

PETER T. PAUL COLLEGE OF BUSINESS AND ECONOMICS

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The Peter T. Paul College of Business and Economics (Paul College) empowers students to be mindful, dynamic leaders through rigorous academics and experiential-learning opportunities led by industry experts and researchers—creating an engaged academic and professional community. Paul College prepares students for careers in Business, Economics, and Hospitality Management. Each program has its unique disciplinary traditions and the simultaneous commitment to broad educational excellence in critical thought, communication, analytic skills, digital literacy, and ethical reasoning.

Paul College's undergraduate curricula combine a breadth of liberal education with specifics of professional education in business administration, economics, and hospitality management. In tandem with their studies at Paul College, undergraduates enrolled in Paul College programs take part of their coursework in other colleges in the University in order to fulfill the Discovery Program requirements. Beyond those requirements, students are encouraged to elect additional courses in the arts, social sciences, humanities, mathematics, and sciences. Thus, students who complete the Paul College programs in business administration, economics, and hospitality management develop an impressive portfolio of marketable skills and knowledge base that may be applied to a variety of fields.

Accreditation

Peter T. Paul College of Business and Economics is accredited by the Association to Advance Collegiate Schools of Business (AACSB) for the degree programs of business administration and hospitality management.

Degrees

- Bachelor of Arts (B.A.) in Economics
- Bachelor of Science (B.S) in Business Administration, Analytical Economics, or Hospitality Management

For information concerning advanced degrees, see the Graduate Catalog.

Degree Requirements

Paul College degree candidates must satisfy all of the University Discovery Program requirements for graduation as well as the particular requirements of their individual major programs. Modifications tend to occur in major(option) programs during the four-year period of a student's undergraduate career; Students are expected to conform to these changes. In addition, candidates must complete a math course (MATH 422 Mathematics for Business Applications, MATH 424A Calculus for Social Sciences, or equivalent) and an ethics course (PHIL 431 Business Ethics or equivalent). Bachelor of Science in Business Administration degree students are required to earn 136 credits. Economics majors must also satisfy specific requirements associated with the bachelor of arts degree (see bachelor of arts degree requirements).

In order to graduate, students must achieve a grade-point average of at least 2.3 (2.0 for the B.A. in economics) in the major courses and a minimum grade of C- (for ADMN 403 Computing Essentials for Business, students must obtain credit) in each major course. Course listings are provided by program, or in the case of business administration by department:

- Accounting and Finance (ACFI)
- Business Administration (ADMN)
- Decision Sciences (DS)
- EcoGastronomy (ECOG)
- Economics (ECON)
- Hospitality Management (HMGT)
- Management (MGT)
- Marketing (MKTG)

Prior to attaining junior rank, students will be considered "provisional Paul" students. A minimum overall GPA of 2.3 at UNH must be maintained by all Paul students in order to remain in the College. If the minimum overall GPA drops below 2.3 during the provisional period, the student will be placed on Paul College probation for one (1) semester. Failure to achieve a minimum overall GPA of 2.3 after the probationary semester will require the student to change to a major outside Paul College.

Paul College courses may not be taken on a pass/fail basis by a student majoring in business administration, economics, or hospitality management. Any Paul College major required course (including ADMN 403 Computing Essentials for Business) in which a grade below C- is obtained must be repeated. No more than two Paul College courses may be repeated and each course may be repeated at most one time.

Students transferring into Paul College from other universities must have business, economics, and hospitality management courses reviewed and approved by the faculty through the Paul College Undergraduate Programs Office to be considered for major requirements. Transfer credit is normally granted only for 400- and 500-level courses, and normally only when the transferring institution is AACSB-accredited.

Paul College Programs FIRE (First-year Innovation and Research Experience)

FIRE is an integrated, team-based, and game-like experience, developed for first-year students. Launched in the 2015-2016 academic year and under the direction of the Undergraduate Programs and Advising Office, this program was designed to expand upon the principles and mission of the Peer Advising program by engaging first-year students in developing habits and strategies for success. Students complete a one-credit, credit/fail course each semester (PAUL 405 Freshman Academic Experience I/PAUL 406 Freshman Academic Experience II), guided by peer mentors (selected upper-class students) and alumni. Students collaborate and compete, both individually and in teams, through academic challenges, research, and game scenarios culminating in participation at the Undergraduate Research Conference (URC)

More information can be found on the FIRE (<https://paulcollege.unh.edu/fire-first-year-innovation-research-experience>) webpage.

Independent Study/Internship

Juniors or seniors in high academic standing in the Paul College may elect the internship or independent study course for variable credit.

For either course, the student must secure a faculty sponsor in the area of interest and submit a written proposal prior to the start of the semester in which the project is to be undertaken. Independent study normally involves research, while internships are usually undertaken with cooperation of an off-campus organization and involve a non-routine but practical application of skills and concepts acquired in a student's program.

Independent studies and internships require considerable self-direction and self-monitoring on the part of the student, who must be in high academic standing. Careful prior review of requirements with the undergraduate adviser and faculty sponsor is necessary. Students may earn no more than 16 credits combined in internships, independent studies, field experience, and supervised student teaching experience.

The Washington Center internship (<https://www.unh.edu/washington>), a semester of supervised work experience in Washington, D.C., as well as the Semester in the City internship (<https://www.unh.edu/social-innovation/semesterinthecity>), in Boston, are open to any major.

