

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

<https://paulcollege.unh.edu/business-administration/program/mba/business-administration-full-time>

## Description

### Full-Time MBA

The Full-Time MBA program is a one-year, cohort-based MBA program that includes a corporate consulting project and a required internship.

#### Highlights

- Paul College is an **AACSB-accredited** business school, placing our programs among the top 6% of MBA programs worldwide.
- Students acquire the knowledge and skills associated with a two-year MBA program in one year, returning to the workforce faster.
- Students take all core courses as part of a cohort, benefiting from extensive team-based learning.
- Students take electives with Online/Hybrid MBA students in online and/or hybrid formats, gaining exposure to working professionals in a variety of industries.
- As part of their core curriculum, students participate in a residency focused on global business. Details of this residency may vary from year to year (e.g. destination).
- Merit scholarships are available.
- Seven MBA options are available but are not required.
  - Analytics
  - Finance
  - Growth & Innovation
  - Healthcare Industry
  - Human Resource Management
  - Marketing
  - Sustainable Global Business

## Requirements

### Full-Time MBA Degree Requirements

The curriculum for the one-year accelerated Full-Time MBA program begins in August on the Durham campus. Most elective courses are offered in online and/or hybrid formats. Some students may be eligible to finish the program in 9 months.

- **Credits:** Students will complete **16 courses, or 48 credits.**
- **Student Availability:** Due to the nature of the program, classes are scheduled in both day and evening time slots; therefore, the program is incompatible with full-time employment.
- **GPA:** Students must have a minimum **3.0 GPA** at graduation, and earn a **B- or better in all classes.**
- **Required Residency:** Students participate in a residency during spring break as part of their core curriculum. Details of this residency may vary from year to year.
- **Corporate Consulting Project (CCP):** The CCP provides an immediate opportunity to apply MBA program knowledge to a real business challenge. Small student-teams are matched with local

organizations from various industries. Each team works closely with a client organization and faculty advisers to provide business consulting expertise. At the end of the CCP, each team presents their recommendations to their client organization.

- **Internship:** Students should expect to complete an internship during terms 4 and 5 unless they receive a waiver based on significant prior professional experience. Students with more than two years of professional work experience are also encouraged to engage in an internship in order to explore new fields or functions.

## Core Courses

Code	Title	Credits
<b>Full-Time MBA Curriculum</b>		
<i>Required Courses</i>		
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 970	Economics of Competition	3
ADMN 930	Financial Management/Raising and Investing Money	3
ADMN 950	Data Driven Decisions	3
ADMN 960	Marketing/Building Customer Value	3
ADMN 840	International Business	3
ADMN 940	Managing Operations	3
ADMN 982	Creating Winning Strategies	3
ADMN 905	Corporate Consulting Project	3
ADMN 901	PAUL Assessment of MBA Core Knowledge	0
ADMN 902	MBA Internship <sup>1</sup>	3
<i>Electives</i>		
Select four (4) elective courses (see list below). <sup>2</sup>		12
<b>Total Credits</b>		<b>48</b>

<sup>1</sup> This is normally completed in the summer term, but if an earlier start is needed, students can register for this for 1 credit in term 4, and for the remaining 2 credits in the summer term.

<sup>2</sup> The Full-Time MBA curriculum is complete at the end of Term 5 with a total of 48 credits. Students have the option of taking electives in Term 5 to complete their degree.

## Specialized Degree Options

### Business Administration: 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>Analytics Option Requirements</b>		
ADMN 873	Data Management and Visualization	3
ADMN 872	Predictive Analytics	3
Select one course from the following:		3
ADMN 839	Applied Financial Modeling and Analytics	
ADMN 845	Supply Chain Management	
ADMN 863	Marketing Analytics	
ADMN 875	Prescriptive Analytics	
ADMN 898	Topics (Financial Technology and Big Data)	
<b>Total Credits</b>		<b>9</b>

