYU Stern

- Assumed NYU Stern deanship on 1/15/10
- Joined Stern from Stanford University Graduate School of Business, where he was the Konosuke Matsushita Professor of International Economics
- Led Obama Transition Team’s review of International Monetary Fund, World Bank
- Research Associate, National Bureau of Economic Research
- Nonresident Senior Fellow, Brookings Institution
- Rhodes Scholar, Oxford University
- Ph.D., Economics, Massachusetts Institute of Technology
NYU Stern prepares students for a world that is yet to be imagined.

We’re proud of our history and very focused on the future...

...For situations that cannot be predicted

...Markets that have yet to emerge

...Products that are not yet invented
How do we prepare students for a world of constant change?

At NYU Stern, we have shaped an environment that nurtures forward thinking leaders. We have created the richest environment for learning business in the country by our commitment to 4 values...

1. **ACADEMIC EXCELLENCE**
   We believe that excellence comes not from knowing the right answers but in asking the right questions. With one of the largest and best faculties in the world, our students develop not only a deeper set of skills but a broader perspective of the role of business in the world.

2. **IQ & EQ**
   We believe in both intellectual and interpersonal skills and shape our community with people who have both intellectual and interpersonal strengths.

3. **COLLABORATIVE COMMUNITY**
   We believe in the value of our uniquely collaborative community and provide an abundance of leadership opportunities, team roles, clubs and cohorts to foster a culture of collaborative learning and doing.

4. **THE ENERGY OF A GLOBAL HUB**
   We believe in integrating the energy of New York City and NYU’s global hubs into our academic culture. We leverage the proximity to business and the cultural riches of NYC in creative and innovative ways.

And that’s what sets us apart.
Stern is world renowned for…

**Exceptional Student Quality**

<table>
<thead>
<tr>
<th>#7</th>
<th>In the world for FT MBA application volume**</th>
</tr>
</thead>
<tbody>
<tr>
<td>#5</td>
<td>Full -time MBA selectivity (US News ’11)</td>
</tr>
<tr>
<td>719</td>
<td>Average GMAT score*</td>
</tr>
<tr>
<td>1456</td>
<td>Average Undergraduate College SAT (M+V) score (Fall 2011 incoming freshmen; as of Aug ’11)</td>
</tr>
</tbody>
</table>

**Excellent Source of Talent**

| 1,200 | # of companies that source talent from Stern annually |
| 500   | # of CEOs that are Stern Alumni                   |
| #1    | MBA program ranks #1 for feeding students to hedge funds; Undergraduate program ranks #2 (HFObserver ’11) |

**Leadership in Research**

| #1   | in Finance                                      |
| #2   | in Accounting                                   |
| #6   | in Management                                   |
| #7   | in Marketing                                    |
| #4   | in the world for research productivity (Univ. of Texas at Dallas ’06-10) |

**Thought leadership and expert opinion**

| 26   | # of times we are in the news each day (Sept ’10 – Aug ’11) |
| #7   | world rank for number of studies published (FT ’12)          |
| #1   | For Finance (FT ’12)                                        |
| 3    | Active Nobel Laureate faculty                            |

**Executive Programs**

| #6   | Rank for Executive MBA (US News ’11)                   |
| #2   | TRIUM Global Executive MBA (FT ’11)                    |

**Placement of PhDs**

| #8   | in the world for placing PhDs in top B-schools (FT ’12) |

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**Diversity**

- **33%** Percentage of Women
- **33%** Percentage of international students + dual citizens
- **16%** Percentage of underrepresented minorities

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*Source: The Chronicle of Higher Education ’07*

**Footnotes:**

- **Full-time MBA enrolled, fall ’11**
- **From the top 20 schools ranked by Businessweek ’10**
Our Alumni Network is 100,000+ Strong

- In over 100 countries
- 67 regional groups (25 domestic / 42 international)
Our Areas of Study

