

BACHELOR OF BUSINESS ADMINISTRATION

For Transfer Applicants



**When you come to Michigan Ross,
you don't just learn how to do business,
you learn how to change it for the better.**

You join a purpose-driven community that helps transform your individual passions and goals into the kind of change that makes a lasting impact. You turn bold ideas—like creating a startup to improve water quality in Pakistan, or reimagining what sustainability can look like on campus—into realities through an incredible network of resources, faculty, and alumni who offer boundless support. This is where you put theory into practice. This where the budgets are real, the stakes are high, and the opportunities, unparalleled. This is where you transform business from the inside out.

You're going to love being part of the University of Michigan community. Welcome to Wolverine country.



Legend has it you'll fail your first exam if you tread on the brass Block M in the center of the Diag. Do you really want to chance it?

Big Network:

611,000+
U-M alumni

51,000+
Ross alumni in 98 countries

The Big House:

Also known as Michigan Stadium, it's the largest stadium in the U.S. and home to the U-M football team.

HAIL:

Not the precipitation. See below.



Hail! to the victors valiant Hail! to the conqu'ring heroes Hail! Hail! to Michigan the leaders and best Hail! to the victors valiant Hail! to the conqu'ring heroes Hail! Hail! to Michigan, the champions of the West!

Go Blue!

Preferred salutation upon encountering other students, alums, or fans.



What to Wear:

An ensemble of maize and/or blue is always a good choice. Wear block M ties, socks, jewelry, watches, or cuff links.

Paint your face for football Saturdays.

What Not to Wear:

Red. Green. Enough said.



Public University in the U.S.

2020 QS World University Rankings

UNOFFICIAL MASCOT:

*Squirrels.
All of them.*

HAIL *Go Blue?* YEAH.

Reasons to Choose Michigan Ross

U-M #6 best values in public colleges
-Kiplinger 2019

2 of 3 U-M undergrads receive financial aid

97% of Ross BBAs received a job offer within 3 months of graduation

\$634.6M scholarships & fellowships awarded to U-M students

15:1 U-M student to faculty ratio

275+ U-M degree programs

FIND YOURSELF IN GOOD COMPANY.

Be part of a diverse community united by a desire to make a difference. Be inspired to do more and explore problems from new angles alongside inclusive, collaborative, and exceptionally bright peers from many backgrounds. Together you might work on a business plan for a nonprofit, compete in our annual Michigan Business Challenge, or help manage our student-run social venture fund. Your peers will push you to better yourself, your community, and the world.

