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 a residency focused on global business. Details of this residency 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 Residency: Students participate in a residency as part of their core curriculum. Details of this residency 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 local 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 unless they receive a waiver based on significant prior professional experience. 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>
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<tr>
<td>ADMIN 812</td>
<td>Managing Yourself &amp; Leading Others</td>
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<td>ADMIN 819</td>
<td>Accounting/Financial Reporting, Budgeting, and Analysis</td>
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<tr>
<td>ADMIN 926</td>
<td>Leveraging Technology for Competitive Advantage</td>
<td>3</td>
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<td>ADMIN 970</td>
<td>Economics of Competition</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 930</td>
<td>Financial Management/Raising and Investing Money</td>
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<tr>
<td>ADMIN 950</td>
<td>Data Driven Decisions</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 960</td>
<td>Marketing/Building Customer Value</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 840</td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 940</td>
<td>Managing Operations</td>
<td>3</td>
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<tr>
<td>ADMIN 982</td>
<td>Creating Winning Strategies</td>
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<td>ADMIN 905</td>
<td>Corporate Consulting Project</td>
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<td>ADMIN 901</td>
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<tr>
<td>ADMIN 902</td>
<td>MBA Internship</td>
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<tr>
<td>4 Elective Courses</td>
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Total Credits 48

1 This is normally completed in the summer term, but if an earlier start is needed, students can register for this for 1 credit in term 4, and for the remaining 2 credits in the summer term.
2 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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ADMIN 829</td>
<td>Corporate Financial Strategy</td>
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<td>ADMIN 830</td>
<td>Investments</td>
<td>3</td>
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<tr>
<td>Select one of the following:</td>
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<tr>
<td>ADMIN 835</td>
<td>Financial Institutions</td>
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<td>ADMIN 846</td>
<td>International Financial Management</td>
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</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
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<td>ADMIN 898</td>
<td>Topics (Applied Equity Analysis and Firm Valuation)</td>
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</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Financial Innovation and Derivatives)</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Financial Technology and Big Data)</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits 9

Business Administration: Global Business
This option 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
cases abroad or in organizations that are engaged in business or initiatives with a global scope.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tr>
<td>ADMN 840</td>
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<td>ADMN 841</td>
<td>International Management</td>
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<td>ADMN 846</td>
<td>International Financial Management</td>
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<td>ADMN 860</td>
<td>International Marketing</td>
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**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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<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>
</tr>
<tr>
<td>Total Credits</td>
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</tr>
</tbody>
</table>

**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>
<th>Credits</th>
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<tr>
<td>ADMN 847</td>
<td>Human Resource Management</td>
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<tr>
<td>ADMN 827</td>
<td>Hospitality Operations &amp; Financial Metrics</td>
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<tr>
<td>ADMN 828</td>
<td>Hospitality Asset and Financial Management</td>
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</tr>
<tr>
<td>ADMN 858</td>
<td>Revenue Management and Pricing Strategies</td>
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<tr>
<td>Total Credits</td>
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</tbody>
</table>

**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>Marketing Analytics</td>
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**Approved Elective Courses**

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<td>ADMN 801</td>
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<td>ADMN 827</td>
<td>Hospitality Operations &amp; Financial Metrics</td>
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<td>ADMN 834</td>
<td>Private Equity/Venture Capital</td>
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<td>ADMN 841</td>
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<td>ADMN 842</td>
<td>Project Management</td>
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<td>International Financial Management</td>
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<td>Human Resource Management</td>
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<td>ADMN 852</td>
<td>Marketing Research</td>
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<td>ADMN 858</td>
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<td>Topics (Consumer Behavior)</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*
Degree Plan

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<tr>
<td></td>
<td><strong>Full-Time Curriculum Schedule (8 week Terms)</strong></td>
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<tr>
<td></td>
<td><strong>Term 1 (Aug-Oct):</strong></td>
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<tr>
<td>ADMN 912</td>
<td>Managing Yourself &amp; Leading Others</td>
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<td>Accounting/Financial Reporting, Budgeting, and Analysis</td>
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<td><strong>Term 2 (Oct-Dec):</strong></td>
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<td>Data Driven Decisions</td>
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Student Learning Outcomes

MBA graduates will be able to:

- Synthesize and apply knowledge across business disciplines.
- Apply analytical tools to solve complex organizational problems.
- Apply theories and frameworks to effectively lead teams and organizations.
- Communicate quantitative and qualitative assessments of business information.
- Identify and evaluate opportunities and challenges in the global business environment.
- Identify opportunities to strengthen and extend ethical and sustainable business practices; consider and address the relevant range of stakeholders affected by business decisions.
- Identify opportunities to strengthen and extend diversity, equity, inclusion, and belongingness in the work environment.