A world of choice.
At GIBS, we understand that everyone is different. That’s why we’ve created an MBA as unique as you are.
With GIBS, you get to choose exactly how your MBA will work for you. With the widest choice of electives, you can customise your MBA to suit you. Dynamic, challenging, interactive and inspiring, it’s aimed at developing well-rounded and effective managers and human beings who are committed to choosing their own path.
Congratulations, you’ve decided to move your life forward. Your decision to pursue an MBA is one of the most life changing steps that you can take for your personal and career growth. The world is ever-changing. New innovations, new attitudes demand new skills and new ways of thinking. You owe it to yourself to continually invest in your growth. The GIBS MBA is not just about attaining knowledge. It’s designed to broaden your understanding of business, your perception of your country and your world view, and to enable you to develop your skills and business acumen to lead a division or organisation, or even start your own business.

A GIBS MBA is tailored to give you an understanding of how to run a business in the context of a dynamic global market. We offer the widest choice of electives and global experiences to pursue. Furthermore, our experienced local and international lecturers ensure a full understanding of complex international markets, and help equip students to take advantage of fresh challenges and opportunities that arise for individuals, businesses and governments that seek to enhance their competitive performance. Aside from technical knowledge and skills, you can also expect to gain increased levels of confidence, enhanced critical thinking and decision-making skills, higher levels of self-insight and productivity, and improved interpersonal skills. Our alumni often tell us that their greatest learnings and experiences come from interactions with their fellow students. At GIBS we go to great lengths to ensure that our student body is diverse and that each member offers something unique and special to the full mix. This ensures our graduates leave with new relationships and unexpected personal growth.

An MBA is a relationship you are starting with your future. When researching which MBA to pursue, I encourage you to be thorough and visit multiple schools to find the right fit for you. We look forward to meeting you at GIBS and wish you every success on your journey.
Conversations with my classmates left me exposed, raw with emotion, passionate about my role as a future South African and global leader. I was forced to scrutinise myself, reflect on my perceptions, and reconsider my strengths and weaknesses. I learnt to be brutally honest with myself.

Phathokuhle Zondi  
MBA Alumna, The Intellectual
FEAR FEEL THE AND DO IT ANYWAY

Quote by: Yolisa Phahle
MBA Alumna, High-flyer
At GIBS we have identified 10 types of individuals who choose to study at GIBS, as well as their reasons for pursuing an MBA.

The aim is not to pigeon-hole you - we’ve learnt that is impossible - but rather to help you make sense of your many choices and to help guide you in your decision-making process. You might be a combination of two or more, or a perfect fit for one of them. Either way, you can use them to help define where you want to go and the kind of future you want to create.
What you learn into your content and the facilitation style you want to be the centre of experiences with classmates and immersing yourself and surround yourself with people's expectations and social sacrifices. Persevere, and you will emerge victorious; a better, wiser version of yourself. You have the ability to inspire people to give of their best. For you, failure is not an option, so you will work harder and longer to achieve.

What advice would you give potential students? I learnt to be brutally honest with myself, I learnt that being uncomfortable is exhausting but the only way to grow!

What advice would you give potential students? In all that you do, you will experience a better, wiser version of yourself. Persevere, and you will flourish. It is absolutely worth the financial, emotional and social sacrifices.

The Intellectual

You aspire to build your career in the academic arena and progress up the ranks to PhD, and an MBA will help you get there. You want to transform a limited idea to the pursuit of knowledge, and surround yourself with like-minded people. You believe that knowledge truly is the answer to all the world’s problems, and have the ability to pass on your own knowledge to others.

The Flxer

You’ve been a problem solver and work well with almost anyone; you enjoy contributing to a team. You are a problem solver and work well under pressure. You have the experience of passion and enjoy passing on your knowledge and mentoring others.

Career Adventurer

What you love is a problem solver and work well with almost anyone; you enjoy contributing to a team. You are a problem solver and work well under pressure. You have the experience of passion and enjoy passing on your knowledge and mentoring others.

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You’ve been a problem solver and work well with almost anyone; you enjoy contributing to a team. You are a problem solver and work well under pressure. You have the experience of passion and enjoy passing on your knowledge and mentoring others.
“Go for it. It is a life changing experience.”

Lara Kruiskamp
MBA Alumna, Human Ripple
How can I design my MBA to meet my exact needs?

GIBS offers the widest selection of formats in South Africa for you to choose from, enabling you to tailor your MBA to suit your personal and business needs.

GIBS offers the following MBA programme formats:

- **Part-time MBA**
  - Red Group contact sessions:
    - Monday and Wednesday evenings and full day Saturday/Sunday.

- **Part-time MBA**
  - Yellow Group contact sessions:
    - Tuesday and Thursday evenings and full day Saturday/Sunday.

- **Modular block release MBA**
  - Green Group contact sessions:
    - Full day Thursday/Friday, Saturday and Sunday every alternate week with periods back at work.

- **Long-block modular MBA**
  - Blue Group contact sessions:
    - Seven to eleven consecutive days every alternate month.

