

MBA Degree Program at USM



UNIVERSITY OF
SOUTHERN MAINE
School of Business

OVERVIEW

The Master of Business Administration program is designed for students who wish to advance their careers and contribute to their companies. Partnering with the business community, the program emphasizes the skills needed to inform and guide organizational change. Students in the program develop cross-functional business solutions to “real world” problems, and cultivate a broad critical perspective, interpersonal skills, and the analytical tools of management. The program also emphasizes an appreciation of the international and ethical contexts of professional practice. Students are encouraged to apply to the program regardless of their undergraduate academic specialization.

The MBA program is designed for part-time, working professionals; the program also accommodates those students wishing to pursue full-time study. Evening classes and summer course offerings make it possible for students to tailor the program to meet their individual needs.

The MBA program is comprised of 30 credit hours of core courses and 9 credit hours of elective courses. In addition, up to 15 credit hours of foundation courses may be required depending on a student’s previous academic background.

We are accredited by AACSB, The Association to Advance Collegiate Schools of Business. AACSB International assures quality and promotes excellence and continuous improvement in undergraduate and graduate education for business administration and accounting. AACSB accreditation is the mark of quality distinction most widely sought after by business schools -- **less than 5% worldwide have earned the achievement.**

Located in an area of robust business activity, the School of Business emphasizes partnership with the business community and non-profit organizations. Examples include internships, projects with local businesses, business executives as guest teachers, and business-sponsored research, all with the objective of exposing our students to the “real world” of business.

ADMISSION REQUIREMENTS

Several factors are evaluated in determining a candidate’s **admissibility to the MBA program**. Included in the assessment of a candidate’s potential to perform satisfactorily in the MBA program are:

- undergraduate grade point average (GPA)
- rigor of the undergraduate’s field of study
- reputation of the institution awarding the baccalaureate degree
- academic performance in any previous graduate coursework
- demonstrated potential for successful completion of the program
- qualities likely to enhance educational environment at USM
- demonstrated leadership
- Graduate Management Admission Test (GMAT) score
- three letters of recommendation
- candidate’s record of successful business/professional experience

Fully-admitted students **must have a formula score of 1100 or**

higher and absence of evidence of past conduct that is incompatible with the educational environment at USM. (The formula is: $[GPA \times 200] + GMAT$ total score.) Fully-admitted students should have a **minimum GMAT score of 500**. Applicants whose formula score falls below 1100 or whose GMAT score is lower than 500, but who show evidence of exceptional (a) performance in outside activities, or (b) creativity and leadership, or (c) accomplishment in business, and who show absence of evidence of past conduct that is incompatible with the educational environment at USM, may be granted admission.

DEGREE REQUIREMENTS

Foundation Courses (15 credits)

MBA foundation courses are not applicable toward the 39 credits needed for graduation. These courses are required for students whose previous undergraduate education has not included the equivalent content. Any foundation course or equivalent in which a student earns less than a C grade (2.0) must be repeated.

For students whose recollection of foundation course content is questionable, the faculty strongly recommend foundation course(s) be retaken or, at a minimum, content material be reviewed independently prior to enrolling in core courses. Students may consult the School of Business web site or course instructors for information on course content.

All courses listed are 3 credit hours:

- BUS 340 - Managing Organizational Behavior
or EDU 671 - Organizational Behavior
- MBA 501 - Economic Analysis
- MBA 502 - Fundamentals of Accounting
- MBA 504 - Probability and Statistics for Business Decision Making
- MBA 505 - Financial Management

Core Courses (30 credits)

ALPHA COURSE (3 credits)

MBA 611 - Introduction to Organizational Change

ACCOUNTING (3 credits)

ACC 630 - Management Accounting Systems

ETHICAL AND LEGAL ISSUES (3 credits)

MBA 615 - Ethical and Legal Issues in Business

FINANCE (3 credits - select one)

MBA 623 - Derivatives

MBA 625 - International Finance

MBA 626 - Strategic Valuation

MBA 627 - Investment Management

MBA 629 - Financial Modeling

INFORMATION SYSTEMS (3 credits)

MBA 674 - Topics in Information Systems Management

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INTERNATIONAL (3 credits)

MBA 612 - Topics in International Business

MARKETING (3 credits)

MBA 660 - Managerial Marketing

MANAGEMENT SCIENCE (3 credits)

MBA 670 - Management Science

OPERATIONS ANALYSIS (3 credits - select one)

MBA 672 - Supply Chain Management

MBA 675 - Production/Operations Management

CAPSTONE (3 credits)

MBA 698 - MBA Practicum

Elective Courses (9 credits - select three)

- Courses used to fulfill core requirements may not also be used to fulfill elective choices.
- Students who select a concentration (see below) will fulfill the MBA electives through their concentration courses. Students preferring not to concentrate may select three elective courses from the following list:

ACC 631 - Current Issues in Accounting

ACC 633 - Tax Policy and Administration

ACC 634 - Advanced Business Taxation

ACC 635 - Advanced Individual Taxation

ACC 641 - Advanced Financial Accounting Topics

MBA 623 - Derivatives

MBA 625 - International Finance

MBA 626 - Strategic Valuation

MBA 627 - Investment Management

MBA 629 - Financial Modeling

MBA 642 - Leadership

MBA 643 - Creative Problem Solving

MBA 644 - Strategic Management of Technology and Innovation

MBA 646 - Negotiation and Conflict Management

MBA 647 - Organizational Strategy

MBA 649 - Introduction to System Dynamics

MBA 657 - Triple Bottom-Line Marketing

MBA 665 - Consumer Behavior

MBA 669 - Multivariate Methods for Marketing

MBA 672 - Supply Chain Management

MBA 675 - Production/Operations Management

MBA 691 - Independent Study

MBA 695 - Internship

ADDITIONAL PROGRAM OPTIONS

USM offers MBA **dual degrees** in Nursing and Law. Each dual program's curriculum and admission requirements vary. Please refer to our website (usm.maine.edu/sb) or contact us for more information.

We also offer a 3-2 program for qualified undergraduate students to complete their bachelor's degree and MBA in five to six years, depending on their major.

CONTACT INFORMATION

FMI on our MBA program, please contact our MBA Director Alice Cash, at acash@usm.maine.edu or (207) 780-4184. Informational appointments with Alice can be scheduled by calling the School of Business at (207) 780-4020.

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OPTIONAL MBA CONCENTRATIONS

Four optional MBA concentrations are available – Accounting, Finance, Health Management & Policy, and Sustainability. The **nine credit concentration courses replace the MBA electives** in the 39 credit hour program. Please see the online catalog for individual course descriptions.

Accounting

The scope of services performed by accountants is continually broadening as business activities become more complex. Our accounting concentration provides a means to obtain an expanded foundation of core business concepts with a self-selected deepening of accounting knowledge.

The accounting concentration consists of nine credits of 600-level MBA Accounting courses. To be admitted to the Accounting Concentration, students must have the following undergraduate courses or their equivalents:

- ACC 301 - Financial Reporting I (C or higher)
- ACC 302 - Financial Reporting II (C or higher)
- ACC 329 - Accounting Information Systems (C or higher)
- ACC 410 - Auditing and Assurance (C or higher)
- ACC 413 - Concepts and Strategies of Taxation (C or higher)

Students select three courses from the list below to fulfill the Accounting Concentration:

- ACC 631 - Current Issues in Accounting
- ACC 633 - Tax Policy and Administration
- ACC 634 - Advanced Business Taxation
- ACC 635 - Advanced Individual Taxation
- ACC 641 - Advanced Financial Accounting
- ACC 695 - Internship in Accounting
- ACC 699 - Special Topics in Accounting

Finance

The finance concentration offers advanced financial training to professionals who want to specialize in the field of finance. Students choose concentration courses from the areas of financial modeling, investments, international finance, valuation or current issues. The finance concentration focuses on the application of financial tools to real world problems, technical competence in the various functions of finance, and professional responsibility and ethics.

Students select one from the following list to fulfill the MBA Finance requirement:

- MBA 623 - Derivatives
- MBA 625 - International Finance
- MBA 626 - Strategic Valuation
- MBA 627 - Investment Management
- MBA 629 - Financial Modeling

Students then select three courses from the remaining courses for the Finance concentration. Additional courses include:

- MBA 691 - Independent Study in Finance
- MBA 695 - Internship in Finance
- MBA 699 - Special Topics in Finance

Health Management & Policy

Health management is a growing field in Maine and elsewhere. The concentration in Health Management and Policy provides MBA students with a broad understanding of the American health care system, the public and private financing structures attendant to the massive investment in this sector, the policy and social context of health and healthcare, and the challenges and opportunities awaiting those working in or preparing for careers in the health field.

Students are required to take the following courses:

- MPH 525 - American Health Care System
- MPH 670 - Quality Improvement

Students also select one course from the list below to fulfill the Health Management & Policy elective:

- MPH 565 - Social and Behavioral Foundations of Public Health
- MPH 635 - Health Law & Ethics
- MPH 660 - Public Health Policy
- MPH 675 - Health Information Management

Sustainability

Sustainability in business acknowledges the value of managing financial, environmental, and social performance to achieve resiliency and provide long term returns to investors. Students select from a variety of courses offered within the School of Business and through course offerings at the Muskie School of Public Service (Community Planning and Development), the University of Maine School of Law and the University of Maine Business School.

Students select nine credits (3 courses):

- CPD 602 - Sustainable Communities (*USM Muskie*)
- CPD 665 - Transportation Planning (*USM Muskie*)
- CPD 668 - Local Environment Planning (*USM Muskie*)
- CPD 674 - Social Equity & Sustainability (*USM Muskie*)
- LAW 637 - Environmental Law
(*UMaine Law: requires special permission*)
- MBA 657 - Triple-Bottom-Line Marketing (*USM*)
- MBA 699 - Sustainability Reporting & Analysis (*USM*)
- BUA 527 - Business & Sustainability
(*UMO: requires special permission*)