

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

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

Description

Full-Time M.B.A.

Earn your Master's in Business Administration from Paul College of Business and Economics at the University of New Hampshire, the state's flagship university. What sets us apart is our distinct combination of rigor, relevance and a world-class faculty. Our students come from various industries - from more traditional business fields like finance and marketing, to engineering, law, healthcare and the military. Some are seeking growth within their current organizations while others are looking to gain the skills and knowledge to change professions.

The Full-Time program format is designed for students interested in devoting one full academic year to complete their MBA.

The new and innovative curriculum is designed to accelerate a student's progress through this highly-ranked AACSB (<http://www.aacsb.edu>)-accredited M.B.A. program in 10 months. The program does so by integrating courses, identifying key skills and concepts necessary for success in business, and then helping students master these skills and concepts through class discussions, cases, guest lectures, and applied projects. Throughout the program, students are exposed to knowledge that builds insight into complex organizations.

The Full-Time MBA program includes a New York City residency, an international residency, and a corporate consulting project.

Students have the option to finish their coursework in late May or in July, dependent upon whether they elect to take courses in Term 5, and have May or September graduation dates respectively.

Registration Policies

M.B.A. courses are intended for matriculated students who have been admitted to the M.B.A. program. Other degree seeking students and M.B.A. alumni may request permission to register for courses on a space-available basis.

Audit: Required M.B.A. core courses cannot accommodate auditors. Other degree-seeking students and M.B.A. alumni may request permission from the instructor to audit M.B.A. electives.

Requirements

Full-time M.B.A. Degree Requirements

The curriculum for the one-year intensive Full-Time M.B.A. program begins in August when students start classes on the Durham campus following an orientation program. Students continue together as a cohort through the academic year. The 48-credit program is comprised of ten required courses, five electives (or four electives and one internship), a three-day financial residency in NYC, a ten-day international residency, and culminates with an eight-week, 3-credit corporate consulting project. Electives can be taken in such areas as marketing, finance, global

business, growth and innovation, information systems and business analytics, and hospitality management which each feature optional three- or four-course specializations.

Students with less than two years of professional work experience are required to complete a 140 hour internship that satisfies one elective course. 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 focus on developing leadership and managerial skills through informed through informed decision making grounded in rigorous analysis. Students will learn the behavioral and social skills that empower effective leaders in any organization as well as the technical skills necessary to understand complex business processes, manage the development of technology projects, and utilize data for effective decision-making.

Core courses and electives build an understanding of the business environment. The corporate consulting project (CCP) provides an immediate opportunity to apply this knowledge to the real world of business. The cohort is divided into small teams which are each assigned to a local organization. Each team works closely with the client organization and faculty advisers to solve a real-life problem for their company. At the end of the CCP, each team presents their results to their organizational sponsors and classmates.

Code	Title	Credits
Full-Time 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
Elective or ADMN 902 Internship		3
4 Electives ¹		12
Total Credits		48

¹ The Full-Time M.B.A. curriculum is complete at the end of Term 4 with a total of 48 credits. Students have the option of taking courses in Term 5 to complete a specialization or for their own interest. These courses are offered at the continuing education cost.

M.B.A. Specializations

- A specialization is not required.
- Specialization courses are open to all Paul College M.B.A. students as electives.
- Some specialization courses are available only online or in one physical location.
- Not all specializations can be completed in one academic year.

- In order to complete a specialization, students may need to take courses in Term 5 (Summer).

Code	Title	Credits
FINANCE: this specialization 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.		
Required:		
ADMN 829	Corporate Financial Strategy	
ADMN 830	Investments	
Select one of the following:		
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)	
INFORMATION SYSTEMS & BUSINESS ANALYTICS: This specialization 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.		
Required:		
ADMN 898	Topics (Data Management and Visualization)	
ADMN 898	Topics (Predictive Analytics)	
Select one of the following:		
ADMN 845	Supply Chain Management	
ADMN 863	Marketing Analytics	
ADMN 898	Topics (Prescriptive Analytics)	
ADMN 898	Topics (Applied Financial Modeling and Analytics)	
ADMN 898	Topics (Financial Technology and Big Data)	
MARKETING: this specialization 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.		
Required: Select two or three:		
ADMN 852	Marketing Research	
ADMN 863	Marketing Analytics	
ADMN 864	New Product Development	
ADMN 898	Topics (Digital Marketing)	
Select one of the following or take three of the required courses above:		
ADMN 888	Strategic Pricing	

ADMN 860	International Marketing	
ADMN 898	Topics (Consumer Behavior)	
ADMN 898	Topics (Integrated Marketing Communications)	
GLOBAL BUSINESS: this specialization helps students develop their global awareness, understanding, and competence so to 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.		
Required:		
ADMN 840	International Business	
Select two of the following:		
ADMN 841	International Management	
ADMN 846	International Financial Management	
ADMN 860	International Marketing	
GROWTH & INNOVATION: this specialization 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.		
Required:		
ADMN 898	Topics (Managing Growth & Innovation)	
Select two of the following:		
ADMN 834	Private Equity/Venture Capital	
ADMN 841	International Management	
ADMN 864	New Product Development	
ADMN 898	Topics (Leading Organizational Change)	
HOSPITALITY MANAGEMENT (available to Part-Time and Online students only): this specialization 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.		
Required:		
ADMN 898	Topics (Human Resource Management)	
ADMN 898	Topics (Hospitality Operations & Financial Metrics)	
ADMN 898	Topics (Hospitality Asset & Financial Management)	
ADMN 898	Topics (Hospitality Revenue Management & Pricing Strategies)	

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 or ADMN 902 Internship		3
Elective		3
Term 4 (March-May):		
ADMN 982	Creating Winning Strategies	3
ADMN 905	Corporate Consulting Project I	3
Elective		3
Elective		3
Term 5 (May-July)		
Optional Electives		
Total Credits		48