- **Long-block modular KZN MBA (Manufacturing Focus)**
  - Orange Group contact sessions:
    - Seven to eleven consecutive days every alternate month.

- **Intensive MBA**
  - Purple Group contact sessions:
    - Seven to eleven consecutive days every month.

Note: all formats can include Saturday or Sunday attendance as required.
What does my MBA journey look like?

**Is the MBA the right qualification for me?**

Yes, if:

- You like to push your limits to achieve and learn new things and want to make an impact in the societies/environments around you.
- You would like to launch a global career, grow and develop personally and professionally, or launch your own business, or change the direction of your career, or move into a consulting space.
- You aspire to build an academic career and are ambitious and motivated to climb the corporate ladder.
- You want to explore and carve out your own path in the world.

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**Phase 01**

**PGDip**

Learning goals for the PGDip phase:
Knowledge of and competence in and across functional business areas. Students need to successfully complete all requirements for the Postgraduate Diploma in General Management in order to be eligible to gain entry into the GIBS MBA. The following core courses are covered in the Postgraduate Diploma in General Management:

- Financial and Management Accounting
- Microeconomics
- Human Behaviour and Performance
- Macroeconomics
- Human Resource Strategy
- Research and Statistics
- Operations Management
- Marketing
- Business Communication for Impact
- Applied Business Project

* For the PGDip delivered in KZN, cases with a manufacturing focus have been included.

Note: The PGDip GM is phase 1 of the MBA programme. A 60% average is required in this phase in order to proceed onto phase 2 (MBA).

Should you be in possession of an honours degree/postgraduate diploma/equivalent qualification or higher obtained at another institution and should you have completed this within the past 5 years, you could be eligible for credits for the postgraduate diploma. Please contact our admissions department for more information.

Should the subjects completed in your honours degree/postgraduate diploma/ equivalent qualification or higher not match the above core subjects covered in the PGDip, you will have to begin with the PGDip phase 1 and then move onto the MBA phase 2.

This does not affect the duration it will take to complete your MBA journey.

**Phase 02**

**MBA**

Learning goals for the MBA phase:
You will learn effective and ethical management and leadership of self and others, will acquire problem solving and decision making skills, and will learn how to drive competitive and responsible organisational performance. The following core courses are covered in the MBA General Management:

- Human Resource Strategy
- Financial and Management Accounting
- Operations Management
- Marketing
- Environment of Business
- Decision Making
- Innovation and Design
- Strategic Implementation
- Leadership
- Integrated Simulation

*If students complete PGDip GM (Phase 1), credits for these courses are obtained onto the MBA (Phase 2) of the programme.

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**GIBS MBA. The following core courses are covered in the MBA General Management:**

**Phase 02**

**MBA**

Learning goals for the MBA phase:
You will learn effective and ethical management and leadership of self and others, will acquire problem solving and decision making skills, and will learn how to drive competitive and responsible organisational performance. The following core courses are covered in the MBA General Management:

- Human Resource Strategy
- Financial and Management Accounting
- Operations Management
- Marketing
- Environment of Business
- Decision Making
- Innovation and Design
- Strategic Implementation
- Leadership
- Integrated Simulation

*If students complete PGDip GM (Phase 1), credits for these courses are obtained onto the MBA (Phase 2) of the programme.

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**Choose your focus**

At the commencement of the MBA, students will have the choice to select a theme to individualize their learning journey. The themes are as follows:

- General Management (JHB only)
- Entrepreneurship (JHB only)
- Consulting (JHB only)
- Manufacturing (KZN only)

**Applied business analysis and research**

The research on the MBA is the capstone of the MBA journey. The research assists with deepening or starting a specialisation, and contributes to improving problem solving, time management, data analysis and reporting. Depending on the theme the students have elected to follow, the nature and focus of the research will be aligned.

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**Select a Global Experience**

With a focus on enhancing competitiveness in dynamic markets, the compulsory global module experience is a distinctive element of the GIBS MBA programme. Careful consideration is given to which destinations are on offer each year and to which destinations are on offer each year and to availability. Elective classes are held over three consecutive days for all MBA students. GIBS offers one of the widest selections of elective courses for you to choose from, enabling you to tailor your MBA to suit your areas of interest. Electives being offered are dependent on the focus chosen.

**Choose your 5 Electives**

Once all core subjects are completed, all groups merge to attend five electives (subject to availability). Elective classes are held over three consecutive days for all MBA students. GIBS offers one of the widest selections of elective courses for you to choose from, enabling you to tailor your MBA to suit your areas of interest. Electives being offered are dependent on the focus chosen.

Electives are run full days weekdays and/or weekends depending on the electives.
**Do I meet the entrance criteria?**

**Yes if:**
- You have a minimum of five years work experience, of which at least two have been at a management level
- You have leadership potential (in accordance with your experience, reference letters and application essay)
- You have good English language skills to actively participate in academic debate.
- You have a minimum of Matriculation-certificate-level competence in Mathematics.
- You have competence in the use of a scientific or financial calculator.
- You have competence in MS Word, Excel, PowerPoint and a web browser.
- You are in possession of a 3-year degree.
- You meet all of the above requirements to be registered for the PGDip to be eligible to gain entry in to the GIBS MBA.

