

# FULL-TIME MASTER OF BUSINESS ADMINISTRATION

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The School of Business offers two MBA programs to meet the needs of our students. The Full-Time MBA program is a STEM designated program that is offered on campus or online for students who have recently completed an undergraduate degree or for students who want an in-person MBA experience. For students who already have at least 3 years of full-time work experience, the Professional MBA (PMBA) program offers the flexibility of completing an MBA completely online on a part-time basis.

Both programs emphasize the interrelatedness of core business functions, and students learn the theories, principles and strategies necessary to succeed in careers in business, government or nonprofit management. In the MBA, students build their knowledge and skills in areas related to data analytics, decision-making, global business considerations, financial markets and analysis, leadership, organizational behavior and business strategy.

MBA courses are action-oriented, and students are encouraged to think critically so that they can effectively and immediately apply the competencies and skills acquired in the MBA program to their organizations. Numerous electives are available for students to customize their experience based on their own professional goals and interests. A full-time six-month cooperative work experience option is possible for students who seek an immersive learning experience with world-class businesses after completing at least 18 credit hours.

**View Graduation Requirements (<https://catalog.qu.edu/graduate-studies/#requirementsforgraduationtext>)**

## MBA Program of Study

Code	Title	Credits
<b>Core Business Disciplines (30 credits)</b>		
BAN 610	Introduction to Business Analytics	3
MBA 615	Skills for Contemporary Business Issues	3
MBA 620	Financial and Managerial Accounting for Decision Making (AC 620)	3
MBA 625	Authentic Leadership within Organizations	3
MBA 630	Business Data Analytics	3
MBA 635	Supply Chain Management in a New Era	3
MBA 640	Financial Decision Making (Students wishing to complete a Finance concentration must take FIN 610.)	3
or FIN 610	Investment and Portfolio Analysis I	
MBA 645	Marketing Decision Making	3
MBA 690	Strategic Management	3
MBA 695	Action-Based Learning Lab	3
<b>Graduate Electives <sup>1</sup></b>		

Select five graduate business electives either in a specific concentration/discipline or customized by the student 15

**Total Credits 45**

MBA students may choose to take elective courses within one area, creating a concentration in a specific discipline, or may choose to take electives across multiple business disciplines, enhancing a broad interdisciplinary perspective.

Electives are available in such areas as accounting, business analytics (<http://catalog.qu.edu/courses-graduate/ban/>), finance (<http://catalog.qu.edu/courses-graduate/fin/>), healthcare management (<http://catalog.qu.edu/courses-graduate/hm/>), marketing (<http://catalog.qu.edu/courses-graduate/mk/>) and supply chain management (<http://catalog.qu.edu/courses-graduate/mg/>).

Code	Title	Credits
<b>Concentration in Accounting</b>		
AC 660	Strategic Management Control Systems (Accounting)	
AC 665	Forensic Accounting and Fraud Examination	
AC 670	Advanced Business Law, Regulation, Ethics and Reporting Environments	
	or AC 671: Governmental and Not-For-Profit Accounting	
AC 680	Advanced Federal Income Taxation and Tax Research	

Code	Title	Credits
<b>Concentration in Business Analytics</b>		
BAN 650	Data Visualization for Managers	
BAN 668	Python Programming for Data Analysis	
Take two additional graduate Business Analytics courses.		

Code	Title	Credits
<b>Concentration in Finance</b>		
FIN 610	Investment and Portfolio Analysis I *	
FIN 630	Investment and Portfolio Analysis II, Portfolio Theory and Practice	
Take two additional graduate Finance courses.		

Code	Title	Credits
<b>Healthcare Management</b>		
HM 600	Foundations of Health Care Management	
HM 621	Quality Management in Health Care Facilities	
Take two additional graduate Healthcare Management electives.		

Code	Title	Credits
<b>Human Resources Analytics</b>		
BAN 650	Data Visualization for Managers	

OL 630 Performance Management and HR Analytics

Take two courses from the following:

BAN 621 Data Management

BAN 663 Business Data Analytics with R

BAN 668 Python Programming for Data Analysis

BAN 671 Fundamentals of Blockchain Technology

HM 660 Human Resource Management in Health Care Administration

OL 681 Strategic Leadership in Human Resources

OL 683 Talent Management

Code	Title	Credits
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#### Concentration in Marketing

MK 616 Digital Marketing

MK 620 Applied Consumer Behavior Research

Take two additional graduate Marketing electives.

