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**GRADUATE & EXECUTIVE PROGRAMS**  
School of Business and Economics

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707.664.3501 | Fax 707.664.4009

Dear Prospective Sonoma MBA Student,

Thank you for your interest in our MBA programs at Sonoma State University. Our programs are internationally-accredited by the Association for the Advancement of Collegiate Schools of Business (AACSB) and are designed with the flexibility of working students in mind.

### **Admissions**

We take rolling admissions for all of our Sonoma Professional and Executive MBA programs and start a wait list once the cohort is full. In order to be considered, it is best to submit your application as soon as possible in the admissions cycle.

Our pursuit of academic excellence continues as we adjust to the evolving situation due to COVID-19. We are using on-line learning and virtual engagement where it is not possible to meet in person for the Residential Leadership Intensives. We are also adapting the extracurricular activities to ensure we are training students to adapt to future business environments and develop new abilities to innovate and lead in an ever-changing world.

I will be your point of contact at any time during the admissions process, and am happy to answer your questions. Again, thank you for your interest in Sonoma State University, and I look forward to speaking with you soon.

Warm Regards,

**Nicki Orser, Graduate Admissions Specialist**

School of Business and Economics at Sonoma State University  
nicole.orser@sonoma.edu

#### **THE CALIFORNIA STATE UNIVERSITY**

Bakersfield • Channel Islands • Chico • Dominguez Hills • Fresno • Fullerton • Hayward • Humboldt • Long Beach • Los Angeles  
Maritime Academy • Monterey Bay • Northridge • Pomona • Sacramento • San Bernardino • San Diego • San Francisco • San José  
San Luis Obispo • San Marcos • Sonoma • Stanislaus

# GLOBAL WINE EXECUTIVE MBA

Sonoma's one-of-a-kind Global Wine Executive MBA is a low-residency program that offers an innovative, integrated curriculum and the opportunity to study with the same distinguished wine business faculty as our campus-based program. Students complete a three-month segment of online classes and attend residential leadership intensives in both the United States and abroad.

<b>DURATION:</b>	17 months
<b>SCHEDULE:</b>	Low Residency
<b>PROGRAM START:</b>	October
<b>APPLY BY:</b>	Sept. 30
<b>LOCATION:</b>	Online & Residentials in the U.S. and Abroad
<b>WORK EXP. REQUIRED:</b>	8 Years
<b>GMAT OR GRE REQUIRED:</b>	No
<b>VISA ELIGIBLE:</b>	Yes
<b>FINANCIAL AID &amp; SCHOLARSHIPS</b>	Yes
<b>INTERNATIONAL INTENSIVE:</b>	Yes



**The program exposed me to different business models**

and made me a better business partner when I am at the table. Our family was in the middle of constructing Hyde Estate Winery and I wasn't sure about the business plan once the building was completed. The Wine Executive MBA program provided resources - the wine business-focused curriculum and network of fellow students and professors - that helped me explore and develop our new winery into the successful business it is today."

**Chris Hyde, Class of 2015**

General Manager & Owner, Hyde Vineyards  
President & Owner, Hyde Estate Winery  
Director of Viticulture, HDV Winery

Program schedule, activities, locations and delivery modes are subject to change.



Graduate & Executive Programs  
School of Business and Economics

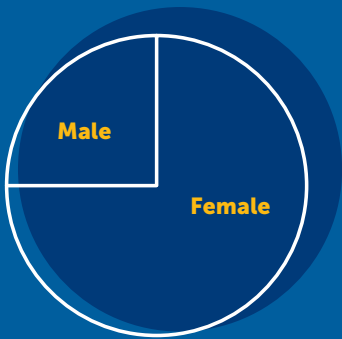
# GLOBAL WINE EXECUTIVE MBA

## TOP 50

Most Affordable  
MBA Program

## 16:1

Student-Teacher Ratio

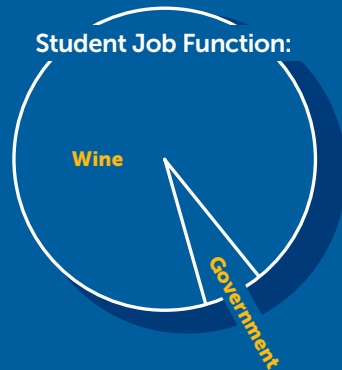


**43** Median Student Age

**15** Average Years of Work Experience

**66%** Multilingual Students

Student Job Function:



AACSB accredited degrees are recognized for academic prestige worldwide by Fortune 500 companies and universities.

## Get out of the classroom...



The residential leadership intensives focus on [experiential learning workshops and field trips](#) where students work in teams to refine communication skills and develop collaborative, innovative and leadership abilities.



Cohorts [visit prominent international wine regions](#) to gain insights into business and innovation in diverse global economies and environments.

Shape. Build. Elevate.  
Make an Impact.

707.664.3501

[mba@sonoma.edu](mailto:mba@sonoma.edu)

[sbe.sonoma.edu/mba](http://sbe.sonoma.edu/mba)

Social: [@sonomasbe](#) [#SonomaMBA](#)



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Stats based on 2019 student data.