3,200+

Ross students

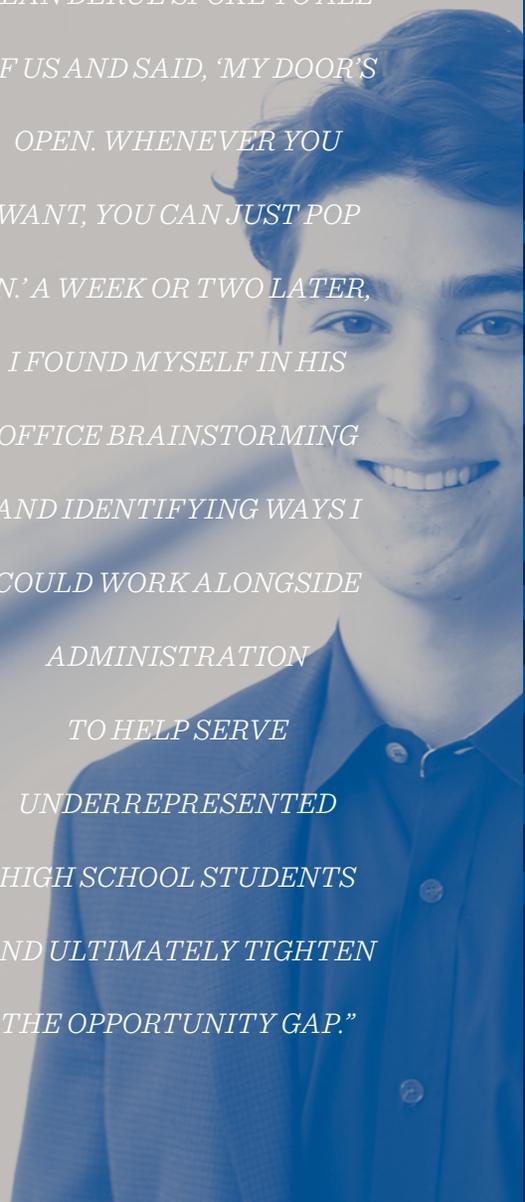
625

in one BBA class

BBA TRANSFER STUDENT PROFILE

3.87	Average College GPA
166	Number of Applicants
28	Number Admitted
14	Community College Admits
83%	In-State Attending

Reflects incoming transfer students in 2020



“AT ONE OF MY SOPHOMORE ORIENTATION EVENTS DEAN DERUE SPOKE TO ALL OF US AND SAID, ‘MY DOOR’S OPEN. WHENEVER YOU WANT, YOU CAN JUST POP IN.’ A WEEK OR TWO LATER, I FOUND MYSELF IN HIS OFFICE BRAINSTORMING AND IDENTIFYING WAYS I COULD WORK ALONGSIDE ADMINISTRATION TO HELP SERVE UNDERREPRESENTED HIGH SCHOOL STUDENTS AND ULTIMATELY TIGHTEN THE OPPORTUNITY GAP.”

WALKING THE WALK

We don't just talk about making an impact—we make one.

ROSS BBA STUDENTS HAVE GONE ON TO:

- › Creating technology to fight food insecurity
Jack Griffin, BBA '19 | FoodFinder
- › Invent an alternative bicycle power source
Adam Hokin, BBA '19 | PedalCell
- › Launch a chemical-free beauty product line
Hunter Phelps, BBA '21 | Terry Lu Naturals
- › Create a nonprofit addressing third-world sanitation crises
Sonny Khan, BBA '20 | Paani
- › Create sustainable animal feed that reduces waste
Eric Katz, BBA '17 | Kulisha





LET'S DO BUSINESS.

There's logic behind the phrase "do business." It's an active process — just like our curriculum. Leave Ross with real experience you'll use to make an impact right away. The Michigan Ross curriculum throws you right into the action, excitement, and risk inherent in business. You'll analyze strategy, embrace new perspectives, apply business concepts, pursue electives tailored to your interests, oversee projects, and build connections between business and society. After all, you don't come to Michigan Ross to be a spectator. You come to be a leader.

THE FIXED CORE:

Sophomore Year

FALL

- › Business Foundations
- › Businesses & Leaders: The Positive Difference
- › Financial Accounting
- › Business Analytics & Statistics

WINTER

- › Intro to Business Communication
- › Managerial Accounting
- › Business Strategy
- › Begin the floating core

Junior Year

FALL (INTEGRATIVE SEMESTER)

- › Communication Strategies
- › Business Law & Ethics
- › Behavioral Theory in Management
- › Operations Management

WINTER

- › Continue the floating core and electives at Ross or study abroad

Senior Year

FALL

- › Corporate Strategy
- › Complete the floating core
- › Electives

WINTER

- › Capstone course
- › Electives

In business, you'll work alongside people who are different from you — in terms of race, geography, personality, income, talent, gender identity, and disability status. The Identity & Diversity in Organizations requirement, which is integrated throughout the fixed core, prepares you to leverage these differences to foster innovation and success.

THE FLOATING CORE:

While most of your required core business courses are taken at set times, floating core classes can be taken anytime between the winter of your sophomore year and fall of senior year.