Code	Title	Credits
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#### Concentration in Supply Chain

MG 603 Project Management

MG 641 Supply Chain Resilience

Select two courses from the following:

BAN 650 Data Visualization for Managers

BAN 660 Optimization

BAN 671 Fundamentals of Blockchain Technology

HM 600 Foundations of Health Care Management

IB 623 International Business Negotiation

MG 642 Logistics Management

MG 643 Strategic Sourcing and Supply Management

MK 615 Managing Marketing Channels

Code	Title	Credits
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#### Co-Operative Work Experience

<sup>1</sup> Students in 3+1 and 4+1 programs are required to complete MBA 688 as one of their electives.

\* Take FIN 610 in Fall, prerequisite for FIN 630.

## Student Learning Outcomes

Students who graduate from the MBA program will develop and emphasize skills in the following areas:

- Business Analytic Skills:** Demonstrate the ability to understand, interpret and develop data-driven approaches for business decision-making, and understand and use business information and metrics to assess business problems, identify opportunities and offer solutions.

- Managing People and Organizations:** Demonstrate the ability to manage professional relationships and ability to drive organizational growth and change.
- Strategic Integration:** Demonstrate the ability to assess a business situation and identify key dynamics and constraints, and to formulate and implement an effective response.
- Business and Society:** Demonstrate the ability to understand the relationship between business and society, and apply knowledge of ethics, social responsibility and sustainability to business situations.
- Application of Business Knowledge:** Demonstrate knowledge of core business functions, integrate this knowledge to address business problems and opportunities, and evaluate and apply emerging practices, technologies and ideations that can impact the future of business practices and work.

## Dual-Degree Programs

Master of Business Administration

- Accelerated Dual-Degree BS/MBA (3+1) (<http://catalog.qu.edu/graduate-studies/business/business-administration-mba/accelerated-four-year-bs-mba/>)
- Dual-Degree BA/MBA (4+1) (<http://catalog.qu.edu/graduate-studies/business/business-administration-mba/fast-track-combined-ba-mba/>)
- Dual-Degree BS/MBA (4+1) (<http://catalog.qu.edu/graduate-studies/business/business-administration-mba/fast-track-combined-bs-mba/>)
- Accelerated Dual-Degree BA in Theater/MBA or MS in Accounting (3+1) (<http://catalog.qu.edu/arts-sciences/visual-performing-arts/theater-ba-mba-ma-accounting/>)
- Accelerated Dual-Degree BS in Economics/MBA (3+1) (<http://catalog.qu.edu/arts-sciences/economics/economics-31-bs-mba/>)
- Accelerated BS in Data Science/MBA (3+1) (<http://catalog.qu.edu/arts-sciences/mathematics/datascience-31-mba/>)
- JD/MBA (Juris Doctor) (<http://catalog.qu.edu/graduate-studies/business/business-administration-mba/jd-mba/>)

## MBA Admissions

Admission to Quinnipiac's graduate business programs is competitive. The following criteria apply for admission to the MBA. Please note: Separate admissions requirements apply for Quinnipiac Dual-Degree BS/MBA and BA/MBA (4+1) students and students entering the Accelerated Dual-Degree BS/MBA (3+1) program in the School of Business. Please refer to the appropriate sections of this catalog for further information on these programs.

All prospective MBA students must submit the following:

- Program application (submitted online). Go to Quinnipiac's Graduate Admissions (<http://www.qu.edu/gradhowtoapply/>) webpage.
- Official transcripts from all institutions attended, two letters of recommendation, a current resume and a personal statement.
- GMAT or GRE scores are not required for admission. *Applicants who wish to submit scores may do so as supplemental information on the application.*
- All applicants from non-English-speaking countries must indicate that they have the language capability to understand business instruction in English and must provide official Test of English as a Foreign

Language (TOEFL) scores. In general, a minimum TOEFL Internet-based score of 90 is required for admission (or 233 for computer-based, or 575 for paper-based).

In lieu of TOEFL, applicants may submit International English Language Testing System (IELTS) scores. A minimum score of 6.5 on this exam, a B or above on the Certificate of Advanced English or a C or above on the Certificate of Proficiency in English is required. TOEFL and IELTS scores are valid for two years.

5. International applicants are required to submit proof of adequate funds to complete their study at Quinnipiac University before an eligibility form (I-20) can be issued. Complete the Statement of Financial Support (<https://www.qu.edu/admissions/graduate/apply/international/>) and submit along with supporting documentation. In addition, a copy of a passport or national ID is required.

Applications for the MBA program are accepted throughout the year for both full- and part-time study. Full-time students may begin their studies in January, May or August. Candidates are encouraged to submit applications as early as possible to ensure consideration for the semester desired.