



Master of Business Administration Conventional or Online



Program overview

The Charlton College of Business Master of Business Administration (MBA) provides advanced study in management for those with business or non-business baccalaureate degrees. The Charlton MBA experience is vibrant and centered on discovery, management skill development and personal growth. Our alumni successfully compete in fortune 500 companies, small businesses, new entrepreneurial ventures, consulting and public accounting firms, a wide variety of non-profits, and the government sector.

The Charlton MBA requires 30 credit hours and may be completed in one year. The curriculum consists of seven core courses and three electives. The program offers students the opportunity to specialize in one of 6 disciplinary areas (accounting, finance, international business, organizational leadership, marketing, supply chain management and information systems). Alternatively students can choose to concentrate their study in the evolving areas of Environmental Policy, Public Management, or Healthcare Management. These innovative options are offered jointly with other colleges at UMass Dartmouth.

The Charlton MBA allows students to obtain one of the most necessary degrees in today's workplace, through an MBA program accredited by AACSB. This degree is available online or face to face.

Selected faculty and principal areas of expertise

- ▶ **Catharine Curran**, PhD, New Mexico State University; marketing to children, privacy, public policy, the application of market orientation to traditionally non-market based professions and the effect of a market driven economy on the professions of law, medicine and education.
- ▶ **Laura Forker**, PhD, Arizona State University; healthcare management & policy, process management, supply chain management.
- ▶ **Kellyann Kowalski**, PhD, University of Rhode Island; role theory, with specific interests in balancing work and family roles, managing diversity, and telecommuting.
- ▶ **Jose D. Mora**, PhD, Simon Fraser University, marketing, measuring group consumption, group decision making, social influences, media audiences, consumption of entertainment and leisure services, statistical modeling
- ▶ **Duong Nguyen**, PhD, Florida International University; asset pricing, microstructure, and corporate finance.
- ▶ **Christopher Papenhausen**, PhD, University of Minnesota; effects of managerial behaviors and personality on strategic decision-making.
- ▶ **Satya Parayitam**, PhD, Oklahoma State University; cognitive, affective conflict and interpersonal trust in strategic decision making process.
- ▶ **Bharatendra Rai**, PhD, Wayne State University; business analytics & data/text mining, applied statistics, quality and reliability engineering, analyzing big data, multivariate applications.
- ▶ **Timothy Shea**, DBA, Boston University, Implementation and training issues around ERP's, ecommerce, knowledge sharing, the digital divide, and the delivery and management of web-based learning technologies.
- ▶ **Soheil Sibdari**, PhD, Virginia Polytechnic Institute and State University; stochastic modeling in operations, economics, and statistics; modeling and analysis of logistics systems, including airline-industry problems, using simulation, mathematical programming, and statistical analysis.

- ▶ **Gopala Vasudevan**, PhD, New York University; corporate finance, mergers, global and industrial diversification, corporate downsizing, equity capital, private equity, and bankruptcy and financial distress
- ▶ **D. Steven White**, DBA, Cleveland State University; green business, seafood marketing and logistics, international services marketing, service exporting, global and social entrepreneurship, international marketing, global e-commerce, open source applications in global business and international business education.
- ▶ **Jia Wu**, PhD, Rutgers University; accounting information systems and auditing, and analytical controls in continuous auditing.

Program strengths and highlights

The 30-Credit Charlton College of Business Master of Business Administration (MBA) Program:

- ▶ Is AACSB accredited, the international gold standard.
Only 10% of business schools have all undergraduate and graduate programs accredited by AACSB
- ▶ Provides high value, affordability, and high quality with maximum flexibility, offering online, blended, and face-to-face delivery choices
- ▶ Is grounded in the core business disciplines and the interaction among them
- ▶ Is taught by leading scholars in their academic fields supplemented by a cadre of seasoned practitioners
- ▶ Offers classrooms filled with stimulating dialogue and multiple networking opportunities
- ▶ Requires 30 credit hours that can be completed in one calendar year
- ▶ Offers a choice of 11 concentrations or a self-designed business option

Application requirements

Admission to the MBA program is available to qualified candidates who hold a bachelor's degree from an accredited institution of higher education. Candidates must submit the required application materials and application fee to the Graduate School. Applications are reviewed and judged on the following criteria:

Previous College Experience. An official transcript from all institutions of higher education ever attended is required. The transcript must show dates attended, final grades, and credits earned. Applicants who attended a college/university outside the United States must have their official transcripts translated into English, by a credit evaluation service, showing final GPA scores.

