



## Master of Business Administration (MBA) – Cohort Model

### WHAT IT IS

The Master of Business Administration (MBA) program provides students with an advanced preparation in Management, enabling them to participate as educated professionals in society and the business environment and compete in a dynamic global economy. The MBA program has the following objectives:

- To enable graduates to understand, critically evaluate, and contribute to a wide range of business issues needed to effectively manage change in a globally interdependent, diverse world;
- To enhance student interpersonal communication and analysis/syntheses skills necessary to work effectively as managers and leaders;
- To develop knowledge and skills in accounting, finance, marketing, information systems and operations necessary to work effectively as managers and leaders in today's organizations;
- To help students recognize and evaluate the ethical implications of their actions and to act as socially responsible business professionals; and
- To encourage and reward students' willingness and ability to think and analyze issues in ways that cross traditional functional boundaries.

### ADMISSION REQUIREMENTS

Admission to the MBA program is available to qualified individuals who hold a bachelor's degree from an accredited institution of higher education. Applicants must submit the required application materials to the Graduate School with two letters of recommendation, GMAT scores, and a resume.

Applications are reviewed by the MBA Committee, who considers the following criteria:

- Performance in previous college/university study
- Results from the GMAT\*
- Two letters of recommendation

- An essay of 200–300 words describing the applicants' motivation and goals
- Employment experience/resume
- Results from the TOEFL, if required

\* Completion of the Post-Baccalaureate Management Certificate Program with a GPA of 3.5 or higher and no "C" grades eliminates the required GMAT.

### MBA FOUNDATION

Students must demonstrate that they possess competency in the areas of knowledge upon which advanced study is based. They demonstrate this by satisfactory completion, or waiver, of the MBA Foundation courses. They then become students in the degree program.

The following foundation courses are generally offered in business undergraduate programs in two semesters. However, the Charlton College offers the following special one-semester courses for the MBA applicant who is deficient or feels a review might be in order before beginning the core MBA program.

ACT 500	Financial Accounting
FIN 500	Economic Concepts for Managers
MGT 500	Statistical Analysis

Foundation courses may be waived upon:

- Completion, with at least a grade of "B-" or the equivalent, of the corresponding upper-division undergraduate or graduate business course taken as part of an undergraduate baccalaureate degree program.
- Prior approval of the Coordinator, where credit is awarded through the College-Level Examination Program (CLEP).

**THE ADVANCED BUSINESS COURSES**

Students must complete eight required advanced core courses and at least four elective courses. These courses build upon the foundation knowledge by presenting interdisciplinary, case-based material that develops the student’s ability to manage or operate complex business operations.

The minimum credits for the MBA are 36, exclusive of foundation courses such as MGT 500, FIN 500, or ACT 500.

Once enrolled in the program, candidates are expected to take all courses at UMass Dartmouth. However, up to six credits may be transferred into this sequence, either at the time of admission or after enrolling in the MBA program, to satisfy elective course requirements. In extenuating circumstances, students may be allowed to transfer advanced core courses taken at an AACSB accredited college or university. If students wish to receive credit, they must apply to the MBA Coordinator for approval *prior* to taking a course at another institution. See the graduate catalog for detailed procedures. Only courses having a grade of “B” or better will be considered for credit transfer.

Eight core courses constitute the heart of the program. Throughout the course sequence, there is a strong emphasis on cross-functional examples and student participatory activities that reflect the inter-disciplinary nature and complexity of actual business challenges.

ACT 650	Accounting for Decision Making
BIS 650	Information Technology Management
FIN 650	Finance for Decision Making
MGT 650	Organizational Behavior
MGT 651	Operations Analysis
MKT 650	Marketing Strategy
MGT 600	Corporate & Social Responsibility
MGT 659	Strategic Management

**ELECTIVE COURSES**

The student must complete four of the following electives. Our electives are organized into eight “concentration streams.” Students may take three electives they choose. However, to claim a concentration, they must complete three electives in the same stream.

Accounting	ACT 670, 671, 672
Business Information	BIS 670, 671, 672
E-Commerce	BIS 671, 672; MKT 670
Finance	FIN 670, 671, 672
International Business	FIN 672; MGT 675; MKT 672
Management	MGT 677, 671, 672
Marketing	MKT 670, 671, 672
Operations	MGT 675, 676, 678

**WHAT WILL IT COST**

Tuition and mandatory fees for the Cohort Group per course (based on 2006-2007 academic year rates; subject to change):

Tuition	\$735
Program Fee	75
Library Fee	15
Campus Center Fee	18
College Fee	33
Registration Fee	30
Total	\$906*

\* This rate applies to part-time, continuing education students only.

For more information, please contact **Traci Almeida** or **Barbara Brown** in Fall River at **508-678-3636**, [talmeida@umassd.edu](mailto:talmeida@umassd.edu) or [bbrown@umassd.edu](mailto:bbrown@umassd.edu).