* for the MBA being delivered in KZN applicants are required to be from a manufacturing environment.

**Non-degreed students:**
If you are not in possession of a 3-year degree, you will be required to:
- Complete the GMAT and obtain a score of 550 or more.
- Have a minimum of five years work experience, of which at least two have been at a management level.
- Have leadership potential (in accordance with your experience, reference letters and application essay).
- Have good English language skills to actively participate in academic debate.
- Have a minimum of Matriculation-certificate-level competence in Mathematics.
- Have competence in the use of a scientific or financial calculator.
- Have competence in MS Word, Excel, PowerPoint and a web browser.
- Be available for a series of interviews.

* for the MBA being delivered in KZN applicants are required to be from a manufacturing environment.

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**Degreed students**

Degreed students have the option to write either the GIBS Entrance Test or the GMAT assessment.

When making the final decision to accept an applicant, we also look carefully at their undergraduate academic record, references, essays and work experience. In some cases we may request applicants to attend an interview or panel discussion prior to making a decision.

Note: The PGDip GM is phase 1 of the MBA programme. A 60% average is required in this phase in order to proceed onto phase 2 (MBA).

**Special requirements**

**Special needs:** If you have a special need, GIBS will look into accommodating this. However, it is a requirement that the student will need to provide medical certificates and supporting documentation as requested by the GIBS Admissions Office. To request special needs assistance, please contact the Admissions Office before you complete your application.

**Religious observance:** Observant students must contact the GIBS Admissions Office to ascertain how their specific needs may be accommodated.

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**ENTRANCE TESTS**

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**FEES STRUCTURE**

**2020/2021 Part-Time/Modular Fee Structure**

2019/2020 Intensive Fee Structure

<table>
<thead>
<tr>
<th>Application fee (non-refundable, payable upon submission of your application)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Round 1 closes 18 July 2019: R 2 000 (early bird)</td>
</tr>
<tr>
<td>Round 2 closes 28 August 2019: R 3 000</td>
</tr>
<tr>
<td>Round 3 closes 30 September 2019: R 4 000</td>
</tr>
<tr>
<td>Registration fee (deposit paid upon acceptance, offset against total tuition below)</td>
</tr>
<tr>
<td>Combined Phase 1 and 2</td>
</tr>
<tr>
<td>International Student Fee (excludes SADC)</td>
</tr>
<tr>
<td>Global module fee (USD)</td>
</tr>
<tr>
<td>(Invoiced in year two, based on exchange rate)</td>
</tr>
</tbody>
</table>

1. *All prices quoted above are subject to change and will be confirmed by October 2019.*
2. These fees include the cost of both the PGDip General Management and the MBA.
3. The fee is all inclusive and covers text books, course material and meals on campus during class.

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*  for the MBA being delivered in KZN applicants are required to be from a manufacturing environment.
Applications for the GIBS MBA open in May 2019.

Applications for non-degreed applicants close on 30 September 2019.

Applications for the intensive MBA programme close on 28 August 2019.


Applications for the KZN programme close on the 30 November 2019.

For more information go to gibs.co.za/mba

Step 1. Meet the admission criteria

Step 2. Apply online at gibs.co.za/mba

Step 3. Pay the application fee
Pay the non-refundable application fee. Only EFT will be accepted. Please note proof of payment needs to be in an electronic format (PDF ONLY) in order for you to upload this to the application form.

Step 4. Write the entrance test and submit reference forms
Once the application form has been submitted, the Admissions Office will send you the test booking dates and reference forms which are to be completed by the referees and submitted to the Admissions Office.

Step 5. Decision and feedback
Once the test results are available and reference forms have been submitted to the Admissions Office, the application is now ready to be reviewed by the Admissions Committee. The Admissions Office will notify you of the outcome provided there is no outstanding documentation.

Please note: Only online electronic applications will be considered. Emailed, faxed or posted applications will not be accepted.

GIBS processes applications for admissions on a continuous basis as we receive them. Please note that the place offered on the MBA may differ to that which the student applied for due to GIBS’ rolling admissions procedure. If you have been offered a place on the GIBS MBA which you do not wish to accept, kindly inform us in writing.

To find out more about the GIBS open evenings go to gibs.co.za/mba

Download the complete course pack at gibs.co.za/mba
Your future is waiting. Are you ready to take the next steps?
For more information please contact:

The Admissions Office
Gordon Institute of Business Science
PO Box 787602, Sandton, South Africa, 2146
**Landline** +27 (0)11 771 4120 or +27 (0)11 771 4331
**Fax** 0866 380 543
**Email** admissions@gibs.co.za
**Website** gibs.co.za/mba

The University of Pretoria’s Gordon Institute of Business Science (GIBS), established in 2000, is an internationally-accredited business school, based in Illovo, Sandton, South Africa’s economic hub. GIBS is located at 26 Melville Road, Illovo, Sandton.