- › Applied Economics
- › Financial Management
- › Marketing Management
- › Business Information Systems

CURRICULUM THEMES

- › Coaching and Advising
- › Foundations
- › Global Experiences
- › Leadership
- › Positive Business
- › 360° Thinking
- › Learn by Doing: REAL.
- › Identity & Diversity in Organizations

36%

Ross undergrads pursue a dual degree or minor

100+

Ways to make a social impact

PROFESSOR DAVID WOOTEN
Alfred L. Edwards Collegiate Professor, University Diversity
and Social Transformation Professor & Professor of Marketing

*“ROSS STUDENTS
ARE INCREDIBLY
SMART, HIGHLY
MOTIVATED, BUT
MORE IMPORTANTLY,
I THINK JUST
AS CONCERNED
ABOUT MAKING A
DIFFERENCE AS THEY
ARE ABOUT MAKING
A DOLLAR.”*

**LET'S
GET
REAL.**

▶ The world is ready for you—your ideas, passions, the changes you'll make.
With action-based learning, you'll be ready for the real world.

Want to start a game studio? Consult for a nonprofit company? Manage a real estate investment fund? There's no time like the present. At Ross, you can start, advise, lead, and invest in real-world businesses right away. We call this Ross Experiences in Action-Based Learning – REAL.

REAL | ROSS EXPERIENCES IN ACTION-BASED LEARNING

REAL.START

Ross is an entrepreneurial paradise, with unparalleled support for your new business idea. Gain access to feedback and funding through competitions, courses, workshops, internships, and more.

REAL.ADVISE

Have you ever wanted to tell the likes of Cummins and U-M Athletics how to run their business? That's exactly what you'll do in our Capstone MAP course, just one example of how you can apply everything you've learned to complete a real-world project.

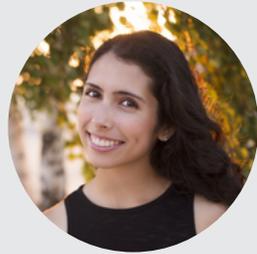
REAL.INVEST

Determine your appetite for risk—and reward—by getting involved with one of four student-led investment funds overseeing millions of dollars. Areas of focus include social impact and early stage ventures.

REAL.LEAD

Go beyond simulations and lead a real business or student organization. Responsibilities are real, expectations are high, and it's up to you to deliver. Can you handle the pressure?



**FACT:**

You're going to be more successful if you love what you do.

Find what you love. Do that.

"RIGHT WHEN CLASSES STARTED I ATTENDED THE MEET THE CLUBS EVENT AND SIGNED UP FOR THE ACCOUNTING CLUB. FAST FORWARD AND I AM NOW PRESIDENT OF THE CLUB AND INVOLVED IN VARIOUS OTHER ACTIVITIES. DON'T LET YOUR FEARS OF NOT BEING GOOD-ENOUGH GET IN YOUR WAY."

Electives and activities outside of class let you explore the areas of business that speak to you. Ignite your passion in courses such as Digital Marketing, FinTech Innovations, Advanced Analytics For Management Consulting, Strategies for Sustainable Development; or get involved with one of our many centers and institutes focused on specific business topics.

JOIN THE CLUBS

Find what inspires you and put your leadership skills to work by joining one of dozens of student clubs. Explore emerging technologies in Michigan FinTech, get a kick out of Soccer Club, keep it professional in the Finance Club, or explore a variety of other social, sport, community, identity, or career-based groups.

HERE ARE JUST A FEW SUBJECTS YOU CAN DIVE INTO AT ROSS.

- › Accounting
- › Business Communication
- › Business Economics & Public Policy
- › Business Law
- › Consulting
- › Entrepreneurship
- › Finance & Banking
- › Management & Organizations
- › Marketing
- › Nonprofit & Social Impact
- › Sales
- › Strategy
- › Supply Chain Management
- › Technology & Operations

**9**

Ross specialties ranked in the Top 10 by U.S. News & World Report

14

Ross world-class centers and institutes

60+

Ross undergraduate clubs & organizations

GLOBAL

Perspective

Global experiences prepare you to live and work in our interconnected society. Immersing in different cultures, developing new perspectives, and seeing how others live and work provide invaluable experience as you think about how you'll transform business for the better throughout your career. Pack your sense of adventure as you make the world your classroom.

SHORT-TERM GLOBAL EXPERIENCES

Gain an in-depth understanding of an international business topic by actively engaging in company visits, cultural activities, international projects and/or interactive lectures with business scholars and professionals currently working in the field through a short-term study abroad.

