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

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

Description

Part-time and Online M.B.A.

Earn your Master’s in Business Administration from Paul College of Business and Economics at the University of New Hampshire, the state’s flagship university. What sets us apart is our distinct combination of rigor, relevance and a world-class faculty. Our students come from various industries - from more traditional business fields like finance and marketing, to engineering, law, healthcare and the military. Some are seeking growth within their current organizations while others are looking to gain the skills and knowledge to change professions.

PART-TIME M.B.A. PROGRAM

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

The M.B.A. Part-Time evening option is an excellent choice for professionals in the workforce who are seeking to advance their careers. This innovative program provides the opportunity for students to earn a degree in as little as two years. Courses are offered at the Durham and Manchester campuses.

Instituted in 1996, the Part-Time evening M.B.A. program is primarily designed for those who are highly motivated and capable of balancing a full-time work schedule with evening study. Classes meet from 5:30-9:15 p.m. The Part-Time, Online and Full-Time programs all share the same faculty. Admission points are in late August and January.

The new and innovative curriculum common to all the MBA programs at UNH - Full-Time, Part-Time and Online - is specifically designed to align the learning objectives in the core courses and free up more time for elective/specialization courses. The curriculum 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 knowledge that builds insight into complex organizations.

Highlights

• The only Part-Time M.B.A. program in northern New England ranked among the nation’s top 100 by U.S. News & World Report making this program #1 in northern New England.
• The Online M.B.A. option allows students to earn an advanced degree from an AACSB accredited institution in two to three and a half years from anywhere in the world.

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

Part-Time and Online M.B.A. Requirements

Part-time (evening) and online students typically begin the program in the fall term, although January admission with a reduced course load is possible. The degree is comprised of nine required core courses and seven electives. ADMN 982 Creating Winning Strategies is the capstone experience. Students may petition to waive up to three core courses. A waiver is typically granted if the student possesses a major (five to six courses from an AACSB accredited institution) in a core area earned within five years of matriculation, e.g., a student with a major in finance may petition to waive the M.B.A. core course in finance. The program is designed to permit students who begin in the fall to complete the degree

business, growth and Innovation, and hospitality management - as well as a variety of elective courses.

ONLINE M.B.A.

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

The Online M.B.A. degree is an excellent choice for professionals in the workforce who are seeking to advance their careers, but who cannot regularly attend classes on campus. This innovative program provides students with the opportunity to earn a degree in as little as two years from anywhere in the world and has rapidly grown to become the Paul School’s most popular M.B.A. program.

The Online model is primarily designed for those who are highly motivated and capable of balancing a full-time work schedule with online study. Courses are designed to facilitate information sharing outside the constraints of time and place among a network of people.

The Online M.B.A. program follows the same curriculum as the Part-Time M.B.A. allowing students to move back and forth between the two models if they choose. Admission points are in mid August and January. The program is primarily asynchronous. Students can log on anytime during the week to complete their work adding to the flexibility of the online option. NB: The online courses, like those that are face to face, may require team projects that necessitate coordinating the schedules of those involved from time to time.

Highlights

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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.
in less than two years, although a more relaxed pace is also possible. Students have up to three and a half years to complete the curriculum.

COURSES

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ADMN 912</td>
<td>Managing Yourself &amp; Leading Others</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 919</td>
<td>Accounting/Financial Reporting, Budgeting, and Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 970</td>
<td>Economics of Competition</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 926</td>
<td>Leveraging Technology for Competitive Advantage</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 960</td>
<td>Marketing/Building Customer Value</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 950</td>
<td>Data Driven Decisions</td>
<td>3</td>
</tr>
<tr>
<td>ADMN 930</td>
<td>Financial Management/Raising and Investing Money</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></td>
<td>7 Electives - one must be an international course</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td>Total Credits</td>
<td>48</td>
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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 (Summer).