**Finance**
- Corporate finance
- Behavioral finance
- Hedge funds
- Private equity
- Restructuring

**Marketing**
- Luxury & retail
- Consumer behavior
- Branding
- Pricing

**Entertainment, Media & Technology**
- Sports marketing
- Entertainment industry (global)
- Business of film producing

**Entrepreneurship & Innovation**
- Social enterprise
- Start-ups
- Corporate social responsibility
- Venture capital

**Business & Society**
- Corporate Governance
- Corporate Social Responsibility
- Managerial Ethics
- Professional Responsibility & Leadership

**Information, Operations & Management Sciences**
- Data mining
- Outsourcing
- Social networks
- E-commerce
- Statistics

**Accounting**
- Intangible assets
- Fair value/mark-to-market
- Forensic accounting
- Financial accounting standards

**Economics**
- Monetary policy
- Central banking
- Global business environment
- Economic forecasting
- Emerging markets

**Management & Organizations**
- Leadership
- Organizational change
- Conflict and negotiation
- Management Communication
- Strategy
- Game Theory
We have recognized thought leaders in all areas of business

<table>
<thead>
<tr>
<th>Area</th>
<th>Faculty Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate Governance</td>
<td>William Allen</td>
</tr>
<tr>
<td>Bankruptcy</td>
<td>Edward Altman</td>
</tr>
<tr>
<td>Innovation &amp; Entrepreneurship</td>
<td>William Baumol</td>
</tr>
<tr>
<td>Game Theory</td>
<td>Adam Brandenburger</td>
</tr>
<tr>
<td>Hedge Funds</td>
<td>Stephen Brown</td>
</tr>
<tr>
<td>Macroeconomics</td>
<td>Thomas Cooley</td>
</tr>
<tr>
<td>Valuation</td>
<td>Aswath Damodaran</td>
</tr>
<tr>
<td>Economic Growth</td>
<td>Michael Spence</td>
</tr>
<tr>
<td>Network Effects &amp; Telecommunications</td>
<td>Nicholas Economides</td>
</tr>
<tr>
<td>Portfolio Theory</td>
<td>Ned Elton</td>
</tr>
<tr>
<td>Portfolio Theory</td>
<td>Martin Gruber</td>
</tr>
<tr>
<td>Intangible Assets</td>
<td>Baruch Lev</td>
</tr>
<tr>
<td>International Economics</td>
<td>Nouriel Roubini</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>Roy Smith</td>
</tr>
<tr>
<td>Financial Historian</td>
<td>Richard Sylla</td>
</tr>
<tr>
<td>Risk Management</td>
<td>Ingo Walter</td>
</tr>
<tr>
<td>Organizational Change</td>
<td>Batia Wiesenfeld</td>
</tr>
<tr>
<td>Urbanization &amp; Development</td>
<td>Paul Romer</td>
</tr>
<tr>
<td>Executive Compensation</td>
<td>David Yermack</td>
</tr>
<tr>
<td>Consumer Psychology</td>
<td>Priya Raghubir</td>
</tr>
<tr>
<td>Judgment &amp; Decision Making</td>
<td>Justin Kruger</td>
</tr>
<tr>
<td>Entertainment Industry</td>
<td>Al Lieberman</td>
</tr>
<tr>
<td>Globalization of Entertainment</td>
<td>Sam Craig</td>
</tr>
<tr>
<td>Brand Management &amp; Strategy</td>
<td>Russ Winer</td>
</tr>
<tr>
<td>Advertising &amp; Pricing</td>
<td>Tülin Erdem</td>
</tr>
<tr>
<td>Executive Compensation</td>
<td>Xavier Gabaix</td>
</tr>
<tr>
<td>Volatility</td>
<td>Robert Engle</td>
</tr>
<tr>
<td>Digital &amp; Luxury Marketing</td>
<td>Scott Galloway</td>
</tr>
<tr>
<td>Shareholder Activism</td>
<td>April Klein</td>
</tr>
</tbody>
</table>
Stern Faculty On The Global Financial Crisis