GMAT exam (or equivalent) . During the last academic year the average GMAT score of our students was 510. LSAT or GRE could be substituted for the GMAT exam.

Two letters of recommendation, preferably one from a faculty member and one from an employer.

An essay of 300 words describing the applicant's motivation and goals.

A Current Resume.

Candidates whose Bachelor's degree was not earned in an approved English language country must submit either the TOEFL exam (minimum score of 72 internet-based or 533 paper-based) or IELTS exam (minimum band score of 6.0).

The GMAT requirement for MBA program admission consideration at UMass Dartmouth is waived if the applicant proves, to UMass Dartmouth's satisfaction, any of the following:

- An earned a baccalaureate degree (or the equivalent of a USA baccalaureate degree) in any major/discipline from an accredited college/university with a cumulative GPA of at least 3.00 on a 4.00 scale.
- An earned terminal graduate degree (PhD, MD, JD, DNP, DBA, etc.) from an accredited institution.
- Licensure in the United States as a Certified Public Accountant or Certified Financial Planner. Other certification programs may also qualify for this waiver at the discretion of UMass Dartmouth.
- At least five (5) years of managerial/supervisory work experience. Minimum documentation required: Letter of recommendation from at least one (1) employer (preferably current employer) and resume which cites months and years of all employment, all employer(s) name(s), all job title(s), and specific description(s) of managerial/supervisory duties.

- An earned Graduate Certificate from the Charlton College of Business at the University of Massachusetts Dartmouth with a cumulative GPA of at least 3.30.

Applicants whose GMAT requirement is waived may still be required to take Foundation courses prior to beginning the MBA coursework.

To earn a degree

MBA candidates must complete 30 credits which includes seven required advanced core courses (21 credits) and three electives (9 credits). 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. Once enrolled in the program, candidates are expected to take all courses at UMass Dartmouth. However, up to 6 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.

For more information

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Please forward all credentials to:

Office of Graduate Studies
UMass Dartmouth
285 Old Westport Road
Dartmouth, MA 02747-2300

Questions about credentials?

graduate@umassd.edu
508.999.8604 voice • 508.999.8183 fax
umassd.edu/graduate

Charlton College of Business Graduate Programs

Program	Degree	MBA Concent. Option	Certificate	Certificate Courses count toward MBA if B or better	Online
MBA	•				•
Accounting	•	•	•	all 4 courses count	
Business Analytics		•	•	•	
Business Foundations			•	MGT 600 or 650 count	•
Contemporary Business (Design-your-own-concentration)		•		3 courses count	
Environmental Policy (jointly with Dept. of Public Policy)*		•	•	3 courses count	•
Finance		•	•	all 4 courses count	
Healthcare Management (jointly with College of Nursing)	•	•		3 courses count	
International Business		•	•	3 courses count	•
Marketing		•	•	all 4 courses count	
Organizational Leadership		•	•	3 courses count	•
Public Management (jointly with Dept. of Public Policy)*		•		3 courses count	•
Supply Chain Management & Information Systems		•	•	all 4 courses count	•
Technology Management	•				

*NOTE: These concentration options increase graduation requirements to 33 credits for students with an undergraduate business degree, and up to 42 credit hours for non-business undergraduates.

Graduate Certificate Programs

The Charlton College of Business offers a number of classroom and online graduate certificates. Only persons with an earned baccalaureate degree are eligible for admission. These short, focused academic programs are designed to give working professionals advanced skills in a particular area of specialization. Additionally, the curriculum allows students to augment their professional development with theoretical knowledge and cutting-edge learning experiences that will promote their success in a competitive and evolving global business environment.

Students may pursue a graduate certificate without matriculation into the MBA program. If a student who earns a certificate later decides to pursue the MBA, most certificate courses may count towards the MBA if the final grade is B or better.

The following is a list and description of the various classroom and online graduate certificate programs offered through the Charlton College of Business.

Graduate Certificate in Accounting

This 12-credit certificate program is designed to broaden and deepen the accounting knowledge of practicing professionals. It is an excellent way for students to enhance their skills and professional credentials in a competitive global business environment.

Required Courses

Choose 4 of the following courses:

- ACT 650: Accounting for Decision Making
- ACT 670: Financial Statement Analysis
- ACT 671: Strategic Cost Management
- ACT 672: International Accounting
- ACT 690: Special Topics in Accounting

Graduate Certificate in Business Analytics

Learn the skills, technologies and concepts needed for managing and analyzing big and small data and creating impactful visualizations. Coursework across the certificate emphasizes hands-on experience.