# Global Executive MBA in Wine Business Program Schedule 2021-2023 GWEMBA 2 (Draft)

## Fall 2021

October 2021							November 2021							December 2021							January 2022						
S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa
					1	2	1	2	3	4	5	6			1	2	3	4							1		
3	4	5	6	7	8	9	7	8	9	10	11	12	13	5	6	7	8	9	10	11	2	3	4	5	6	7	8
10	11	12	13	14	15	16	14	15	16	17	18	19	20	12	13	14	15	16	17	18	9	10	11	12	13	14	15
17	18	19	20	21	22	23	21	22	23	24	25	26	27	19	20	21	22	23	24	25	16	17	18	19	20	21	22
24	25	26	27	28	29	30	28	29	30	26	27	28	29	30	31	23	24	25	26	27	28	29					
31													30	31						30	31						

## Spring 2022

February 2022							March 2022							April 2022							May 2022						
S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa
		1	2	3	4	5			1	2	3	4	5						1	2	1	2	3	4	5	6	7
6	7	8	9	10	11	12	6	7	8	9	10	11	12	3	4	5	6	7	8	9	8	9	10	11	12	13	14
13	14	15	16	17	18	19	13	14	15	16	17	18	19	10	11	12	13	14	15	16	15	16	17	18	19	20	21
20	21	22	23	24	25	26	20	21	22	23	24	25	26	17	18	19	20	21	22	23	22	23	24	25	26	27	28
27	28						27	28	29	30	31	24	25	26	27	28	29	30	29	30	31						

## Summer 2022

May 2022							June 2022							July 2022							August 2022						
S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa
1	2	3	4	5	6	7			1	2	3	4						1	2	1	2	3	4	5	6	7	
8	9	10	11	12	13	14	5	6	7	8	9	10	11	3	4	5	6	7	8	9	7	8	9	10	11	12	13
15	16	17	18	19	20	21	12	13	14	15	16	17	18	10	11	12	13	14	15	16	14	15	16	17	18	19	20
22	23	24	25	26	27	28	19	20	21	22	23	24	25	17	18	19	20	21	22	23	21	22	23	24	25	26	27
29	30	31					26	27	28	29	30	24	25	26	27	28	29	30	28	29	30	31					
													31														

## Fall 2022

August 2022							September 2022							October 2022							November 2022						
S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa
	1	2	3	4	5	6				1	2	3							1			1	2	3	4	5	
7	8	9	10	11	12	13	4	5	6	7	8	9	10	2	3	4	5	6	7	8	6	7	8	9	10	11	12
14	15	16	17	18	19	20	11	12	13	14	15	16	17	9	10	11	12	13	14	15	13	14	15	16	17	18	19
21	22	23	24	25	26	27	18	19	20	21	22	23	24	16	17	18	19	20	21	22	20	21	22	23	24	25	26
28	29	30	31				25	26	27	28	29	30	23	24	25	26	27	28	29	27	28	29	30				
													30	31													

## Spring 2023

December 2023							January 2023							February 2023							March 2023						
S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa	S	M	T	W	Th	F	Sa
				1	2	3	1	2	3	4	5	6	7			1	2	3	4			1	2	3	4		
4	5	6	7	8	9	10	8	9	10	11	12	13	14	5	6	7	8	9	10	11	5	6	7	8	9	10	11
11	12	13	14	15	16	17	15	16	17	18	19	20	21	12	13	14	15	16	17	18	12	13	14	15	16	17	18
18	19	20	21	22	23	24	22	23	24	25	26	27	28	19	20	21	22	23	24	25	19	20	21	22	23	24	25
25	26	27	28	29	30	31	29	30	31	26	27	28	26	27	28	26	27	28	26	27	28						



Graduate and Executive Programs  
School of Business and Economics

Residential Intensive (RI)

Online Course

Online Meeting (TBD)

# Global Executive MBA in Wine Business Program Schedule 2021-2023 (GWEMBA 2)

\*Program schedule, activities, locations and delivery modes are subject to change.

