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 four options in Finance, Accounting, Information Technology or Marketing. 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.

PROGRAM OUTLINE

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

Foundations Courses:
Required only for students who didn’t take equivalent courses during their undergraduate coursework within the past 10 years with a grade of ‘B’ or better.
- ACCT.5010 Financial Accounting
- FINA.5010 Business Financial Analysis (prereq: ACCT.5010)
- MKTG.5010 Marketing Fundamentals
- POMS.5010 Operations Fundamentals
- MGMT.5010 Organizational Behavior
- MGMT.5110 Global Enterprise and Competition

Note: MGMT.5110 must be taken upon completion of the first five Foundations courses.

Required Advanced Core Courses:
Seven 3-credit courses - 21 credits total
- ACCT.6010 Accounting Information for Management Decisions
- FINA.6010 Corporate Finance
- MKTG.6010 Analysis of Customers and Markets
- MIST.6010 Management Information Systems
- POMS.6010 Operations Management
- MGMT.6010 Managing Organization Design and Change
- MGMT.6910 Strategy Formulation and Implementation

Note: MGMT.6910 must be taken in the last semester after the other six Advanced Core courses have been completed.

Electives:
Three 3-credit courses - 9 credits total
Students may choose a general program of study, or choose 3 courses from options in Accounting, Finance, Information Technology or Marketing. These electives may be taken concurrently with the above Advanced Core courses.

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

ADVANCED CORE COURSE DESCRIPTIONS

ACCT.6010 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.6010 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.6010 Customers and Markets
Prerequisite: Student must be matriculated and have finished foundation core. 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 individual managers receive particular attention. Formerly 63.601. 3 credits.

MIST.6010 Management Information Systems
Examines computer technologies, database management, and data communications as vehicle to improve and/or restructure business processes and decision making effectiveness to create competitive advantage. Formerly 63.601. 3 credits.

POMS.6010 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.6010 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 individual managers receive particular attention. Formerly 66.601. 3 credits.

MGMT.6910 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 COURSES FOR THE ACCOUNTING OPTION: (CHOOSE 3)
ACCT.6020 Advanced Management and Sustainability Accounting
ACCT.6120 Advanced Cost Accounting
ACCT.6210 Tax Factors in Business Decisions
ACCT.6220 Globalization and Accounting
ACCT.6230 Relevant Accounting Issues for MBAs
ACCT.6300 Taxation of Business Entities
ACCT.6400 Corporate Financial Reporting I
ACCT.6450 Fraud Examination and Forensic Accounting
ACCT.6880 Current Topics in Accounting

EXAMPLE COURSES FOR THE FINANCE OPTION: (CHOOSE 3)
FINA.6100 Financial Market & Monetary Policy
FINA.6240 Fixed Income Securities
FINA.6750 Financial Derivatives
FINA.6910 International Finance
FINA.6220 Advanced Portfolio Management
FINA.7600 International Financial Management
FINA.---- Special Topics in Finance

EXAMPLE COURSES FOR THE INFORMATION TECHNOLOGY OPTION: (CHOOSE 3)
MIST.6080 Enterprise System Management
MIST.6070 Electronic Business for Managers
MKTG.6510 Sustainable/Green Marketing
MKTG.6510 Sustainable/Green Marketing
MKTG.6880 Current Topics in Marketing

EXAMPLE COURSES FOR THE MARKETING OPTION: (CHOOSE 3)
MKTG.6300 Market Research for Entrepreneurs
MKTG.6700 International Marketing
MKTG.6150 New Product Development
MKTG.6250 Digital Marketing
MKTG.6510 Sustainable/Green Marketing
MKTG.6880 Current Topics in Marketing

EXAMPLE COURSES FOR THE INFORMATION TECHNOLOGY OPTION: (CHOOSE 3)
MIST.7090 Independent Study in MIS
MIST.6880 Current Topics in Management Information Systems
MIST.6080 Enterprise System Management
MIST.6070 Electronic Business for Managers
MKTG.6510 Sustainable/Green Marketing
MKTG.6880 Current Topics in Marketing

How to Apply

ADMISSION REQUIREMENTS

- Complete the graduate application
- An official transcript of grades from undergraduate institution(s)
- An official Graduate Management Admissions 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.

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

Returning Students: Register using SIS 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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