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 New York City residency, an international residency, corporate consulting project, and internship opportunities.

Highlights

- We are an AACSB-accredited (https://paulcollege.unh.edu/about-us/accreditation) Full-Time MBA program. This places our program 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.
- Students participate in an international residency as part of the International Business course. The residency combines lectures, corporate visits, and cultural activities.
- Merit scholarships are available.
- Six MBA options are available, but 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 timeslots, and 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:** A three-day financial residency in NYC and an international residency are included in the program tuition.
- **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 Term 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

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADMN 912</td>
<td>Managing Yourself &amp; Leading Others</td>
<td>3</td>
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<tr>
<td>ADMN 919</td>
<td>Accounting/Financial Reporting, Budgeting, and Analysis</td>
<td>3</td>
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<tr>
<td>ADMN 926</td>
<td>Leveraging Technology for Competitive Advantage</td>
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<td>ADMN 970</td>
<td>Economics of Competition</td>
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<tr>
<td>ADMN 930</td>
<td>Financial Management/Raising and Investing Money</td>
<td>3</td>
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<td>ADMN 950</td>
<td>Data Driven Decisions</td>
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<td>ADMN 960</td>
<td>Marketing/Building Customer Value</td>
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<td>ADMN 840</td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 940</td>
<td>Managing Operations</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 982</td>
<td>Creating Winning Strategies</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 905</td>
<td>Corporate Consulting Project I</td>
<td>3</td>
</tr>
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<td>ADMN 901</td>
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<td>ADMN 902</td>
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<tr>
<td>4 Electives</td>
<td>MBA Internship</td>
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<tr>
<td>Total Credits</td>
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</table>

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.

2 JD/MBA students can apply 9 credits (LGP 920 Contracts, LGP 960 Torts, LGP 952 Property) toward their MBA from LAW courses, thus only 2 MBA electives are needed. Students have the option to take all MBA electives.

3 JD/MBA students are not required to take an internship.

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.

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<thead>
<tr>
<th>Code</th>
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<th>Credits</th>
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<tbody>
<tr>
<td>ADMN 829</td>
<td>Corporate Financial Strategy</td>
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<tr>
<td>ADMN 830</td>
<td>Investments</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 846</td>
<td>International Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
<td>3</td>
</tr>
</tbody>
</table>
Business Administration: Full-Time (M.B.A.)

ADMN 898  | Topics (Applied Equity Analysis and Firm Valuation)  |  6 |
ADMN 898  | Topics (Financial Innovation and Derivatives)  |  6 |
ADMN 898  | Topics (Financial Technology and Big Data)  |  6 |

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.

<table>
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<tr>
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<td>ADMN 840</td>
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<td>Select two of the following:</td>
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<td>International Management</td>
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<td>ADMN 846</td>
<td>International Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 860</td>
<td>International Marketing</td>
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</table>

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.

Select two of the following: 6

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>ADMN 882</td>
<td>Managing Growth and Innovation</td>
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</tr>
<tr>
<td>ADMN 834</td>
<td>Private Equity/Venture Capital</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 841</td>
<td>International Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 864</td>
<td>New Product Development</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Leading Organizational Change)</td>
<td>3</td>
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</tbody>
</table>

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 want 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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tr>
<td>ADMN 847</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 827</td>
<td>Hospitality Operations &amp; Financial Metrics</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 828</td>
<td>Hospitality Asset and Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Hospitality Revenue Management &amp; Pricing Strategies)</td>
<td>3</td>
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</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<td>ADMN 873</td>
<td>Data Management and Visualization</td>
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<td>ADMN 872</td>
<td>Predictive Analytics</td>
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<td>ADMN 845</td>
<td>Supply Chain Management</td>
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<td>ADMN 863</td>
<td>Marketing Analytics</td>
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<td>ADMN 875</td>
<td>Prescriptive Analytics</td>
<td>3</td>
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<tr>
<td>ADMN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Financial Technology and Big Data)</td>
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</table>

Total Credits 12

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.

Minimum of three courses are required to complete the option.

Select two or three courses from the following: 9

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>ADMN 852</td>
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<td>Marketing Analytics</td>
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<td>ADMN 864</td>
<td>New Product Development</td>
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<td>ADMN 865</td>
<td>Digital Marketing</td>
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<tr>
<td>ADMN 888</td>
<td>Strategic Pricing</td>
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<tr>
<td>ADMN 860</td>
<td>International Marketing</td>
<td>3</td>
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<tr>
<td>ADMN 857</td>
<td>Integrated Marketing Communications</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Consumer Behavior)</td>
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Total Credits 15

Approved Elective Courses

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<td>ADMN 827</td>
<td>Hospitality Operations &amp; Financial Metrics</td>
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<td>ADMN 828</td>
<td>Hospitality Asset and Financial Management</td>
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<td>ADMN 829</td>
<td>Corporate Financial Strategy</td>
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<td>ADMN 830</td>
<td>Investments</td>
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<td>ADMN 832</td>
<td>Exploration in Entrepreneurial Management</td>
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<td>ADMN 834</td>
<td>Private Equity/Venture Capital</td>
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<td>ADMN 835</td>
<td>Financial Institutions</td>
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<td>International Business</td>
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<td>ADMN 841</td>
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<td>ADMN 842</td>
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<td>ADMN 846</td>
<td>International Financial Management</td>
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<td>ADMN 847</td>
<td>Human Resource Management</td>
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<td>ADMN 852</td>
<td>Marketing Research</td>
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<td>ADMN 857</td>
<td>Integrated Marketing Communications</td>
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<tr>
<td>ADMN 858</td>
<td>Revenue Management and Pricing Strategies</td>
<td>3</td>
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<tr>
<td>ADMN 859</td>
<td>Managing Technological Innovations</td>
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<td>Prescriptive Analytics</td>
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<td>ADMN 902</td>
<td>MBA Internship</td>
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<td>ADMN 905</td>
<td>Corporate Consulting Project I</td>
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<tr>
<td>ADMN 953</td>
<td>The Social Power of Leadership in the 21 Century</td>
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<tr>
<td>ADMN 992</td>
<td>Special Projects and Independent Study</td>
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*Not all approved electives are offered on a regular basis*

<table>
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<tbody>
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**Term 3 (Jan-March):**

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**Term 4 (March-May):**

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**Term 5 (May-July):**

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<td>ADMN 902</td>
<td>Internship or Elective</td>
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**Total Credits**

Total Credits: 48