In his commercial real estate career, Faron Wiley negotiates daily with investors and tenants from Fortune 500 companies. "They're the companies whose products you see every day on the shelf at the grocery store," he explains. The MBA Program at the Jones School equipped him not only with financial training, but also the communication skills he needs. "Having to logically discuss my ideas with other highly intelligent people, then having to defend those ideas, prepared me well for real estate development," he says. As president of the Jones School Student Association during his years at Rice, Faron coordinated events and acted as a liaison among students, administrators, and faculty. "Because of the school's intimate size, I developed relationships that I've been able to maintain," he says. In teamwork and class work, fellow students motivated and inspired him. "There were many entrepreneurial thinkers in my class, and you feed off of that kind of energy," he says.

HIS CAREER WITH THE TRAMMELL CROW COMPANY HAS GIVEN FARON WILEY '91 EVEN GREATER APPRECIATION FOR THE DIFFERENT PERSPECTIVES HE GAINED FROM HIS FELLOW STUDENTS AT RICE.

FARON WILEY, RICE MBA '91; INVESTMENT SALES REPRESENTATIVE, TRAMMELL CROW COMPANY, HOUSTON











WHO WE ARE, WHERE WE'VE BEEN

THERE'S NO SUCH THING AS A TYPICAL JONES SCHOOL STUDENT.

Every person enrolled in the MBA program is intellectually strong and highly motivated to excel. This is an environment where professional, cultural, and geographical diversity is nurtured, where global perspective thrives.

You'll be exposed not only to students from other nations but also to faculty with an exceptional depth of professional and personal international experience. Numerous alumni, too, have built international careers. Visiting speakers—including the most famous names in global news—enlarge your world view through events at Rice's James A. Baker III Institute for Public Policy and other on-campus activities.

Size of Entering Class 132
GPA Range (mid-50%) 2.86–3.45
GMAT Range (mid-50%)590-660
Age at Admission (mid-50%) 25–29
Average Years of Work Experience 5
International 18%

CLASS OF 2000 AT A GLANCE

 Business/Economics
 44%

 Engineering/Science
 39%

 Liberal Arts/Other
 17%

Male/Female ----- 74/26%

Undergraduate Majors

"OUR CLASSES WERE VERY INTERACTIVE, AND THERE WAS A TREMENDOUS BREADTH OF WORK EXPERIENCE AMONG MY CLASSMATES."

Doug Foshee, Rice MBA '92; Chairman, President, and Chief Executive Officer, Nuevo Energy Company

"THE JONES SCHOOL'S
EMPHASIS ON
LEADERSHIP AND
COMMUNICATION
SKILLS IS A MAJOR
ASSET. THESE SKILLS
ARE EXTREMELY
IMPORTANT FOR
MBAS AND WILL HELP
US DIFFERENTIATE
OURSELVES."

Todd Anderson, University of California at Berkeley BS '92, Rice MBA 2000

CHINA

HOW DO INVESTMENT BANKERS OPERATE IN SOUTH AMERICA? HOW DO MARKETING EXECUTIVES APPROACH THEIR CHALLENGES IN CHINA?

AT THE JONES SCHOOL, YOU'LL DISCOVER A WHOLE NEW WORLD OF PERSPECTIVES, WHETHER YOU'RE FROM THE U.S. OR ABROAD.



After working three years as a finance manager for Unilever in her native Shanghai, Ling Yang came to Rice because she wanted to enlarge her global perspective. "Of course, people in China know Rice University, along with Harvard, Stanford, and Berkeley," she explains. She has not been disappointed. "The Jones School is very friendly, and the dynamics here are very good," Ling says. "The teamwork was excellent, and my classes have given me a lot of knowledge of business concepts that is really helpful." Ling is using the concepts she's learned in her position as an associate with Sonat in Houston. Her ultimate goal is to facilitate business exchange between the U.S. and China. "For a person with the experience I'm gaining, the global market is the way to go," she says.

LING YANG Rice MBA '99 Nankai University, China, BA '94 MEXICO



After earning his business degree at a large university in Mexico, Patricio Valdes wanted an MBA from a U.S. school that excelled in finance. Rice suited this need and has provided the added benefits of other important skills. "We've had some great first-year core classes, and I like the new module system because you learn a little bit about everything," he says. As an international student, he particularly appreciated his communications course. "I've learned how to make presentations, which are very different here, and to speak in public and write with better business English," he says. He tested his business and communication skills as a summer intern with the Banco Nacional de Mexico in Houston. Patricio notes that his classmates hail from as many as 15 different countries. "One of the most important things you get out of an MBA is the relationships you make with your classmates, and here you get to meet everybody," he says.

