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

https://paulcollege.unh.edu/academics/graduate-programs/mba/full-time-mba

Full-time M.B.A.
The new and innovative curriculum was designed specifically to accelerate a student's progress through this highly-ranked AACSB (http://www.aacsb.edu) accredited M.B.A. program. The program does this 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 projects. Throughout the program, students will be exposed to the knowledge that builds insight into complex organizations.

The program includes a New York residency, a corporate consulting project, and an international residency.

Students finish their coursework either in late May or in early July, dependent upon whether they elect to take courses in Term 5, and have a June or September graduation date respectively.

Registration Policies
M.B.A. courses are primarily 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 mid-August when students start classes on the Durham campus after an orientation program. Students continue together as a cohort through the academic year. The 48-credit program is comprised of eleven required courses, three electives, a ten-day international residency, and culminates with an eight-week, 6-credit corporate consulting project. Electives can be taken in such areas as marketing, finance, entrepreneurship, innovation, leadership, and general management.

Students with less than two years of professional work experience must complete a 140 hour internship that satisfies one elective course.

Core courses will focus on the functional areas of business, how they interact, how they contribute to the goals and objectives of the organization, and how they can be managed effectively. 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.

<table>
<thead>
<tr>
<th>Full-Time Curriculum</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADMN 912 Organizational Behavior</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 919 Management Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 926 Information Systems and Enterprise Integration</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 970 Economics</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 930 Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 956 Managerial Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 960 Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 840 International Business</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 940 Technology and Operations Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 952 Organizations, Leadership, and Environments</td>
<td>3</td>
</tr>
<tr>
<td>Elective or ADMN 902 Internship</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 982 Strategic Management: Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 905 Corporate Consulting Project I</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 906 Corporate Consulting Project II</td>
<td>3</td>
</tr>
<tr>
<td>2 Electives</td>
<td>6</td>
</tr>
<tr>
<td><strong>Total Credits</strong></td>
<td><strong>48</strong></td>
</tr>
</tbody>
</table>

1 Students with fewer than two years of work experience are required to complete a 140 hour M.B.A. Internship in lieu of an elective.
2 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.

Core courses and electives build an understanding of the business environment. The corporate consulting project (CCP) provides a first-rate 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 company such as Fidelity Investments and Liberty Mutual Life Insurance. Each team works closely with the host company 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 company sponsors and classmates.

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.

FINANCE

Corporate Financial Strategy
Investments
Select one of the following:
- International Financial Management
- Applied Equity Analysis & Firm Valuation
- Applied Financial Modelling & Analytics
- Financial Innovation & Derivatives
**INFORMATION SYSTEMS & BUSINESS ANALYTICS**

Data Management & Visualization

Predictive Analytics

Select one of the following:
- Prescriptive Analytics
- Marketing Analytics
- Applied Financial Modeling & Analytics

**MARKETING**

New Product Development

Marketing Research

Select one of the following:
- Marketing Analytics
- Digital Marketing
- International Marketing

**GLOBAL BUSINESS**

International Business

Select two of the following:
- International Management
- International Financial Management
- International Marketing

**GROWTH & INNOVATION**

Managing for Growth & Innovation

Select two of the following:
- Private Equity & Venture Capital
- Leading Organizational Change
- International Management
- New Product Development

**Degree Plan**

**Full-Time Curriculum Schedule (8 week Terms)**

Term 1 (Aug-Oct):
- ADMN 912 Organizational Behavior 3
- ADMN 919 Management Accounting 3
- ADMN 926 Information Systems and Enterprise Integration 3
- ADMN 970 Economics 3

Term 2 (Oct-Dec):
- ADMN 930 Financial Management 3
- ADMN 956 Managerial Decision Making 3
- ADMN 960 Marketing Management 3
- Elective 3

Term 3 (Jan-March):
- ADMN 840 International Business 3
- ADMN 940 Technology and Operations Management 3
- ADMN 952 Organizations, Leadership, and Environments 3
- Elective or ADMN 902 Internship 3

Term 4 (March-May):
- ADMN 982 Strategic Management: Decision Making 3
- ADMN 905 Corporate Consulting Project I 3
- ADMN 906 Corporate Consulting Project II 3

---

1 Students with fewer than two years of work experience are required to complete a 140 hour M.B.A. Internship in lieu of an elective.

2 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.