Master of Business Administration

Available Entirely Online, On Campus or as a Mix of Both

The Manning School of Business MBA Program prepares students to compete in a rapidly changing global environment. With smaller classes supporting student and faculty interaction, the program integrates theory and practice through real-world projects and case studies applicable to commercial, industrial and not-for-profit settings. Faculty are highly-credentialed professionals who have extensive experience and scholarship in their respective fields.

The program consists of 10 to 16 courses, depending on a student’s educational background. Students can tailor their course of study by selecting elective courses to support their professional development, or they can pursue one of the three concentrations in Finance, Accounting or Information Technology. Professionals with a minimum of two years relevant, full-time work experience may pursue their MBA full- or part-time, on campus, online or both. Alternatively, high-achieving undergraduates who do not have prior work experience are encouraged to apply into the on-campus MBA program also available through the Manning School of Business.

Note: Students who have not taken Microeconomics (49.201) and Statistics (49.211) as part of their undergraduate program will need to do so prior to application.

PROGRAM OUTLINE
Courses required if you have already fulfilled the Foundation Courses as part of your undergraduate studies: 10

Foundations Core Courses:
Required only for students who didn’t take equivalent courses during their undergraduate coursework within the past seven years with a grade of "B" or better.

- ACCT.501 Financial Accounting
- FINA.501 Business Financial Analysis
- MKTG.501 Marketing Fundamentals
- POMS.501 Operations Fundamentals
- MGMT.501 Organizational Behavior
- MGMT.511 Global Enterprise and Competition

Required Advanced Core Courses:
Seven 3-credit courses - 21 credits total

- ACCT.601 Accounting Information for Management Decisions
- FINA.601 Corporate Finance
- MKTG.601 Analysis of Customers and Markets
- MIS.601 Management Information Systems
- POMS.671 Operations Management
- MGMT.601 Managing Organization Design and Change
- MGMT.691 Strategy Formulation and Implementation

Electives:
Three 3-credit courses - 9 credits total
Students may choose a general program of study, or choose 3 courses from concentrations in Accounting, Finance, and Information Technology.

For more information about this program, visit http://continuinged.uml.edu/online/MBA/
Master of Business Administration - MBA

ADVANCED CORE COURSE DESCRIPTIONS

ACCL.601 Accounting Information for Management Decisions
Prerequisite: Student must be matriculated and must have completed foundation core courses. Focuses on the manager's view as opposed to the accountant's view of the decision process and related quantitative and qualitative information needs. The course material examines accounting information that will achieve faster, better, and cheaper operations. New strategic cost management models, such as ABC and target costing, are explored and contrasted with traditional cost approaches. Formerly 60.601. 3 credits. Prerequisite: MSA students, matriculated MBA students with completed MBA Foundation Core; or permission of MBA Coordinator.

FINA.601 Corporate Finance
Relates working capital strategy, capital investment analysis, long-term financing, and capital structure decisions in a risk-return framework to the dynamics of the firm and the market in which it operates. Formerly 61.601. 3 credits.

MKTG.601 Customers and Markets
Prerequisite: Student must be matriculated and have finished foundation core. Pursues the development of comprehensive and integrated marketing plans using industry/competitor analysis, market value chains, and forecasting. An emphasis is given to business-to-business marketing situations which require an in-depth analysis of the firm's complex organizational behavior and evolving buyer-seller relationship. Formerly 67.601. 3 credits.

MIST.601 Management Information Systems
Examines computer technologies, database management, and data communications as vehicle to improve and/or restructure business processes and decision making effectively to create competitive advantage. Formerly 63.601. 3 credits.

POMS.601 Operations Management
Examines the strategic and tactical operations processes of manufacturing and service firms that foster global competitiveness. This course focuses on traditional and newer approaches including just-in-time, total quality management, MRP, flexible manufacturing systems, and capacity and management that lead to an integrated operations strategy. Cost reductions, flexibility, and market responsiveness are also considered. Formerly 63.671. 3 credits.

MGMT.601 Managing Organizational Change
Examines how business enterprises are designed, managed, and changed to operate efficiently and perform effectively within their competitive environments. It critically examines organizations that vary in terms of such characteristics as size, complexity, goals, and technology as they operate under different circumstances and at various stages of their life cycles. The role and impact of individuals managers receive particular attention. Formerly 66.691. 3 credits.

MGMT.691 Strategy Formation and Implementation
Reviews strategies for positioning a firm within its competitive environment. Fundamental concepts in strategic management; role of the CEO, levels and components of strategy, competitive analysis, and formulation and implementation of strategy are explored. Pre-Requisite: MBA Advanced Core. Formerly 66.691. 3 credits.

EXAMPLE ACCOUNTING CONCENTRATION COURSES: (CHOOSE 3)
ACCL.602 Advanced Management and Sustainability Accounting
ACCL.612 Advanced Cost Accounting
ACCL.621 Tax Factors in Business Decisions
ACCL.622 Globalization and Accounting
ACCL.623 Relevant Accounting Issues for MBAs
ACCL.630 Taxation of Business Entities
ACCL.640 Corporate Financial Reporting
ACCL.645 Fraud Examination and Forensic Accounting
ACCL.688 Current Topics in Accounting

EXAMPLE COURSES FOR THE FINANCE CONCENTRATION: (CHOOSE 3)
FINA.610 Financial Market & Monetary Policy
FINA.624 Fixed Income Securities
FINA.675 Financial Derivatives
FINA.691 International Finance
FINA.622 Advanced Portfolio Management
FINA.760 International Financial Management
FINA.-*- Special Topics In Finance

EXAMPLE COURSES FOR THE INFORMATION TECHNOLOGY CONCENTRATION: (CHOOSE 3)
MIST.610 Information Technology Infrastructure
MIST.645 Information Technology Project Management
MIST.607 Electronic Business
MIST.608 Enterprise System Management
MIST.688 Current Topics in Management Information Systems
POMS.654 Managerial Quality Control
MIST.709 Independent Study in MIS

How to Apply

ADMISSION REQUIREMENTS
• Complete the graduate application
• An official transcript of grades from undergraduate institution(s)
• An official Graduate Management Admission Test (GMAT) score or Graduate Record Examination (GRE) score. Applicants may waive the GMAT exam based on certain criteria. To apply for a GMAT Waiver please complete the GMAT Waiver Form. Once the form is submitted, you can expect a decision within ten business days.
• Three letters of recommendation. Recommenders may send in their own letter or complete our Recommendation Form.
• A résumé demonstrating a minimum of two years of full-time relevant work experience. (Not required for BSMS students)
• A one-page Statement of Purpose highlighting academic and career goals
• A score report for TOEFL with a 600 (paper based), 250 (computer based) or 100 (Internet based) minimum must be submitted if the applicant is a citizen of a non-English speaking country or has never earned an academic degree in the United States.

To Register for a Course
You do not have to be enrolled in the program to take a course. Try a course before you apply. Approximately two months prior to the start of each semester, the Division of Online and Continuing Education posts the upcoming semester course schedule on the website. Once you decide which course(s) you would like to take, do the following:

New Students: Complete the “Non-Degree Course Registration Form,” available on the Online and Continuing Education website.

Returning Students: Register using USIS self-service. Note: If you previously completed an academic program through UMass Lowell but haven’t already applied and been accepted into this program, you will need to complete the “Non-Degree Course Registration Form.”

Contact Us
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http://continuinged.uml.edu/online/MBA/