PATRICIO VALDES Rice MBA 2000 Universidad de Monterrey, Mexico, BBA '97 BELGIUM



"With the experience I'm getting at Rice, I'll get a jump start on everybody else in Europe," suggests James Vanreusel. "You learn an incredible amount here, and the learning is fun." James also spent 20 hours a week on the campus tennis courts as a member of the Rice University tennis team, and he appreciated being able to play outdoors during the city's mild winters. "There were so many different nationalities represented, not only at the Jones School, but in Houston in general. As an international student, it's nice to know that you can always feel at home that way. The International Student Office staff members were very helpful," he adds. James now works in institutional sales for Montgomery Securities, a division of Bank of America, in San Francisco.

JAMES VANREUSEL Rice MBA '99 University of Kent,

United Kingdom, BA '96

RUSSIA



A mentor she met while working for Coca-Cola's marketing department in Moscow encouraged Katya Stevlingson to earn her MBA at Rice. She liked the school's low studentto-teacher ratio, then discovered another major benefit after she arrived: Rice's commitment to building a world-class MBA program. "We have so many new professors from Stanford and Harvard," she says. "And interviewing for summer internships, I've discovered how much recruiters value the Rice program." Katya also appreciates the marketing experience she gained through her Action Learning Project with Compaq Computer Corporation and her summer internship with Reliant Energy. And she likes Houston's temperate climate. "I'm very into the outdoors. Here, I live right next to the bayou and a trail that goes through the whole city," she says. "It's been wonderful; I can play tennis and bike even in the winter."

KATYA STEVLINGSON

Moscow State Pedagogical University, BA '96 Moscow State University of Modern Business, Russia, BBA '97; Rice MBA 2000

BRAZIL



INTERNATIONAL
CLASSMATES MAKE
UP 18 PERCENT
OF THE STUDENT
BODY, REPRESENTING MORE THAN
23 NATIONS.

SHARING

Worlds

"Rice has more than met my expectations," says Paulo Medrado, whose concentrations are finance and MIS. "All the projects are very real, not just from books. We really get a better view of what business issues are." Paulo is especially excited about the experience he gained during his Action Learning Project with Compaq Computer Corporation. "It's crucial for me to be exposed to the American commercial environment," he explains. "I worked on a global strategy project for the Servers Division, defining when products should be customized to local markets. It was a very interesting challenge." He translated his experience in the Action Learning Project into a summer internship with Compag. Paulo enjoys all aspects of the teamwork required by Rice's MBA program. "Because English is my second language, I am comfortable contributing my ideas in smaller groups," he says. "Rice's team projects enable you to work with different people, learn how to organize your meetings, and really learn how to work in groups."

PAULO MEDRADO

Universidade Catolica Do Salvador, Brazil '91 Rice MBA 2000









Top: Student club officers plan next meeting.

Middle: Guest speaker Curtis Graves, Special Assistant for Executive Development in the Office of Equal Opportunity Programs at NASA Langley Research Center, talks to Jones School students before a lecture.

Bottom: Jones School students volunteer with Habitat for Humanity to build houses.

STUDENT ORGANIZATIONS

EXPLORE AN INDUSTRY. HONE YOUR SKILLS.
JOIN THE ACTION.

A number of student organizations enliven the Jones School atmosphere. Take your pick:

- The Jones Student Association promotes interaction between students, the academic community, the business community, and alumni while providing opportunities for students to develop leadership skills.
- The Finance Club focuses on the wide-ranging and exciting field of finance, with activities and meetings that provide opportunities to learn more about financial careers, issues, and resources.
- The International Management Society provides opportunities to develop the relationships, skills, and knowledge that advance a successful career in the four C's of international business: commerce, culture, career, and communication.
- The Marketing Club provides a networking forum for students interested in pursuing marketing careers upon graduation.
- The Management Information Systems Club fosters the understanding of information technology issues among business students and helps members develop specific skills.
- Rice Investment Club Extraordinaire (R.I.C.E.) members learn investment principles and invest partnership money in three principal U.S. stock markets focusing on high growth stocks.
- The Paper provides an entertaining forum for students to express their opinions about events inside and outside of the Jones School.

