Sabancı MBA

Sabancı University
SABANCI SCHOOL OF MANAGEMENT

AACSB accredited

Sabancı School of Management is accredited by AACSB.
AT THE CENTER OF AN EMERGING ECONOMIC REGION, YOUR STRATEGIC INVESTMENT FOR AN INTERNATIONAL CAREER...

Sabancı School of Management is the only strategic partner of MIT Sloan School of Management in Southeast Europe and the Middle East.
Congratulations!

You are now one step away from making one of the most important career decisions of your life, to earn an MBA. When making this decision you will have the opportunity to integrate practice and theory through opportunities for learning in action. You will get the chance to have a demanding, high-intensity program that builds confidence, develops essential managerial skills. Sabancı MBA will prepare you for operating in a globalized economy by helping you to set appropriate goals, work towards and achieve challenging goals. We look forward to welcoming you to our Sabancı MBA family.

Prof. Füsun Ülengin
Dean, Sabancı School of Management

An MBA Program Linked with the Business World ...

Because how you earn your MBA degree matters. The ability to transform structured learning into practice, the core concept of Sabancı MBA, is what gives you that professional head start in dealing with real world challenges. With the unique Company Action Projects (CAP) concept, you and your team will take on an actual project of a leading company. Alternatively, our dual-degree collaborations with MIT Sloan School of Management and MIT-Zaragoza Logistics Center might appeal to your aspirations.

Going through the Sabancı MBA experience, you will feel the joy of creating real value and gain practical experience before graduating – allowing you to ... GRADUATE AS A PROFESSIONAL
THE INTERNATIONAL

MBA-MIT SLOAN
M.S. in MANAGEMENT STUDIES
DUAL DEGREE

ENTRY REQUIREMENTS
Sabancı MBA students are eligible to apply to the Sabancı MBA-Sloan M.S. in Management Studies dual degree program at the end of their first semester. Interested students are encouraged to apply to the Sabancı MBA Program first.

HIGHLIGHTS OF THE PROGRAM
Study one year at Sabancı MBA and one year at MIT M.S.MS program
Receive two diplomas
Internship in the summer after first year
One year employment opportunity in the US with student visa
Benefit from the networking and alumni clubs of both schools

“One of the main motivations I had when applying to Sabancı University MBA program was the chance to study at MIT during the second year. I was lucky to be admitted to MIT. Before going to MIT, I knew that it is definitely a privilege to be part of this ecosystem. However after a few months, I can easily say that it exceeded my expectations with its world renowned academic staff, course structure, and unlimited number of opportunities outside the classroom. This experience is worth a lifetime. As an Industrial Engineering graduate from Sabancı University, and also current MBA student, I can say that I was given necessary education and experience to cope with every kind of difficulty at MIT, and I want to say thank you to all my professors and the staff at Sabancı University who encouraged me throughout the process and make this dream come true.”

Deren Gürsel
Sabancı MBA, Class of 2013
MIT Sloan School of Management MSMS Dual Degree, Class of 2013

“As a leading educational institution in an exciting and rapidly developing region, Sabancı University was an excellent choice for MIT Sloan’s first collaboration in Eastern Europe and the Middle East. We are honored to have the opportunity to engage with Sabancı’s outstanding faculty and students with the shared and mutually beneficial goal of transforming global management practice.”

Prof. David Schmittlein
John C Head III Dean, MIT Sloan School of Management
“When I first came to Zaragoza to start my one-year journey in MIT-Zaragoza Logistics program, I had mixed feelings. On one hand, I was excited that I would be studying at a very prestigious program that would improve my knowledge on supply chain management and that I would be meeting new people who would provide me valuable networking opportunities in the future. On the other hand, I was heart-broken that I was leaving my friends and university behind which I had many wonderful memories. Now, after surviving 4.5 months, I see that this experience is unique and one that I will value forever. During past 4.5 months, I learned so many new things that have prepared me for my future career. I have so many different friends from all around the world that I enjoy studying and having fun. There were times that I was under enormous stress and pressure due to high course load and unending projects. Nevertheless, as time passes and I leave each of them behind, I see that they prepare me for real business world and all of them can be handled with necessary motivation. Furthermore, living in a city that hardly speaks English, I improved my personal and language skills. It is a program where challenge meets fun. I still miss my friends in Sabanci University and will be happy to meet with them at graduation when we are all ready to take on the business world.”