GLOBAL INTERNSHIPS

Learn about business strategy firsthand during an eight-week internship at a top organization or multinational company in a booming global business hub.

GLOBAL EXCHANGE

Study abroad for a semester at one of 33 partner business schools worldwide to gain new perspectives, immerse yourself in another culture, and network with students and faculty from around the globe.

GLOBAL FELLOWSHIPS

Travel abroad to complete a self-designed project through one of our Global Fellowships. Fellowships are available to any Ross degree-seeking student.

FRANCE
ARGENTINA
ENGLAND
CHINA
ISRAEL
ITALY
SPAIN
MOROCCO
CHILE
AUSTRALIA
HONG KONG
INDIA
GERMANY
SINGAPORE
CROATIA
THAILAND
DENMARK

*“GLOBAL IMMERSION
WAS AN UNFORGETTABLE
EXPERIENCE AND
INVALUABLE ADDITION TO
MY TIME AT ROSS. GETTING
TO VISIT THE LEADING
COMPANIES AND MEET
BUSINESS LEADERS IN ONE
OF THE WORLD’S FASTEST
DEVELOPING NATIONS AND
ECONOMIES WAS INCREDIBLE,
AND I WOULD RECOMMEND
ANYONE TAKE ADVANTAGE
OF A GLOBAL STUDENT
EXPERIENCE.”*



Having Michigan Ross on your resume is a great way to shine in a competitive job market and land your dream job. With a Ross degree, recruiters from high-impact companies like Amazon, JPMorgan Chase, PwC, Deloitte, EY, Google, and more will be eager to meet you. In fact, more than 100 companies recruit at Ross each year to find their next rock star hire. And with 51,000+ Michigan Ross alums, you'll have a powerful network you can turn to for the rest of your life.

\$85K
Median base salary

184
Companies hired Ross
grads in 2020

94%
of Ross BBAs received a job offer
by September 30, 2020

81%
of Ross BBAs accepted jobs on the
east coast, west coast, or Chicago

Ross BBAs start careers in nearly every area of business.

- Accounting**
- Human Resources**
- Consulting**
- Marketing and Sales**
- Entrepreneurship**
- Operations**
- Finance**
- Social Impact**
- General Management**
- Technology**



**JOIN THE
LEADERS & BEST.**

Apply.

**GET ONLINE,
GET TIPS.**

michiganross.umich.edu/bba-blog

Feeling overwhelmed by the application process? The admissions committee demystifies the process and reveals how to make a great impression in the Undergraduate Admissions Blog.

Transfer admission is open to first-year students or sophomores enrolled in a college or university in the U.S. who have not completed a bachelor's degree. Admission is selective, but we reserve 25 seats each year for external transfers.

Please note that due to the fixed nature of the BBA curriculum, all students commit three years to the program, which cannot be accelerated. A maximum of 45 non-business credits can apply toward completion of your BBA.

**MINIMUM REQUIREMENTS
FOR EXTERNAL TRANSFER
ADMISSION:**

- Enroll full-time in your most recent year of college enrollment.
- Complete courses with a grade of C or better equivalent to:
 - U-M's first-year writing requirement
 - Economics 101 (Microeconomics)
 - Calculus (Math 115)
 - Please see the U-M Transfer Equivalency Guide for information on how your credits will transfer: admissions.umich.edu/transfer-credit

End of DEC	Application available
MAR 31	Application due
JUN 1	Supplements due
End of JUNE	Ross decisions released

APPLICATION INSTRUCTIONS

PART 1: Submit completed Ross Transfer Application, which requires the following:

- BBA transfer application
 - This application is separate from the Common or Coalition Application and can be found on the Michigan Ross website.
 - The Common or Coalition Application is only necessary if you are interested in applying to other University of Michigan academic units.
 - If you are interested in a U-M education regardless of admission to the Ross BBA Program, consider applying to other programs. Admissions decisions are made independently.
- Application Essay Questions
 - Please remember to demonstrate clear reasons why you are interested in the Michigan Ross BBA by providing specific examples that demonstrate your interests, experiences, and ability to engage with others.