Required Courses

- MIS 650 Information Technology Management
- Three (3) of the following courses required
- MIS 681 Business Intelligence and Knowledge Management
- MIS 674 Applied Business Analytics and Information Visualization
- POM 681 Business Analytics and Data Mining
- MIS 690 / POM 690 Special Topics

Graduate Certificate in Business Foundations

(Online) This certificate program offers students who desire to develop or enhance their business skills and knowledge the opportunity to succeed in the challenging and dynamic world of business. The courses required in this 12-credit program are for persons who have not completed an undergraduate program in business or who seek some preparation before starting the MBA program.

Required Courses

- ACT 500: Financial Accounting
- FIN 500: Business Finance
- POM 500: Statistical Analysis
- MGT 600: Corporate Social Responsibility and Business Law
- MGT 650 Advanced Organizational Behavior

Graduate Certificate in Environmental Policy

(Online) This 12-credit certificate is offered through the Department of Public Policy in the School of Education, Public Policy and Civic Engagement. The certificate offers an excellent opportunity to achieve advanced knowledge and professional certification in the formulation and implementation of policies (local, state, regional, national, global) that achieve sustainable operations. Students who complete the MBA curriculum and the Environmental Policy Certificate will earn an MBA with a concentration in Environmental Policy and a Certificate in Environmental Policy.

Required Courses

- POL 500: Public Institutions and the Policy Process
- POL 562: Environmental Policy

Choose 2 of the following:

- POL 560: Environmental Consequences of Globalization
- POL 611: Administrative Law
- POL 661: Environmental Law
- POL 663: Ocean Policy and Law

Graduate Certificate in Finance

This 12-credit program provides business professionals with the knowledge and skills needed to successfully compete in rapidly developing global financial markets. The coursework not only exposes students to the analytical and conceptual models of contemporary financial theory and practice, but it expands their analytical capacities to better understand and develop strategic financial decisions.

Required Courses

Choose four of the following

- FIN 650: Finance for Decision Making
- FIN 670: Investment Management
- FIN 672: International Financial Management
- FIN 698: Financial Institutions Management
- FIN 690: Special Topics in Finance

Graduate Certificate in International Business

(Online) This program provides current and potential mid-level managers the opportunity to strengthen their knowledge, skills, and perspectives in an ever-changing global business economy. The curriculum in this 12-credit program is designed to enhance students' ability to communicate and engage in the international arena with a greater appreciation of diverse commerce, cultural and social contexts.

Required Courses

- FIN 672: International Financial Management
- MKT 672: International Business and Multinational Enterprises
- POM 675: International Supply Chain Management
- Choose one of the following:
- MGT 600: Corporate Social Responsibility and Business Law
- MGT 675: Managing Across Cultures

Graduate Certificate in Marketing

This 12-credit certificate enables students to acquire a foundation in all facets of marketing. Students learn the theoretical knowledge and the practical skills necessary to bring a product to market, as well as how to successfully and strategically position that product in a highly competitive global business environment.

Required Courses

- MKT 650: Marketing Strategy
- MKT 670: Marketing Research
- MKT 671: eCommerce and Digital Marketing
- MKT 672: International Business and Multinational Enterprises

Graduate Certificate in Organizational Leadership

(Online) Many people consider leadership to be an art, and many consider management to be a science. This 12-credit certificate program prepares leaders in the art and science of managing strategic change. It is designed for professionals seeking advanced knowledge and who have the capability to take on leadership roles in a variety of settings – business, nonprofit, governmental, etc.

Required Courses

- MGT 671: Management of Organizational Change
- MGT 677: Leading, Motivating, and Empowering Others
- MGT 673 Organization, Structure, and Process
- Choose one of the following:
- MGT 600: Corporate Social Responsibility and Business Law
- MGT 675: Managing Across Cultures
- or MGT 650 Advanced Organizational Behavior

Graduate Certificate in Supply Chain Management and Information Systems

Develop creative and competent supply chain managers or come up to speed on two areas critical to the success of businesses today -- supply chain and information technology. Focusing on supply chain classes, students can examine various models of supply chain management, troubleshoot issues, and evaluate and analyze current supply chain efficiency and productivity. Mixing in management information systems provides a chance to see how information and communication technologies can effectively add value to businesses, support new products and services, engage in the world-wide digital economy, and manage the explosion of data.

Choose four of the following

- MIS 650: Information Technology Management or
- POM: 651: Advanced Operations Analysis
- MIS 672: Digital Economy and Commerce
- POM 675: International Supply Chain
- POM 677: Logistics Strategy and Management

Whether you are looking to start an exciting new career in business or to advance in your current career, a graduate certificate through the **Charlton College of Business** can be a sound investment.