"I WAS INSTANTLY IMPRESSED WITH MY FELLOW STUDENTS. NOT ONLY WERE MY PEERS GIFTED INTELLECTUALLY, **BUT ALSO THE** RANGE OF BACK-**GROUNDS AND EXPERIENCES MADE** FOR A DYNAMIC LEARNING ENVIRON-MENT. THE FRIENDSHIPS I'VE MADE AT THE JONES SCHOOL ARE SURE TO LAST A LIFETIME."

John Spurrell Rice MBA '99; Senior Management Consultant, Ernst & Young

"OF ALL THE SCHOOLS I'VE BEEN IN-AND I'VE BEEN IN SOME REALLY STRONG INSTITUTIONS-I HAVE THE MOST LOYALTY TO RICE. PROBABLY BECAUSE THEY TAKE SUCH GOOD CARE OF THEIR STUDENTS THEY VALUE YOU SO MUCH. AND DO EVERYTHING WITHIN THEIR MEANS TO HELP YOU THROUGH THE PROCESS."

Robyn O'Brien, Rice MBA '98 Equity Analyst, AIM Capital Management

WHAT TO EXPECT:

A DAY IN THE LIFE OF A JONES SCHOOL STUDENT

7:30 A.M.

It's mid-January, and you hear on your clock radio that it's going to be another beautiful, 70° day.

8:00 A.M.

You check your e-mail: A classmate sends input for her portion of the team presentation for the Operations Management core class. The Career Planning Center invites you to a career panel luncheon/discussion next week with executives from several international banking firms. The Marketing Club needs volunteers to help a local theater group organize its season ticket campaign.

9:30 A.M.

A five-minute drive to Herring Hall on the Rice campus, then a meeting with Professor Deborah Barrett, the managerial communications instructor, to discuss that report on the impact of nuclear arms sanctions on U.S. businesses operating in India. Afterward, you drop in to say hello to Professor Sanjay Sood, your marketing core course instructor from last semester.

10:30 A.M.

An Action Learning Project team meeting. You've already had an orientation meeting on-site at your host company's offices. Laptops in tow, the six of you regroup today in the student lounge to discuss your perception of the challenge at hand, consider individual responsibilities, and coordinate your schedules for the upcoming research portion of the project.

NOON

Adjourn to El Meson, a Cuban restaurant nearby in the Village, for lunch.

1:00 P.M.

Prepare for an upcoming summer internship interview with a Swiss banking company, made possible through a connection with a Jones School alumnus. At the Business Information Center at Herring Hall, you log on to the Internet to bring yourself up-to-date on the company, then check out what's happening with the stocks the Jones School's investment club has purchased.

2:00 P.M.

A core class in Organization Theory and Change Management. Today, Professor Geoff Love opens a case discussion of a locally head-quartered software development firm's merger with a global conglomerate. The company's CEO is present, and she offers a candid assessment of the challenges of marrying two very different corporate cultures.

4:00 P.M.

Your International Marketing Management elective class is getting down to the nitty-gritty today, as Professor Piyush Kumar assigns you and your classmates to case method study teams.

Your group gets a plum assignment: You'll create a marketing plan for a major retailing company's expansion into five South American cities.

5:30 P.M.

The temperature outside is still divine. You head out for a jog along the scenic track that surrounds the campus.

7:00 P.M.

It's a Thursday, the week's last day of classes, so there's a "partio" underway on the Herring Hall patio. That means a free supper of pizza and beer. Today's sponsor is Chase Bank, and they've sent a dozen representatives to mingle. You're introduced to the company's leading investment banker.

8:00 P.M.

A free concert on campus at the Shepherd School of Music. It's a must-hear event, because last week, while working out at the Rice gymnasium, you met two of the cellists who will be performing their spring recitals.

10:00 P.M.

Home again, where you delve into a stack of corporate annual reports to prepare for Monday's finance class, then scan the newspaper for weekend entertainment possibilities: Will it be the musical hit *Ragtime* at Jones Hall, Houston Ballet's *Peer Gynt* at the Wortham, or just a laid-back Saturday on the beach in nearby Galveston?