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
Finance Option Requirements		
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
Select one course from the following:		3
ADMN 835	Financial Institutions	
ADMN 838	Equity Analysis and Firm Valuation	
ADMN 839	Applied Financial Modeling and Analytics	
ADMN 846	International Financial Management	
ADMN 898	Topics (Financial Innovation and Derivatives)	
ADMN 898	Topics (Financial Technology and Big Data)	
Total Credits		9

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
Growth and Innovation Option Requirements		
ADMN 882	Managing Growth and Innovation	3
Select two courses from the following:		6
ADMN 834	Private Equity/Venture Capital	
ADMN 841	International Management	
ADMN 856	Leading Organizational Change	
ADMN 864	New Product Development	
Total Credits		9

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. Please note that ADMN 801 is the usual required course for the option; others require permission.

Code	Title	Credits
Healthcare Industry Option Requirements		
Select one course from the following:		3
ADMN 801	The U.S. Healthcare System	
NURS 969	Health Systems Policy, Economics & Financial Planning	
Select two courses from the following:		6
HMP 933	Quality and Process Improvement in Healthcare	
NURS 960	Healthcare Finance Management	
NURS 917	Biostats and Epidemiology	
NURS 964	Information Systems and Technology Improvement	
Total Credits		9

Business Administration: Human Resources Management

This option is directed towards those who are interested in learning more about leading and managing the talent that drives organizations, and navigating challenging interpersonal situations. It provides an

overview of the human resources management function, along with experience negotiating conflicts of various kinds and approaches to leading people through organizational changes. Note that some courses include required in-person weekend components..

Code	Title	Credits
Hospitality Management Option Requirements		
ADMN 847	Human Resource Management	3
ADMN 856	Leading Organizational Change	3
ADMN 866	Negotiating in Business	3
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
Marketing Option Requirements		
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 860	International Marketing	
ADMN 898	Topics (Consumer Behavior)	
Total Credits		9

Business Administration: Sustainable 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
Sustainable Global Business Option Requirements		
ADMN 840	International Business	3
Select two courses from the following:		6
ADMN 841	International Management	
ADMN 846	International Financial Management	
ADMN 860	International Marketing	
Total Credits		9

Approved Elective Courses

Code	Title	Credits
ADMN 801	The U.S. Healthcare System	3
ADMN 829	Corporate Financial Strategy	3
ADMN 830	Investments	3
ADMN 834	Private Equity/Venture Capital	3
ADMN 835	Financial Institutions	3
ADMN 838	Equity Analysis and Firm Valuation	3
ADMN 839	Applied Financial Modeling and Analytics	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 856	Leading Organizational Change	3
ADMN 860	International Marketing	3
ADMN 866	Negotiating in Business	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 898	Topics (Financial Technology & Big Data)	3
ADMN 898	Topics (Financial Innovation and Derivatives)	3
ADMN 898	Topics (Consumer Behavior)	3
ADMN 898	Topics (Integrated Marketing Communications)	3
ADMN 992	Special Projects and Independent Study	1-6

- Identify opportunities to strengthen and extend diversity, equity, inclusion, and belongingness in the work environment.

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

## Degree Plan

Code	Title	Credits
<b>Full-Time Curriculum Schedule (8 week Terms)</b>		
<b>Term 1 (Aug-Oct):</b>		
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 970	Economics of Competition	3
<b>Term 2 (Oct-Dec):</b>		
ADMN 930	Financial Management/Raising and Investing Money	3
ADMN 950	Data Driven Decisions	3
ADMN 960	Marketing/Building Customer Value	3
Elective		3
<b>Term 3 (Jan-March):</b>		
ADMN 840	International Business	3
ADMN 940	Managing Operations	3
Elective		3
Elective		3
<b>Term 4 (March-May):</b>		
ADMN 982	Creating Winning Strategies	3
ADMN 905	Corporate Consulting Project	3
ADMN 901	PAUL Assessment of MBA Core Knowledge	0
Elective		3
<b>Term 5 (May-July)</b>		
ADMN 902 Internship or Elective		3
<b>Total Credits</b>		<b>48</b>

## Student Learning Outcomes

### Program 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.