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<thead>
<tr>
<th>Code</th>
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<tbody>
<tr>
<td>ADMN 898</td>
<td>Topics (Data Management and Visualization)</td>
<td></td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Predictive Analytics)</td>
<td></td>
</tr>
<tr>
<td>ADMN 845</td>
<td>Supply Chain Management</td>
<td></td>
</tr>
<tr>
<td>ADMN 863</td>
<td>Marketing Analytics</td>
<td></td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Prescriptive Analytics)</td>
<td></td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Applied Financial Modeling and Analytics)</td>
<td></td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Financial Technology and Big Data)</td>
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MARKETING: this specialization 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.

Required: Select two or three:
- ADMN 852 Marketing Research
- ADMN 863 Marketing Analytics
- ADMN 864 New Product Development
- ADMN 898 Topics (Digital Marketing)

Select one of the following or take three of the required courses above:
- ADMN 888 Strategic Pricing
- ADMN 860 International Marketing
- ADMN 898 Topics (Consumer Behavior)
- ADMN 898 Topics (Integrated Marketing Communications)

GLOBAL BUSINESS: this specialization 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.

Required:
- ADMN 840 International Business

Select two of the following:
- ADMN 841 International Management
- ADMN 846 International Financial Management
- ADMN 860 International Marketing

GROWTH & INNOVATION: this specialization 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.

Required:
- ADMN 898 Topics (Managing Growth & Innovation)
Select two of the following:

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<tbody>
<tr>
<td>ADMN 834</td>
<td>Private Equity/Venture Capital</td>
</tr>
<tr>
<td>ADMN 841</td>
<td>International Management</td>
</tr>
<tr>
<td>ADMN 864</td>
<td>New Product Development</td>
</tr>
<tr>
<td>ADMN 898</td>
<td>Topics (Leading Organizational Change)</td>
</tr>
</tbody>
</table>

HOSPITALITY MANAGEMENT (available to Part-Time and Online students only): this specialization 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.

Required:

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

Degree Plan

**EXAMPLE PART-TIME and ONLINE 2-YEAR CURRICULUM MAP FALL/AUGUST START (8 week Terms)**

**FIRST YEAR COURSE SCHEDULE - FALL/AUGUST START**

**Term 1 (Aug-Oct):**
- ADMN 912 Managing Yourself & Leading Others 3
- ADMN 919 Accounting/Financial Reporting, Budgeting, and Analysis 3

**Term 2 (Oct-Dec):**
- ADMN 926 Leveraging Technology for Competitive Advantage 3
- ADMN 950 Data Driven Decisions 3

**Term 3 (Jan-March):**
- ADMN 970 Economics of Competition 3
- ADMN 960 Marketing/Building Customer Value 3

**Term 4 (March-May):**
- ADMN 930 Financial Management/Raising and Investing Money 3
- Elective 3

**Term 5 (May-July):**
- Elective Option (online) 3
- Elective Option (online) 3

**SECOND YEAR COURSE SCHEDULE - SPRING/JANUARY START**

**Term 1 (Aug-Oct):**
- ADMN 919 Accounting/Financial Reporting, Budgeting, and Analysis 3
- Elective 3

**Term 2 (Oct-Dec):**
- ADMN 926 Leveraging Technology for Competitive Advantage 3
- ADMN 950 Data Driven Decisions 3

**Term 3 (Jan-March):**
- ADMN 960 Marketing/Building Customer Value 3
- Elective 3

**Term 4 (March-May):**
- ADMN 930 Financial Management/Raising and Investing Money 3
- ADMN 940 Managing Operations 3

**Term 5 (May-July):**
- Elective Option (online) 3
- Elective Option (online) 3

**THIRD YEAR COURSE SCHEDULE - SPRING/JANUARY START**

**Term 1 (Aug-Oct):**
- Elective 3

**Term 2 (Oct-Dec):**
- Elective 3

**Term 3 (Jan-March):**
- Elective 3

**Term 4 (March-May):**
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADMN 982</td>
<td>Creating Winning Strategies</td>
<td>3</td>
</tr>
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</table>

**Term 5 (May-July)**

1. Seven electives are required for graduation in addition to the 9 core courses. One of these electives must be an international course.
2. Students are not required to take two courses each term, but doing so leads to faster degree completion. A program advisor will help students map out their curriculum pathway upon matriculation.