International Programs

International education is a high priority of Paul College with many Education Abroad opportunities available. Through semester abroad and short-term programs, students have the ability to immerse themselves in a variety of cultural environments to better prepare for a career in a globalized business industry. Paul College students may engage in a diverse array of opportunities:

- Study abroad in countries including, but not limited to: Australia, China, Hungary, Ireland, Italy, Korea, Portugal, and Spain
- Faculty-led programs to destinations such as Ascoli Piceno, Italy; Budapest, Hungary; the Caribbean; Dominican Republic; and Dijon, France.
- International internships
- Research grant programs
- Volunteer or non-profit work

Students are encouraged to begin planning their international experiences early on in their academic careers by visiting the Paul College Undergraduate Programs and Advising Office. In most cases, students are able to take a semester abroad without losing any time towards graduation. Paul College students are highly encouraged to study abroad at schools accredited by the AACSB (Association to Advance Collegiate Schools of Business) and/or EQUIS (European Quality Improvement System). More information about international experiences can be found on the Paul College website (<https://paulcollege.unh.edu/study-abroad>) as well as by programs offered through UNH Global (<https://www.unh.edu/global>).

Paul College Honors Program

The Paul College Honors Program is designed to provide high achieving students with an enhanced academic experience. Students in the University Honors Program or current students in Paul College have the opportunity to apply to the program at the beginning of the second semester sophomore year. The application process is competitive and based upon grade point average, extra-curricular experiences, and student interests.

The Program consists of the following elements:

Designation and Designation Workshop (PAUL 790 Honors/The Workshop) — Students pick a course to designate as honors and work with the

professor to create a special honors project related to the course. The Designation Workshop brings all honors students together to share, build upon, and ultimately present their designation work.

Consulting Project (PAUL 792 Honors/The Consulting Project)—Designed to broaden perspective and build a bridge to the real world, the Honors Experience matches students with small businesses across New Hampshire. With the help of the Small Business Development Center, we will identify real-world projects and give students a chance to apply their learning.

Research Seminar (PAUL 794 Honors/The Research Process)—The Research Seminar is dedicated to preparing students to write their honors thesis. The thesis process is broken into steps, and students complete a thesis proposal. Students will attend and discuss faculty research presented at the Paul Scholars series.

Thesis—The culminating experience of Paul Honors is the thesis. Students apply what they have learned and undertake their own research with the help of a faculty mentor.

Five-Year Programs

Four-One Program: B.S.-M.B.A.

After completion of the bachelors degree program, students may apply to the Paul College masters of business administration full-time program. This innovative curriculum is designed specifically to accelerate your progress through this highly-ranked AACSB-accredited MBA program. Details are provided in the Programs of Study sections of this catalog and the Graduate Catalog.

Four-One Program: B.S.-M.S.A.

The American Institute of Certified Public Accountants (AICPA), the national association of professional accountants, mandated that five years of university education be required for national certified public accountant (CPA) certification as of the year 2000. Most states have approved similar requirements for licensing/certification. The Paul College offers a five-year program designed for students who desire a professional accounting career. The program leads to the joint awarding of a bachelor of science in business administration and a master of science in accounting degree. Application for admission to this highly selective program is made in the senior year. Details are provided in the Programs of Study sections of this catalog and the Graduate Catalog.

Paul College—Minors and Courses for Non-majors

Minors

Paul College faculty has developed a group of courses for non-majors, which, when combined with certain other courses, can constitute a minor in business administration, economics, entrepreneurship, hospitality management, or leadership. A list of minor requirements is available at the Paul College Undergraduate Programs and Advising Office, Suite 101, Paul College.

Non-majors

Paul College also serves the needs of undergraduates elsewhere in the University, within the limits of its resources, for whom selected courses in business administration, economics, or hospitality management are desirable complements to their primary course of study. To the extent that space is available after majors have enrolled, a limited number of Paul College courses are open to non-majors who have the prerequisite

preparation. A maximum of 32 credits in courses offered by the Peter T. Paul College of Business and Economics may be taken by non-Paul College students. Students interested in these courses should contact the Paul College Undergraduate Programs and Advising Office.

Advising System

Undergraduate advising in the Paul College is carried out jointly by dedicated academic advisers and faculty. The academic advisers are based in the Paul College Undergraduate Programs and Advising Office (<https://paulcollege.unh.edu/undergraduate-advising>), where student academic records are kept. The advisers assist students in program planning, preregistration, understanding and meeting general academic/degree requirements, and general career planning. In addition, the advisers coordinate study abroad and domestic exchange programs, as well as the honors programs.

Undergraduates are encouraged to develop an advisory relationship with one or more faculty members with whom they have mutual interests. By providing their own experience and expertise, faculty may provide additional support to students for course, program, and career selection. All students are urged to seek as much assistance as they need from appropriate sources, but are reminded that theirs is the ultimate responsibility for knowing and meeting the various academic requirements for a degree.

<https://paulcollege.unh.edu/>

Departments

- Business Administration (<http://catalog.unh.edu/archives/2018-2019/undergraduate/business-economics/programs-study/business-administration>)
- Economics (<http://catalog.unh.edu/archives/2018-2019/undergraduate/business-economics/programs-study/economics>)
- Hospitality Management (<http://catalog.unh.edu/archives/2018-2019/undergraduate/business-economics/programs-study/hospitality-management>)