- Pre-requisite Course Syllabus
 - Course syllabus or screenshot of the course description from your institution's academic catalog for courses you believe to be equivalent to the three required prerequisites
 - First-year writing
 - Calculus
 - Microeconomics
- \$75 Application fee
 - Application fee waivers are available if you are currently receiving a Federal Pell Grant or if you are a current or former member of the U.S. military. Contact Ross Undergraduate Admissions at RossUndergrad@umich.edu for more information.
- High school transcript
 - Your final high school transcript must be sent directly from your high school to: Ross Undergraduate Admissions
700 East University Avenue
Kresge Hall, K3521
Ann Arbor, MI 48109-1234
 - Transcripts can be sent electronically to RossUndergrad@umich.edu
 - College transcripts are NOT needed during this application step.
- AP or IB scores (if applicable)
 - Official test scores must be submitted directly from the testing agency to the University of Michigan's Office of Undergraduate Admissions. Scores or credit shown on high school or college transcripts cannot be used to grant credit at U-M.

- English language proficiency (required for non-native English speakers)
 - You must submit your MELAB, TOEFL, IELTS, ECPE, CPE, or CAE examination score.
 - For additional information regarding English proficiency requirements, visit admissions.umich.edu/apply/international-students/exams-visas

Please request your high school transcripts and required test scores as early as possible to ensure they are received by the deadline.

PART 2: Submit completed Transfer Supplement, which requires the following:

- College transcripts
 - Upload an electronic copy of your final college transcripts from all institutions you have completed college credit. Must include grades from your most recent semester. Unofficial transcripts are acceptable for this portion of the application.
 - If admitted, you will be required to submit official transcripts from all institutions where you completed college credit. To be considered official, transcripts must come directly from the institution(s) to Ross. You will also be asked for course syllabi that are not listed in the U-M Transfer Equivalency Guide.

YOUR JOURNEY TO ROSS: FROM INFO SESSIONS TO ORIENTATION

GET INFORMED

- Attend U-M Transfer Tuesday
 - Learn about additional opportunities available at U-M, and find out about transfer credit and financial aid.
- Attend a Ross Transfer Information Session
 - Check out our info sessions just for transfer students. You will learn more about the BBA program and transfer requirements, hear student stories, and get to know the Ross campus.
- Speak with a BBA Ambassador
 - Connect with Ross Undergraduate Admissions drop-in hours during the fall or winter semesters to speak with a current student.

MAKE A PLAN.

Map out a plan to meet your academic requirements.

- Get to know the U-M Transfer Equivalency Search tool. Visit admissions.umich.edu/transfer-credit.
- Keep all course descriptions and syllabi. You may need to verify courses upon admission.
- Help your future self by taking liberal arts courses that count toward Ross distribution requirements.
 - Ross BBA students are required to complete three of four distribution areas: (1) Foreign language, (2) humanities, (3) social science, and (4) natural science and/or mathematical and symbolic analysis

- No business courses are accepted for transfer toward the Ross BBA. All business courses must be completed at Ross.
- Getting off course? Contact Ross Undergraduate Admissions to schedule an appointment.

PREP FOR YOUR APPLICATION AND ESSAYS.

- Stand out from the crowd with outstanding academics, quality extracurriculars, and compelling essays.
- Think about how your interests and goals connect to the BBA curriculum.
- What have you learned from your extracurriculars? How well did you contribute and engage with others? Think about it before you write.

CHECK YOUR INBOX. REFRESH. REPEAT.

- Transfer admissions decisions are released via email by the end of June. Decisions are typically released on Fridays after 5:00 p.m. Check your junk and spam folders to ensure you receive your decision email.
- You will have one week to accept your decision. An enrollment deposit must be submitted to accept admission.
- You are required to attend transfer student orientation and Ross activities in August. Please limit your commitments to ensure availability for required programming.

INVEST IN YOUR FUTURE: FUNDING THE ROSS BBA

A high-quality education is an investment in your future. If your dreams include U-M, there are plenty of opportunities available to put your goals within reach. U-M students fund their education a variety of ways, including financial aid and scholarships.