- 33 Stern professors developed 18 policy white papers in 6 weeks (fall ’08)
- Book #1 published by Wiley: “Restoring Financial Stability: How to Repair a Failed System” (Mar ’09)
- Book launch with alumni and business community (March ’09)
- MBA Course taught (Feb - Mar ’09)
- Book #2 published by Wiley: “Regulating Wall Street” (Nov ’10)
- Op-eds authored: 285 (’08-’09); 397 (’09-’10) & 496 (’10-’11)
- News stories: 11,000+ (’08-’09); 9,000+ (’09-’10) & 9,400 (’10-’11)
- Ongoing research
Our Faculty

Three Noble Laureates

NYU Stern has three Nobel Prize winners who are active on the faculty.

Michael Spence
2001 Nobel Prize Winner
William R. Berkley Professor of Economics & Business

Robert Engle
2003 Nobel Prize Winner
Michael Armellino Professor of Management & Financial Services
Director, Volatility Institute

Thomas Sargent
2011 Nobel Prize Winner
William R. Berkley Professor of Economics & Business
Xavier Gabaix has been awarded The Fischer Black Prize, considered one of the most prestigious awards among scholars in the field of Finance. Established in 2002 and awarded biennially by the American Finance Association, the prize is given to an individual researcher under the age of 40 for a body of original work that is relevant to Finance practice. As noted by the selection committee, Xavier has made many highly original contributions on a number of subjects in Financial Economics, notably on the level of compensation of corporate executives and behaviorally influenced decision making and its influence on asset markets.

Alexander Ljungqvist received the 2011 Ewing Marion Kauffman Prize Medal for Distinguished Research in Entrepreneurship. This award is also given biennially to a researcher under 40 years old, who has made a significant contribution to the literature in entrepreneurship.

Social Science Research Network rates NYU Stern #1 among the top 500 US business schools for new downloads of research within the past 12 months (May 17, 2011).

NYU Stern is the only business school in the world with three Nobel Prize winners who are active on the faculty.
Our Programs

- Undergraduate College
- Full-time MBA
- Langone Part-time MBA
- Executive MBA
- TRIUM Global Executive MBA
- PhD Program
- Executive Education
Our Programs
The Undergraduate College

Cutting Edge Curriculum
- Business + broad-based liberal arts
- Social Impact core
- #5 in *US News & World Report* (since 2004) for Best Undergraduate Business Education

Global Innovation
- More than half of students spend one or more semester abroad
- Through the Barr Family International Studies Program and the Business and the Political Economy degree, every student is ensured a global experience

Access to NYC
- Nearly 90% of students take advantage of local internships
- Cohen Arts & Culture Experience leverage city each week

Updated Fall 2010
Our Programs

The Full-time MBA Program

Customizable Coursework
- More than half of courses are electives
- Specialize in up to 3 areas out of 20+
- Study abroad or “Doing Business In…” programs

Real-world Learning
- Stern Consulting Corps
- Industry Mentoring Initiative

Recruiters Value Stern Students
- 130+ companies employed Stern MBAs in full-time roles in ’10-’11
- School of choice across industries
- Nearly 70% of graduates secure jobs through school resources (May ‘11 grads)

Our Collaborative Approach Sets Us Apart
- Community culture
- Cultivating world leaders
Our Programs
The Langone Part-time MBA Program

Best Reputation in the Country
- Consistently top ranked*

Unbeatable Flexibility
- Weeknights, weekends or Westchester options
- 2-6 year program
- Intensive courses over holiday breaks at Washington Square or abroad
- Ramp up or slow down as needed

*US News & World Report

We tailor our program delivery for working professionals
MBA Designed for Experienced Professionals

- Rigorous general management curriculum with broad choice of electives
- Multiple specializations, including finance and leadership
- Classes held Friday and Saturday every other week, over 22 months

Global Approach in a Domestic Setting

- Two global business core courses that take place in emerging markets
- All courses infused with a global focus

