

BUSINESS ADMINISTRATION: FULL-TIME (M.B.A.)

<https://paulcollege.unh.edu/business-administration/program/mba/business-administration-full-time>

Description

Full-Time MBA

The Full-Time MBA program is a one-year, cohort-based MBA program that includes a corporate consulting project and internship opportunities.

Highlights

- Paul College is an [AACSB-accredited](#) business school, placing our programs among the top 5% of MBA programs worldwide.
- Students acquire the knowledge and skills associated with a two-year MBA program in one year, returning to the workforce faster.
- Students take all core courses as part of a cohort, benefiting from extensive team-based learning.
- Students take electives with Part-Time (in Durham or Manchester) and Online MBA students, gaining exposure to working professionals in a variety of industries.
- As part of their core curriculum, students participate in two residencies: one focused on global business and the other on New York as a financial center. Details of these residencies may vary depending on travel and contact restrictions (for example, they may be virtual experiences).
- Merit scholarships are available.
- Six MBA options are available, but are not required.
 - Finance
 - Information Systems & Business Analytics
 - Marketing
 - Global Business
 - Growth and Innovation
 - Hospitality Management

Requirements

Full-Time MBA Degree Requirements

The curriculum for the one-year accelerated Full-Time MBA program begins in August on the Durham campus. Some students may be eligible to finish the program in 9 months.

- **Credits:** Students will complete **16 courses, or 48 credits.**
- **Student Availability:** Due to the nature of the program, classes are scheduled in both day and evening time slots; therefore, the program is incompatible with full-time employment.
- **GPA:** Students must have a minimum **3.0 GPA** at graduation, and earn a **B- or better in all classes.**
- **Required Residencies:** Students participate in two residencies as part of their core curriculum. Details of these residencies may vary depending on travel and contact restrictions.
- **Corporate Consulting Project (CCP):** The CCP provides an immediate opportunity to apply MBA program knowledge to a real business challenge. Small student-teams are matched with organizations from

various industries. Each team works closely with a client organization and faculty advisers to provide business consulting expertise. At the end of the CCP, each team presents their recommendations to their client organization.

- **Internship:** Students should expect to complete an internship during terms 4 and 5. Students with more than two years of professional work experience are also encouraged to engage in an internship in order to explore new fields or functions.

Core Courses

Code	Title	Credits
Full-Time MBA Curriculum		
ADMN 912	Managing Yourself & Leading Others	3
ADMN 919	Accounting/Financial Reporting, Budgeting, and Analysis	3
ADMN 926	Leveraging Technology for Competitive Advantage	3
ADMN 970	Economics of Competition	3
ADMN 930	Financial Management/Raising and Investing Money	3
ADMN 950	Data Driven Decisions	3
ADMN 960	Marketing/Building Customer Value	3
ADMN 840	International Business	3
ADMN 940	Managing Operations	3
ADMN 982	Creating Winning Strategies	3
ADMN 905	Corporate Consulting Project I	3
ADMN 901	PAUL Assessment of MBA Core Knowledge	0
ADMN 902	MBA Internship I	2
ADMN 903	MBA Internship II	1
4 Elective Courses ¹		12
Total Credits		48

¹ The Full-Time MBA curriculum is complete at the end of Term 5 with a total of 48 credits. Students have the option of taking electives in Term 5 to complete their degree.

Specialized Degree Options

Business Administration: Finance

This option provides students with the tools necessary to make informed financial decisions for themselves and their organizations. Finance students and professionals utilize an exciting mix of quantitative analysis, strategic thinking, and creativity. Opportunities exist in a variety of fields, including commercial and investment banking, corporate finance, asset management, risk management, real estate, and private equity.

Code	Title	Credits
Finance Option Requirements		
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
Select one of the following:		3
ADMN 835	Financial Institutions	
ADMN 846	International Financial Management	
ADMN 898	Topics (Applied Financial Modeling and Analytics)	
ADMN 898	Topics (Applied Equity Analysis and Firm Valuation)	
ADMN 898	Topics (Financial Innovation and Derivatives)	
ADMN 898	Topics (Financial Technology and Big Data)	
Total Credits		9

Business Administration: Global Business

This option helps students develop their global awareness, understanding, and competence so that they can compete and lead effectively in a transnational environment. Job outlook includes graduate careers abroad or in organizations that are engaged in business or initiatives with a global scope.

Code	Title	Credits
Global Business Option Requirements		
ADMN 840	International Business	3
Select two of the following:		
ADMN 841	International Management	3
ADMN 846	International Financial Management	3
ADMN 860	International Marketing	3
Total Credits		9

Business Administration: Growth and Innovation

This option provides students with knowledge, skills, and an entrepreneurial mindset to apply in smaller, newer firms as well as in larger, established companies in order to drive organizational growth, innovation and change. These can be applied in a range of contexts, including new ventures, corporate entrepreneurship, and social enterprises.

Code	Title	Credits
Growth and Innovation Option Requirements		
ADMN 882	Managing Growth and Innovation	3
Select two of the following:		
ADMN 834	Private Equity/Venture Capital	3
ADMN 841	International Management	3
ADMN 864	New Product Development	3
ADMN 898	Topics (Leading Organizational Change)	3
Total Credits		9

Business Administration: Hospitality Management

This option is directed toward working professionals, positioning them for additional career growth and advancement in the industry. For students who wants to take a coherent set of advanced hospitality management courses offered within the general framework of the MBA, these course offerings provide opportunities in a wide variety of areas, including human resources, operations, and asset management and finance.