Okan Balaban
Sabancı MBA, Class of 2013
MIT Zaragoza ZLOG Dual Degree, Class of 2013
Executive Director’s Message

Thank you for your interest in Sabancı MBA Program. You may have many choices and choosing an MBA program can be an overwhelming experience. Sabancı MBA combines the practice and theory of management, giving graduates incentives necessary to make informed career choices and the sufficient skills and experience to apply what they have learned in the program when faced with the responsibility of managing people and organizations.

Sabancı MBA program distinguishes from its counterparts in various ways: primarily our motto is “Learning by Doing”. Program structure is based on gaining experience while attending program through Company Action Projects (CAP), “Executive-Insights”, internship component, MBA Club activities, guest speakers and more. Sabancı MBA offers you summer exchange opportunities in the leading business schools in Europe, America and Asia without any additional cost.

Moreover, we offer you dual degree opportunities at Massachusetts Institute of Technology (MIT) Sloan School of Management and MIT Zaragoza Logistics Center. We attract a diverse body of international student body and our graduates are sought by the best companies from a variety of sectors.

If you want to be a part of the new generation of global leaders who will direct the future of business, we encourage you to apply to Sabancı MBA.

Yusuf Soner, PhD
Executive Director of Professional Programs, Sabancı School of Management

CURRICULUM and FACULTY

CURRICULUM

Sabancı MBA is a 16-month intensive program integrating course work, skills development, and real-world experience. Our MBA Program is specifically designed to address the needs of students with little or no business experience from a variety of academic backgrounds.

While delivering solid fundamentals, the program emphasizes the development of business skills through various complementary activities. Sabancı MBA experience is crowned with the Company Action Projects which provide the students with valuable business experience.

FACULTY

The core faculty, with a solid academic background as well as pre-Sabancı practical experience from various industries, are the key force behind teaching and research at Sabancı MBA. The network and practice faculty bring complementary perspectives in various disciplines and add to the diverse learning experience.

95% of the faculty members have their PhDs from top universities in North America and Europe and the remaining from top universities in Turkey.
Sabancı School of Management

Academic Director’s Message

At our Sabancı MBA program, we strive for excellence. Teamwork, result-oriented focus, presenting every student with an opportunity for personal development and helping students achieve their full potential are the main tenets in our new and innovative 16-month program. We blend theory and practice, local applications and global mindset, learning and doing. Our close relationship with the business world helps our students keep in touch with the “practical” side of “doing” things. If you want to gain the necessary knowledge and skills to embrace the challenges of the business world, we would like to invite you to apply to our MBA program.

Burcu Taşoluk
Academic Director of Sabancı MBA

PRACTICE ORIENTED PROGRAM

Company Action Projects

A unique aspect of Sabancı MBA is the Company Action Projects (CAP), which are conducted by student teams in the final semester of the program. The real business experience and networks gained through CAP will give you not only a competitive advantage in the job market, but also help you enter a fast promotional track in your first job. The “client” companies participate in CAP not only to contribute to the educational mission of our program, but also because they see real value in our students’ work. Over the years, many projects have been completed successfully in a wide range of companies and provided a distinct value both for our students as well as the partner companies.

“It takes a great deal of self evaluation and determination to earn AACSB Accreditation, and I commend Sabancı University for its dedication to management education, as well as its leadership in becoming the second university in Turkey to earn accreditation.”

Jerry Trapnell
Executive Vice President and Chief Accreditation Officer of AACSB International
“To apply the knowledge gained in business school into practice is the biggest challenge for a business student. Sabancı CAP allowed us to face that challenge in the Turkcell Corporate Contact Center Cost Reduction Project.

The project was an extremely valuable business experience in terms of understanding the telecommunication sector, observing the decision making processes and cooperating with the other departments and people. Since it also helped us to expand our professional network, I think my CAP created important opportunities for my future career as well.”

Gamze Güldoğan  
MBA Class of 2013  
CAP Project: Operations: Reducing the costs of contact centers, Turkcell  
Non-Corporate Credits Marketing Specialist  
Odea Bank

“As a leading communication and technology company, responding to the changing business conditions and the dynamic structure therein, Turkcell also has the mission to increase mutual interaction through “university–industry collaborations” and add value to its business. Being aware that the growing young generation will shape our future, our goal is to discover promising university students and bring new ideas to our business by joint projects and programs. Sabancı CAP is one of the leading programs that brings both students and faculty into real business life and ensures added value.

We as Turkcell, are very proud to be a partner company of the Sabancı CAP Program. Every year not only Turkcell but also other Turkcell Group Companies are involved in new projects and we can say that our expectations from the projects are getting higher and higher each year.”