Accomplished Peers

- Average of 14 years of work experience
- Many students enter with an advanced degree
- Diverse industries and international backgrounds
Our Programs

The Global Executive Degree Programs

TRIUM Global Executive MBA
Top Ranked, Groundbreaking Alliance

- MBA degree issued jointly with HEC Paris and London School of Economics
- #2 in world in Financial Times ’11 ranking
- Modular format with unique global socio-economic and political context
- Senior level global executives, average age 40

Master of Science in Global Finance
Accelerate Your Global Finance Career

- Joint degree with Hong Kong University of Science and Technology (HKUST)
- One-year, modular program for fast-track finance professionals, average age 34
- Classes held in Hong Kong, Beijing and New York

Master of Science in Risk Management for Executives
Realize a Return on Risk

- Stern Master Degree
- Modular format with classes held in New York, Amsterdam and Hong Kong
- Senior level global executives, average age 40
Our Programs

The PhD Program

Research Prowess

- Resources of major research institution

Placement Record

- Graduates placed at top 50 business schools
- Ranked #8 in Financial Times ’12 rankings, measuring quality of placement

We develop candidates into productive and Influential scholars
Our Process

Our experiential programs overlay best practice on relevant faculty research, frameworks and tools. Participants leave with learning and new insights they can apply immediately to their challenges at work.

Open Enrollment Programs

Short two- to five-day programs in Management, Finance and Marketing and Innovation held at NYU Stern that provide just-in-time learning and minimize time away from the office.

Custom Programs

Highly tailored initiatives for senior executives and high potentials in global organizations that deliver measurable results.
Our Students
"The exposure to partners and to the heads of companies because we're in New York is just completely unprecedented"
April Wirtz, Full-time MBA, 2011

"I'm gaining skills that will enable me to become a better business leader."
Jennifer Langton, Executive MBA, 2012

"The professors are worth listening to for hours and days."
Oene de Hek, Executive Master of Science in Risk Management, 2011

"Stern has given me unparalleled opportunities to learn about business and society throughout the world"
Earl Roach, BS, 2012

"Having classes around the corner from my office makes juggling work, life and school feasible."
Teal Tigner, Part-time MBA, 2010
“Being only blocks away from Wall Street affords tons of unique opportunities and real-world learning experiences.”
 Scott Gamm, BS, 2014

“It feels as if Stern had busy executives like me in mind when they designed the [Executive MBA] program.”
 Joy Dellapina, Executive MBA, 2010

“The amount of diversity is one of the most unique things about Stern“
 Chirag Sadana, Part-time MBA, 2012

“I believe that TRIUM was a key in my becoming a CFO.”
 Pascal Bouchiat, TRIUM Executive MBA, 2006

“Being a part of such a large population of female business students [is] very empowering.”
 Kallie Glanville, Full-time MBA, 2010
Our Alumni

Composition

- More than 100,000 strong
- In 100+ countries
- Include more than 500 CEOs
- Enjoy life-long career services
Our Partners

Stern Provides

- Access to new ideas and top talent
- Education and training for current employees
- Convenient access to Stern community via NYC location
- Opportunities to enhance firm reputation and brand build

Companies Provide

- Research funding and data
- Recruitment opportunities
- Source of students and clients for executive programs
- Opportunities to enhance firm reputation and brand build
- Opportunities to cultivate focused alumni communities
- Funding support
“I recruit Stern MBA students because they…”

“Have a depth and breadth of academic training.”

“Have a good balance of technical and interpersonal skills.”

“Tend to be especially savvy in the business world.”

“Are passionate and real, and not just theoretical thinkers.”

“Able to understand the big picture, but also able to get dirty with details.”

“Are well-rounded individuals who understand the importance of teamwork.”

“Are humble and confident.”
Academic Excellence

Collaborative Community

Energy of a Global Hub

IQ + EQ

AN EDUCATION IN POSSIBLE