Code	Title	Credits
Hospitality Management Option Requirements		
ADMN 847	Human Resource Management	3
ADMN 827	Hospitality Operations & Financial Metrics	3
ADMN 828	Hospitality Asset and Financial Management	3
ADMN 858	Revenue Management and Pricing Strategies	3
Total Credits		12

Business Administration: Information Systems and Business Analytics

This option provides students with knowledge and skills in the areas of business analytics: descriptive, predictive, and prescriptive. These tangible abilities will enable graduates to bring added value to any organization through data analysis and visualization; predicting/forecasting future probabilities and trends; and helping decision makers evaluate and determine the best ways to achieve business objectives in resource-constrained environments, while also quantifying the risk present in business situations due to uncertainty.

Code	Title	Credits
Information Systems and Business Analytics Option Requirements		
ADMN 873	Data Management and Visualization	3
ADMN 872	Predictive Analytics	3
Select one of the following:		
ADMN 845	Supply Chain Management	3
ADMN 863	Marketing Analytics	3
ADMN 875	Prescriptive Analytics	3
ADMN 898	Topics (Applied Financial Modeling and Analytics)	3

Code	Title	Credits
ADMN 898	Topics (Financial Technology and Big Data)	3
Total Credits		9

Business Administration: Marketing

This option is designed around the three strategic initiatives of the marketing department: Marketing Analytics, Digital Marketing, and New Product Development. Flexibility within specialization provides tracks for less seasoned students (Marketing Analytics and tools), and for more seasoned students (Product and Service innovation focus). Designed to help students recognize, prioritize, and execute opportunities for growth through new and existing customers.

Code	Title	Credits
Marketing Option Requirements		
Minimum of three courses are required to complete the option.		
Select two or three courses from the following:		
ADMN 852	Marketing Research	3
ADMN 863	Marketing Analytics	3
ADMN 864	New Product Development	3
ADMN 865	Digital Marketing	3
Select one additional course from the following if needed:		
ADMN #888	Strategic Pricing	3
ADMN 860	International Marketing	3
ADMN 898	Topics (Consumer Behavior)	3
Total Credits		9

Approved Elective Courses

Code	Title	Credits
ADMN 801	The U.S. Healthcare System	3
ADMN 827	Hospitality Operations & Financial Metrics	3
ADMN 828	Hospitality Asset and Financial Management	3
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
ADMN 834	Private Equity/Venture Capital	3
ADMN 835	Financial Institutions	3
ADMN 840	International Business	3
ADMN 841	International Management	3
ADMN 842	Project Management	3
ADMN 845	Supply Chain Management	3
ADMN 846	International Financial Management	3
ADMN 847	Human Resource Management	3
ADMN 852	Marketing Research	3
ADMN 858	Revenue Management and Pricing Strategies	3
ADMN 860	International Marketing	3
ADMN 863	Marketing Analytics	3
ADMN 864	New Product Development	3
ADMN 865	Digital Marketing	3
ADMN 872	Predictive Analytics	3
ADMN 873	Data Management and Visualization	3
ADMN 875	Prescriptive Analytics	3
ADMN 882	Managing Growth and Innovation	3
ADMN 898	Topics (Leading Organizational Change)	3
ADMN 898	Topics (Applied Financial Modeling & Analytics)	3
ADMN 898	Topics (Financial Technology & Big Data)	3
ADMN 898	Topics (Applied Equity Analysis and Firm Valuation)	3
ADMN 898	Topics (Financial Innovation and Derivatives)	3
ADMN 898	Topics (Consumer Behavior)	3
ADMN 898	Topics (Integrate Marketing Communications)	3
ADMN 901	PAUL Assessment of MBA Core Knowledge	0
ADMN 905	Corporate Consulting Project I	3
ADMN 953	The Social Power of Leadership in the 21 Century	3
ADMN 992	Special Projects and Independent Study	1-6

***Not all approved electives are offered on a regular basis**

Degree Plan

Code	Title	Credits
Full-Time Curriculum Schedule (8 week Terms)		
Term 1 (Aug-Oct):		
ADMN 912	Managing Yourself & Leading Others	3
ADMN 919	Accounting/Financial Reporting, Budgeting, and Analysis	3
ADMN 926	Leveraging Technology for Competitive Advantage	3
ADMN 970	Economics of Competition	3
Term 2 (Oct-Dec):		
ADMN 930	Financial Management/Raising and Investing Money	3
ADMN 950	Data Driven Decisions	3
ADMN 960	Marketing/Building Customer Value	3
Elective		3
Term 3 (Jan-March):		
ADMN 840	International Business	3
ADMN 940	Managing Operations	3
Elective		3
Elective		3
Term 4 (March-May):		
ADMN 982	Creating Winning Strategies	3
ADMN 905	Corporate Consulting Project I	3
ADMN 901	PAUL Assessment of MBA Core Knowledge	0
Elective		3
Term 5 (May-July)		
ADMN 902	Internship or Elective	3
Total Credits		48

Student Learning Outcomes

- Students will demonstrate knowledge of content areas of business.
- Students will demonstrate ability to solve complex problems.
- Students will engage in effective team behaviors.
- Students will demonstrate effective communication behaviors.
- Students will demonstrate awareness of major challenges and opportunities of operating in a global environment.
- Students will demonstrate understanding of the ethical issues associated with managerial situations.
- Students will be able to identify complete spectrum of stakeholders affected by a business decision.