Güliz Şenok  
University Relations & Senior Digital Content - Partner Relations Manager  
Turkcell Academy
BRIDGING THE PRACTICE THEORY GAP

Internships and Exchanges

Students are required to continue their professional development by having at least one internship or one international exchange before they start their final semester. Our Career Services Office helps students in their search for summer internships. In addition, Sabancı University has developed excellent relationships with many universities in Europe, the United States, Asia and Africa where students have the opportunity to attend exchange programs. As a result, 83% of Sabancı MBA students participated in exchanges during Summer 2013.

Sabancı MBA Exchange Agreements

ASIA
National University of Singapore, SINGAPORE
Nanyang Technological University, SINGAPORE
Yanshan University, CHINA
IIM Kozhikode, INDIA

UNIVERSITY OF AMERICA
Babson College, USA
Pepperdine University, USA
University of Florida, USA

EUROPE
Copenhagen Business School, DENMARK
EM Lyon Business School, FRANCE
ESCP Europe, FRANCE
Leipzig Graduate School of Management, GERMANY
Universitat Duisburg-Essen, GERMANY
Alba Graduate Business School, GREECE

AFRICA
Nile University, EGYPT

MBA Club

The ultimate goal of the Sabancı MBA Club is to make a lasting contribution to the Sabancı School of Management. Our mission is to help our members to become confident, skilled managers who are ready for the business life. To this end, we provide opportunities to practice their leadership skills; improve our members’ teamwork skills; help our members determine their career goals as well as allow them to understand the demands and expectations of the business world.

For several years we have been organizing various activities including the MBA Forum, Company Visits, Marketing Talks, Finance Talks, Social Media Summit, Executive Insights, Social Responsibility Projects and Alumni Day in order to be one step closer to achieving our mission.
Coca-Cola İçecek International Student Scholarship

Coca-Cola İçecek (CCI), Turkey’s largest beverage company, supports international students to attend our MBA program. To be eligible, the candidate must be a citizen of Kazakhstan, Azerbaijan, Kirgizstan, Jordan, Pakistan or Ukraine. CCI International Student Scholarship is the most comprehensive scholarship available at the Sabancı MBA program. It includes full tuition waiver, a monthly stipend and it provides free accommodation for 10 months, textbook support and travel support each year. The recipient of the scholarship is expected to have a summer internship at CCI Turkey and then work at Coca-Cola for a certain period after graduation.

“[…] The Coca-Cola Scholarship is one of the most ideal scholarships available for any MBA program throughout the world. All the expenses are paid for and the student has a guaranteed shot to work for two years in one of the best companies in the world. The experience so far has been both exciting and exhilarating. I would strongly recommend all potential Sabancı MBA applicants to apply for this scholarship.”

Mohsin Iqbal Ghaziani
Sabancı MBA, Class of 2015

“The Coca-Cola scholarship is a great opportunity to gain an MBA degree at Sabancı University. It also grants the chance of secured and exceptional career start with one of the most largest and most distinguished firms. All of my expenses are covered by the scholarship, so I am having the convenience of easily concentrating on my studies here. The summer internship is another plus that provides the recipient with access to the real corporate life before graduation. All in all, the privilege of becoming part of amiable Sabancı and Coca-Cola Family initially is exciting.”

Elnur Aliyev
Sabancı MBA, Class of 2015

“The ten-year vision of Coca-Cola İçecek and the vision of Sabancı MBA greatly overlap. One of CCI’s goals is to develop and maintain a pipeline of diverse talents for a strong leadership bench. In this respect, with a bold and innovative decision to attract and retain young talents from many countries, we take part in such a precious program.”

Alper Tokalp
Sabancı Executive MBA Class of 2002
HR and Strategic Corporate Development Director
Coca-Cola İçecek, Istanbul
CAREER PLANNING and DEVELOPMENT

Making the right career choices requires a solid understanding of one’s personality, motivators and competencies vis à vis available opportunities. Starting from the first year, Sabancı MBA helps students understand themselves and the business environment so that they can make informed career choices.

NETWORKING

At Sabancı MBA, students quickly realize the value of networking in becoming successful and well-connected managers of the future. They are offered numerous opportunities throughout the program to create lasting bonds with fellow teammates and alumni as well as connections with around 150 visiting professionals and executives.
“Sabancı MBA was a big opportunity to start my path in the corporate world. With those skills and knowledge I learned in the program, I was feeling confident and well-prepared from the very first day at the company I am working now (Coca-Cola İçecek).