## Fall 2021: Program Launch

Online Orientation

Online Classes: Thursdays  
8:00-9:30 AM Pacific Time

Saturday 10/2/21 8:00-10:00AM

## Fall 2021 Session 1: Foundations

BUS530E Financial Statement Analysis

BUS546E Global Wine Operations

BUS 552E Leadership Intelligence

Online meeting Dates

Residential Leadership Intensive 1: California N. Bay and San Diego

11/1/21 - 1/23/22

11/4, 11/18, 12/2, 12/16, 1/6

1/15 - 1/23/2022

## Spring 2022 Session 2: Wine Value Chain Strategies

BUS554E Leading Sustainable Wine Enterprises

BUS516E Value Chain Strategies

BUS540E Talent Management

Online meeting Dates

Residential Leadership Intensive 2: France

2/1/22 - 5/15/22

2/3, 2/17, 3/3, 3/24, 4/14

5/7 - 5/15/2022

## Summer 2022 Session 3: International Brand Management

BUS560E Brand Management & Marketing

BUS581E Research in Strategic Planning

BUS519E Innovation, Design & Technology

Online meeting Dates

Residential Leadership Intensive 3: California North Bay

5/23/22 - 8/7/22

5/26, 6/2, 6/16, 6/30, 7/14

7/30 - 8/7/2022

## Fall 2022 Session 4: Growth Strategies

BUS570E Financial Markets & Bus Strategy

BUS547E Public Policy, Regulatory Issues and Civic Leadership

BUS590E Leading Change in Organizations

Online meeting Dates

Residential Leadership Intensive 4: Australia

8/22/22 - 11/20/22

8/25, 9/8, 9/22, 10/6, 10/20

11/12-11/20/22

## Spring 2023 Session 5: Capstone

BUS591E Wine Strategy in Practice

BUS592E Building a Wine Business

Online meeting Dates

Residential Leadership Intensive Completion: California North Bay

12/1/22 - 3/5/23

12/1, 12/15, 1/5, 1/19, 2/9, 2/23

3/3 - 3/5/23





# Graduate and Executive Programs

## School of Business and Economics

### Global Executive MBA in Wine Business (GWEMBA 2) 10/2/2021- 3/2/2023

#### Registration Fee Schedule: \$49,500 (\$1,650/unit)

Program fees include the cost of all text books and materials, accomodation & ground transportation for Residential Leadership Intensives (RLI) in France, Australia & San Diego; and some meals

Course #	Title	Course Dates	Units	Cost	Fees Due
<b>Fall 2019 1: Program Launch</b>					
	Online Orientation	Saturday 10/5/21			
<b>Fall 2019 1: Foundations</b>					
BUS530E	Financial Statement Analysis	10/25/21 - 1/23/22	2	\$3,300	
BUS546E	Global Wine Operations	10/25/21 - 1/23/22	2	\$3,300	
BUS552E	Leadership Intelligence	10/25/21 - 1/23/22	3	\$4,950	
	Online Meeting Dates	10/29, 11/11, 12/2, 12/16, 1/6			
RLI 1	1: Residential Leadership Intensive: California	1/15 - 1/23/2022			
	*FA Approx GROSS \$6760. Out of pocket balace estimate: \$4,790		7	\$11,550	10/1102021
<b>Spring 2020 2: Wine Value Chain Strategies 2: RLI (France)</b>					
BUS554E	Leading Sustainable Wine Enterprises	2/1/22 - 5/15/22	2	\$3,300	
BUS516E	Value Chain Strategies	2/1/22 - 5/15/22	2	\$3,300	
BUS540E	Talent Management	2/1/22 - 5/15/22	2	\$3,300	
	Online Meeting Dates	2/3, 2/17, 3/3, 3/24, 4/14			
RLI 2	2: Residential Leadership Intensive: France	4/22 - 5/15/2022			
	*FA Approx GROSS \$6760. Out of pocket balace estimate: \$3,140		6	\$9,900	1/17/22
<b>Summer 2020 3: International Brand Management 3: RLI (North Bay)</b>					
BUS560E	Brand Management & Marketing	5/23/22 - 8/7/22	2	\$3,300	
BUS581E	Research in Strategic Planning	5/23/22 - 8/7/22	2	\$3,300	
BUS519E	Innovation, Design & Technology	5/23/22 - 8/7/22	2	\$3,300	
	Online Meeting Dates	5/26, 6/2, 6/16, 6/30, 7/14			
RLI 3	Residential Leadership Intensive: California	7/30 - 8/7/2022			
	*FA Approx GROSS \$6760. Out of pocket balace estimate: \$3,140		6	\$9,900	5/9/22
<b>Fall 2020 4: Growth Strategies 4: RLI: Australia</b>					
BUS570E	Financial Markets & Business Strategy	8/22/22 - 11/13/22	2	\$3,300	
BUS547E	Public Policy, Regulatory Issues and Civic Ldership	8/22/22 - 11/13/22	2	\$3,300	
BUS590E	Leading Change in Organizations	8/22/22 - 11/13/22	2	\$3,300	
	Online Meeting Dates	8/25, 9/8, 9/22, 10/6, 10/20, 11/3			
RLI 4	4: Residential Leadership Intensive: Australia	11/5-11/13/22			
	*FA Approx GROSS Payout of \$10,140 (refund to student): \$240		6	\$9,900	8/8/22
<b>Spring 2021 5: Capstone 5: RLI (North Bay)</b>					
BUS591E	Wine Strategy in Practice	11/28/22 - 3/5/23	2	\$3,300	
BUS592E	Building a Wine Business	11/28/22 - 3/5/23	3	\$4,950	
	Online Meeting Dates	12/1, 12/15, 1/5, 1/19, 2/9, 2/23			
RLI 5	5: Residential Leadership Intensive: California	3/3 - 3/5/23			
	*FA Approx GROSS Payout of \$10,140 (refund to student): \$1890		5	\$8,250	11/14/20

\*All out of pocket fees are due at registration. This includes % not paid by any financial aid  
 Students receiving company sponsorships are responsible for full payment of fees at registration.  
 Reimbursements should be collected from the sponsor directly by the student