The Curriculum

Foundation courses

ACT 500: Financial Accounting

FIN 500: Finance and Economics for Managers

POM 500: Statistical Analysis

Foundation course(s) may be "waived" if the applicant indicates equivalent prior coursework.

Core courses

ACT 650: Accounting for Decision Making

FIN 650: Finance for Decision Making

MGT 650: Advanced Organizational Behavior

MIS 650: Information Technology Management

MKT 650: Marketing Strategy

POM 651: Advanced Operations Analysis

MGT 659: Strategic Management

Three or four electives chosen from the options below

Accounting Option broadens and deepens the accounting knowledge of practicing professionals; enhance skills and professional credentials in a competitive global business environment.

Choose three of the following

ACT 670: Financial Statement Analysis

ACT 671: Strategic Cost Management

ACT 672: International Accounting

ACT 690: Special Topics

Business Analytics Option

Learn the skills, technologies and concepts needed for managing and analyzing big and small data and creating impactful visualizations. Coursework across the concentration emphasizes hands-on experience. This is a STEM approved program.

Required

MIS 650 Information Technology Management

Three (3) of the following courses required

MIS 681 Business Intelligence and Knowledge Management

MIS 674 Applied Business Analytics and Information Visualization

POM 681 Business Analytics and Data Mining

MIS 690 / POM 690 Special Topics

Environmental Policy Option (online) achieve advanced knowledge in the formulation and implementation of policies that achieve sustainable operations. develop critical analysis skills through combined study of ecological issues and equitable policy practices

POL 500: Public Institutions and the Policy Process

POL 562: Environmental Policy

Choose two of the following

POL 560: Environmental Consequences of Globalization

POL 611: Administrative Law

POL 661: Environmental Law

POL 663: Ocean Policy and Law

Finance Option provides students with the analytical and conceptual models of contemporary financial theory and practice; expands their analytical capacities to better understand and develop strategic financial decisions.

Choose three of the following

ACT 670: Financial Statement Analysis

FIN 670: Investment Management

FIN 672: International Financial Management

FIN 698: Financial Institutions Management

FIN 690 Special Topics

Healthcare Management Option provides an introduction to one of the fastest growing sectors of the economy—healthcare. Courses cover operational, behavioral, and policy topics in healthcare that are necessary to understand this complex field.

Choose three of the following

POM 684 Lean Healthcare Operations

POM 679 Management of Healthcare Operations

NUR 520 The U.S. Healthcare Delivery System

NUR 508 Healthcare Economics and Managing Healthcare Finances

NUR 515 Organizational Behavior and Leadership in Healthcare Organizations

International Business Option (Online) enhances ability to communicate and engage in the international arena with a greater appreciation of diverse commerce, cultural and social contexts.

Choose three of the following

FIN 672: International Financial Management

MGT 600: Corporate Social Responsibility and Business Law

MGT 675: Managing Across Cultures

MKT 672: International Business and Multinational Enterprises

POM 675: International Supply Chain Management

Marketing Option The Marketing Option provides a foundation in all facets of marketing. Students acquire the theoretical knowledge and practical skills necessary to bring a product to market and position it strategically in a competitive global business environment. Choose any three graduate level marketing courses at the 600- level (beyond MKT 650, the core class in the MBA program).

Organizational Leadership Option (Online) prepares leaders in the art and science of managing strategic change. For professionals, seeking advanced knowledge and who have the capability to take on leadership roles in a variety of settings.

Choose three of the following

MGT 600: Corporate Social Responsibility and Business Law

MGT 671: Management of Organizational Change

MGT 675: Managing Across Cultures

MGT 677: Leading, Motivating, and Empowering Others

MGT 673: Organizational Structure and Design

Public Management Option (Online) gain knowledge of the policy process, public management, and public finance.

POL 500: Public Institutions and the Policy Process

POL 510: Public Management

Choose two from the following:

POL 512: Performance Management in the Public and Non-Profit Sectors

POL 537: Public Policy in Massachusetts

POL 539: Massachusetts SouthCoast: Problems & Policies

Supply Chain Management and Information Systems Option focuses on practical knowledge allowing students to examine various models of supply chain management, to troubleshoot issues, and to evaluate and analyze current supply chain efficiency and productivity.

Choose three of the following

MIS 672 Digital Economy and Commerce

POM 675 International Supply Chain

POM 677 Logistics Strategy and Management

MIS 690 Special Topics or POM 690 Special Topics

Individualized Option Students may choose any three 600 level electives in the MBA program.