FINANCIAL AID

To be considered for financial aid, which includes a variety of grants, scholarships, and loans, you must submit the Free Application for Federal Student Aid (FAFSA) fafsa.ed.gov and the CSS Profile. You can begin submitting these October 1.

Federal school code: 002325
CSS code: 1839

For additional information, contact the Office of Financial Aid at finaid.umich.edu

SCHOLARSHIPS

Michigan Ross offers a limited number of undergraduate merit and need-based scholarships. All incoming BBAs are considered for scholarships; no separate application is required. Selections are made based on criteria set by donors. Many scholarships require need, so we encourage students to complete the FAFSA.

Transfer scholarship recipients are notified over the summer. All selected students are notified via email. Ross Scholarships average around \$5,000 and are very competitive. We advise all students and families to make their decision to attend Ross without considering scholarship aid.

TUITION & FEES

	Michigan Resident	Non-Michigan Resident
Tuition	\$20,870	\$59,032
Food & Housing	\$12,034	\$12,034
Personal Expenses	\$2,390	\$2,390
Books & Supplies	\$1,048	\$1,048
Registration Fees	\$214	\$214
Loan Fees	\$64	\$64
Total Estimated Cost of Attendance	\$36,620	\$74,782

Numbers reflect upper-level tuition expenses

U.S. students are eligible to apply for a number of grants, private scholarships, and loans with various repayment terms. Financial aid is provided through the U-M Office of Financial Aid.

University of Michigan Office of Financial Aid
2500 Student Activities Building
515 E. Jefferson St. Ann Arbor, MI 48109-1316
734-763-6600 | financial.aid@umich.edu

LET'S CONNECT.

Attend one of our information sessions or workshops to introduce yourself to our admissions team and learn more about what makes the Ross BBA program special. You can also chat with a BBA Student Ambassador to hear about life at Michigan Ross and ask about the application process.

We look forward to hearing from you soon!



[MICHIGANROSS.UMICH.EDU/BBA](https://michiganross.umich.edu/bba)



BEYOND THE BBA: MORE PATHS TO BUSINESS SUCCESS

UNDERGRADUATE

BMi **BUSINESS MINOR**

While the BBA program is the main pathway to business at Michigan, it's not the only one. Wherever your talent takes you, knowing key business concepts will steer you in the right direction.

michiganross.umich.edu/business-minor

EMi **ENTREPRENEURSHIP MINOR**

Thinking of starting a business? An Entrepreneurship Minor will help you turn your ideas into impact.

innovateblue.umich.edu

REDMi **REAL ESTATE DEVELOPMENT MINOR**

Enrich your understanding of real estate development with a minor that prepares you to enter the industry with confidence.

studyrealestate.umich.edu

BE **BUSINESS ELECTIVES**

Attending U-M, but not focused on business? Complement your undergrad degree by enrolling in courses at Ross.

michiganross.umich.edu/non-bus-electives

GRADUATE

MM **MASTER OF MANAGEMENT**

Add a foundation in business to your liberal arts, science, or engineering degree with the one-year Michigan Ross Master of Management.

michiganross.umich.edu/master-of-management

MAcc **MASTER OF ACCOUNTING**

Learn the language of business and multiply your career options with the one-year Michigan Ross Master of Accounting.

michiganross.umich.edu/master-of-accounting

MSCM **MASTER OF SUPPLY CHAIN MANAGEMENT**

Gain deep supply chain management expertise with the perspective of a general manager with the one-year Michigan Ross Master of Supply Chain Management.

michiganross.umich.edu/master-of-supply-chain-management

The Regents of the University of Michigan

Jordan B. Acker, Michael J. Behm, Mark J. Bernstein, Paul W. Brown, Shauna Ryder Diggs, Denise Ilitch, Ron Weiser, Katherine E. White, Mark S. Schlissel (ex officio)

University of Michigan Nondiscrimination Policy Notice

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Office of Undergraduate Programs, Stephen M. Ross School of Business – University of Michigan
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michiganross.umich.edu | bbarossundergrad@umich.edu



M | MICHIGAN ROSS

Transforming business from the inside out