At the end of the program we not only received theoretical knowledge, but also what is more important in business life, we gained a lot of so-called soft skills. The program is designed in the way that while you are learning you are put into conditions that eventually make you learn team work, communications, stress and time management, presenting ideas to your peers, etc. Consequently, Sabancı MBA is great challenge to develop yourself not only professionally but personally as well.

As an international student I must say that it was the perfect place to study abroad. Very comfortable conditions and extremely helpful personnel at the School of Management helped me to feel at home.

I was very excited to receive the Coca-Cola İçecek scholarship. Now I can see that getting my MBA at Sabancı and then applying my knowledge and skills at Turkey’s largest beverage company is a perfect start of business career and great opportunity for further growth.”

Oleksandra Paziuk
Sabancı MBA, Class of 2013
Marketing Operations Specialist
Coca-Cola İçecek

“Sabancı MBA program has a well balanced focus on academics as well as practical managerial approaches that are essential for success in modern business. With a curriculum and a group of professors that are endowed with both knowledge and industry experience, Sabancı MBA not only teaches you the theories, but also their application. But the best aspect of Sabancı MBA in my opinion is that it asks you to assess and challenge yourself through projects, CAP (Company Action Project), exams and even with social activities of the MBA club. This gives you a drive and a hunger for accomplishment and success that is vital for a glowing career.

I arrived in Turkey in September 2011 with nothing but hopes and dreams. Today I am a part of one of the biggest corporations of the planet; I have found, in a new country, many friends for life among my classmates; and I can proudly associate myself to one of the leading universities of the country. For all this I thank Sabancı MBA Program, and I invite you all to have the same wonderful experience that I had.”

Syed Waqas Qadri
Sabancı MBA, Class of 2013
Former Treasurer of SU MBA Club
International Operations Financial Analyst
Coca-Cola İçecek
Social And Cultural Activities And Student Clubs

Sabancı University supports extracurricular activities that enhance students’ social and cultural skills as well as their creative abilities. There are large numbers of student clubs including the MBA Club, Economics and Management Club and Young Entrepreneurs Club.

Sports Facilities

The campus has a multi-purpose sports hall which includes a basketball/volleyball court, squash courts, a cardio-fitness hall, two aerobics halls, a table-tennis hall and a climbing wall. There is another sports hall on campus with a tennis court and a basketball court that is also suitable for playing volleyball, handball, badminton, and table tennis.

Information Technology (IT) Services And Laptop Computer

Sabancı University provides each student with a laptop computer. Access to the Internet and local network can be obtained through cabled and wireless systems widely available throughout the campus. Instructional support and a permanent e-mail address are also supplied to all students.

The Information Center (IC)

The Information Center has a large collection of books, e-books, multimedia resources, more than twenty thousand print and electronic journals and 57 CD-ROM and online databases. These databases include management and business specific ones such as Ebsco-Host and ISI Emerging Markets database.

Dormitories

Sabancı University dormitories currently accommodate more than 70% of the students. The university offers two- and four-bed accommodations with the necessary utilities. Students residing at the dormitories have their own personal telephones, voice mailboxes, and network connections. There are additional apartments close to the university, which are available for graduate students.
**Health Facilities and Private Health Insurance**

Students enrolled in degree programs have access to the health services offered by the University. A doctor and a nurse are on staff, with an ambulance service, available 24 hours a day, 7 days a week. In addition, students enrolled at the University receive a comprehensive health insurance paid for by the University.

**Transportation**

Regular shuttle services are provided between Istanbul and the campus. The departure and arrival points in the city are Taksim, Kadıköy, Sabiha Gökçen Airport, Üsküdar, Anadolu Hisari/Kavacık, Mutlukent, Bakırköy, İzmit and Viaport Shopping Center. Information regarding the transportation schedule is available at the University’s website. Public transportation is also available between Campus and nearest metro station.

**The Sabancı University Performing Arts Center**

**Make Time For The Arts**

The Sabancı University Performing Arts Center aims to contribute to the rich cultural life of Istanbul, particularly to the city’s Anatolian side, and provide cultural services to the University’s students, staff, and all art appreciators in the region. The center’s goal is to become a prestigious performing arts center renowned for its quality. The center has a world-class acoustic design making it an ideal venue for art performances such as operas, theater plays and concerts. In a typical week, the center offers three different events enhancing the quality of life of the entire community.
GRADUATE AS A PROFESSIONAL