## BUSINESS ADMINISTRATION: PART-TIME (M.B.A.)

https://paulcollege.unh.edu/business-administration/program/mba/business-administration-part-time-or-online

### Description

**Part-Time Hybrid MBA**

The Part-Time Hybrid MBA is an excellent choice designed for professionals in the workforce who are seeking to advance their careers. Core classes meet from 5:40 - 9:15 p.m. once a week during each eight-week term. Elective classes meet in hybrid or online formats.

### Highlights

- Paul College is an AACSB-accredited business school, placing our programs among the top 6% of MBA programs worldwide.
- You take the same courses, taught by the same world-class faculty, and have access to the same resources as Full-Time MBA students.
- You can begin your program at multiple, designated term starts throughout the calendar year and can earn your MBA in 18-42 months.
- You will collaborate with working professionals with experience in a globally diverse range of industries.
- You will have your own personal program advisor and access to career development tools and services.
- Seven MBA specializations are available, but are not required:
  - Finance
  - Global Business
  - Growth & Innovation
  - Healthcare Industry
  - Hospitality Management
  - Information Systems & Business Analytics
  - Marketing
- You have the opportunity to participate in an international residency after completing the International Business course.

### Requirements

#### Part-Time MBA Requirements

- **Credits:** Students will complete 16 courses, or 48 credits (9 core, 7 electives).
- **GPA:** Students must have a minimum 3.0 GPA at graduation, and earn a B- or better in all classes.
- **Program length:** Students can earn their MBA in 18 to 42 months.

### Core Courses

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADMIN 912</td>
<td>Managing Yourself &amp; Leading Others</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 919</td>
<td>Accounting/Financial Reporting, Budgeting, and Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 926</td>
<td>Leveraging Technology for Competitive Advantage</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 930</td>
<td>Financial Management/Raising and Investing Money</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 940</td>
<td>Managing Operations</td>
<td>3</td>
</tr>
<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>
</tbody>
</table>

### 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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</thead>
<tbody>
<tr>
<td>ADMIN 829</td>
<td>Corporate Financial Strategy</td>
<td>3</td>
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<tr>
<td>ADMIN 830</td>
<td>Investments</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 835</td>
<td>Financial Institutions</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 838</td>
<td>Equity Analysis and Firm Valuation</td>
<td></td>
</tr>
<tr>
<td>ADMIN 846</td>
<td>International Financial Management</td>
<td></td>
</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
<td></td>
</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Financial Innovation and Derivatives)</td>
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</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Financial Technology and Big Data)</td>
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</tbody>
</table>

#### 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 careers abroad or in organizations that are engaged in business or initiatives with a global scope.

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<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>ADMIN 840</td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 841</td>
<td>International Management</td>
<td>3</td>
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<tr>
<td>ADMIN 846</td>
<td>International Financial Management</td>
<td></td>
</tr>
<tr>
<td>ADMIN 860</td>
<td>International Marketing</td>
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</tbody>
</table>

#### 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.

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<tr>
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<tbody>
<tr>
<td>ADMIN 882</td>
<td>Managing Growth and Innovation</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 834</td>
<td>Private Equity/Venture Capital</td>
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</tr>
<tr>
<td>ADMIN 841</td>
<td>International Management</td>
<td></td>
</tr>
<tr>
<td>ADMIN 864</td>
<td>New Product Development</td>
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</table>
BUSINESS ADMINISTRATION: HEALTHCARE INDUSTRY

This option is designed to provide students already in the healthcare field or those interested in entering it with foundational knowledge of the U.S. Healthcare system and health policy, as well as analytic approaches for improving it.

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<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>ADMIN 801</td>
<td>The U.S. Healthcare System</td>
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</tr>
<tr>
<td>NURS 901</td>
<td>Health Policy</td>
<td></td>
</tr>
<tr>
<td>NURS 969</td>
<td>Health Systems Policy, Economics &amp; Financial Planning</td>
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Select two of the following:

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<tr>
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<tbody>
<tr>
<td>NURS 973</td>
<td>Quality &amp; Safety</td>
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</tr>
<tr>
<td>NURS 960</td>
<td>Healthcare Finance Management</td>
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</tr>
<tr>
<td>NURS 963</td>
<td>Biostats and Epidemiology</td>
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</tr>
<tr>
<td>NURS 933</td>
<td>Applied Analytics for QI in Health Care</td>
<td></td>
</tr>
<tr>
<td>NURS 964</td>
<td>Information Systems and Technology Improvement</td>
<td></td>
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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.

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<tr>
<td>ADMIN 847</td>
<td>Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 827</td>
<td>Hospitality Operations &amp; Financial Metrics</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 928</td>
<td>Hospitality Asset and Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>ADMIN 855</td>
<td>Revenue Management and 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.

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<tbody>
<tr>
<td>ADMIN 873</td>
<td>Data Management and Visualization</td>
<td>3</td>
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<tr>
<td>ADMIN 872</td>
<td>Predictive Analytics</td>
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Select one of the following:

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<tr>
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<tbody>
<tr>
<td>ADMIN 845</td>
<td>Supply Chain Management</td>
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<tr>
<td>ADMIN 863</td>
<td>Marketing Analytics</td>
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<tr>
<td>ADMIN 875</td>
<td>Prescriptive Analytics</td>
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<tr>
<td>ADMIN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
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</tr>
<tr>
<td>ADMIN 898</td>
<td>Topics (Financial Technology &amp; Big Data)</td>
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</table>

Total Credits 9

Approved Elective Courses

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<td>ADMIN 801</td>
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<td>Corporate Financial Strategy</td>
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<td>ADMIN 841</td>
<td>International Management</td>
<td>3</td>
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<td>ADMIN 842</td>
<td>Project Management</td>
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<td>ADMIN 847</td>
<td>Human Resource Management</td>
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<td>ADMIN 852</td>
<td>Marketing Research</td>
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<td>ADMIN 858</td>
<td>Revenue Management and Pricing Strategies</td>
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<td>International Marketing</td>
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<td>Managing Growth and Innovation</td>
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<tr>
<td>ADMIN 898</td>
<td>Topics (Leading Organizational Change)</td>
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<td>Topics (Financial Technology &amp; Big Data)</td>
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<td>Topics (Financial Innovation and Derivatives)</td>
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<td>ADMIN 898</td>
<td>Topics (Consumer Behavior)</td>
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<td>ADMIN 898</td>
<td>Topics (Integrated Marketing Communications)</td>
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<tr>
<td>ADMIN 992</td>
<td>Special Projects and Independent Study</td>
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</tr>
</tbody>
</table>

*Not all approved electives are offered on a regular basis

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.