

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

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

## Description

### Part--Time MBA

The Part-Time MBA (Durham or Manchester) is an excellent choice designed for professionals in the workforce who are seeking to advance their careers. Classes meet from 5:40-9:15 p.m. once a week during each eight-week term.

#### Highlights

- We are the only AACSB-accredited (<https://paulcollege.unh.edu/about-us/accreditation>) Part-Time MBA program in the state of New Hampshire. This places our program among the top 5% 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.
- For additional flexibility, you are eligible to take electives online.
- 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.
- Six MBA options are available, but not required.
  - Finance
  - Information Systems & Business Analytics
  - Marketing
  - Global Business
  - Growth and Innovation
  - Hospitality Management
- You have the opportunity to participate in an international residency as part of 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 have 2-3.5 years to complete program requirements

### Core Courses

Code	Title	Credits
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 930	Financial Management/Raising and Investing Money	3
ADMN 940	Managing Operations	3
ADMN 950	Data Driven Decisions	3
ADMN 960	Marketing/Building Customer Value	3
ADMN 970	Economics of Competition	3
ADMN 982	Creating Winning Strategies	3
<b>Additional Coursework:</b>		<b>21</b>
Complete a Specialized Degree Option and Four Elective Courses		
or		
Complete Seven Elective Courses		
<b>Total Credits</b>		<b>48</b>

### 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.

Code	Title	Credits
<b>Finance Option Requirements</b>		
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
Select one of the following:		3
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)	
<b>Total Credits</b>		<b>9</b>

#### 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.

Code	Title	Credits
<b>Global Business Option Requirements</b>		
ADMN 840	International Business	3
Select two of the following:		6
ADMN 841	International Management	
ADMN 846	International Financial Management	
ADMN 860	International Marketing	
<b>Total Credits</b>		<b>9</b>

## 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.

Code	Title	Credits
<b>Growth and Innovation Option Requirements</b>		
ADMN 882	Managing Growth and Innovation	3
Select two of the following:		6
ADMN 834	Private Equity/Venture Capital	
ADMN 841	International Management	
ADMN 864	New Product Development	
ADMN 898	Topics (Leading Organizational Change)	
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.

Code	Title	Credits
<b>Hospitality Management Option Requirements</b>		
ADMN 847	Human Resource Management	3
ADMN 827	Hospitality Operations & Financial Metrics	3
ADMN 828	Hospitality Asset and Financial Management	3
ADMN 898	Topics (Hospitality Revenue Management & Pricing Strategies)	3
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.

Code	Title	Credits
<b>Information Systems and Business Analytics Option Requirements</b>		
ADMN 873	Data Management and Visualization	3
ADMN 872	Predictive Analytics	3
Select one of the following:		3
ADMN 845	Supply Chain Management	
ADMN 863	Marketing Analytics	
ADMN 875	Prescriptive Analytics	
ADMN 898	Topics (Applied Financial Modeling and Analytics)	

ADMN 898	Topics (Financial Technology and Big Data)	
Total Credits		9

## 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.

Code	Title	Credits
<b>Marketing Option Requirements</b>		
Minimum of three courses are required to complete the option.		
Select two or three courses from the following:		
ADMN 852	Marketing Research	
ADMN 863	Marketing Analytics	
ADMN 864	New Product Development	
ADMN 865	Digital Marketing	
Select one additional course from the following if needed:		
ADMN 888	Strategic Pricing	
ADMN 860	International Marketing	
ADMN 857	Integrated Marketing Communications	
ADMN 898	Topics (Consumer Behavior)	
Total Credits		9

## Approved Elective Courses

Code	Title	Credits
ADMN 823	Topics in Finance	3
ADMN 827	Hospitality Operations & Financial Metrics	3
ADMN 828	Hospitality Asset and Financial Management	3
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
ADMN 832	Exploration in Entrepreneurial Management	3
ADMN 834	Private Equity/Venture Capital	3
ADMN 835	Financial Institutions	3
ADMN 840	International Business	3
ADMN 841	International Management	3
ADMN 842	Project Management	3
ADMN 845	Supply Chain Management	3
ADMN 846	International Financial Management	3
ADMN 847	Human Resource Management	3
ADMN 852	Marketing Research	3
ADMN 857	Integrated Marketing Communications	3
ADMN 858	Revenue Management and Pricing Strategies	3
ADMN 859	Managing Technological Innovations	3
ADMN 860	International Marketing	3
ADMN 863	Marketing Analytics	3
ADMN 864	New Product Development	3
ADMN 865	Digital Marketing	3
ADMN 872	Predictive Analytics	3
ADMN 873	Data Management and Visualization	3

ADMN 875	Prescriptive Analytics	3
ADMN 882	Managing Growth and Innovation	3
ADMN 888	Strategic Pricing	3
ADMN 898	Topics (Leading Organizational Change)	3
ADMN 898	Topics (Hospitality Revenue Management & Pricing Strategies)	3
ADMN 898	Topics (Applied Financial Modeling & Analytics)	3
ADMN 898	Topics (Financial Technology & Big Data)	3
ADMN 898	Topics (Applied Equity Analysis and Firm Valuation)	3
ADMN 898	Topics (Financial Innovation and Derivatives)	3
ADMN 898	Topics (Consumer Behavior)	3
ADMN 898	Topics (Integrate Marketing Communications)	3
ADMN 901	PAUL Assessment of Core Knowledge	0
ADMN 902	MBA Internship	3
ADMN 905	Corporate Consulting Project I	3
ADMN 953	The Social Power of Leadership in the 21 Century	3
ADMN 992	Special Projects and Independent Study	1-6

**\*Not all approved electives are offered on a regular basis**