



FAIRFIELD UNIVERSITY GRADUATE PROGRAMS



MASTER OF BUSINESS ADMINISTRATION

PROGRAM DESCRIPTION

The Dolan MBA empowers students to face the varied and ever-changing array of challenges that business presents and prepares them with the diverse skills required for leadership. It is a generalist degree, providing a broad foundation of knowledge and affording the opportunity to concentrate in a functional area of business.

The program welcomes students with undergraduate backgrounds in all academic areas, both within and beyond business. It prepares them for professional achievements that are equally diverse, including corporate management, entrepreneurial ventures, positions with government and non-profit organizations, and consulting careers. One can begin the MBA program in the summer, fall or spring semester, either on a part- or full-time basis.

COURSE OF STUDY

The MBA program has three components: core courses, breadth modules, and concentration courses. The program includes 54 credits of coursework organized as follows:

- Core Courses (18 credits)
- Breadth Modules (21 credits)
- Concentration Courses (12 credits)
- Elective (3 credits)

CORE COURSES

Core courses are designed to provide fundamental tools all students should have before undertaking advanced studies.

Following is a list of the core courses:

- Introduction to Accounting
- Principles of Finance
- Organizational Behavior
- Marketing Management
- Principles of Business Analytics
- Applied Business Statistics

COURSE WAIVER POLICY

Admitted students may be able to waive selected core courses on the basis of previous coursework (within past five years, final grade of B or higher) or with relevant work experience when combined with previous coursework. A maximum of six courses may be waived. Breadth and concentration courses may not be waived. Requests for waivers will be decided after students are accepted into the program.

BREADTH MODULES

The required courses contained in each of the four breadth modules cover the most relevant discipline knowledge to foster managerial decision-making.

MODULE 1 – DECISION METRICS

- Accounting Information for Decision-Making

MODULE 2 – INSIGHTS AND ANALYSIS

- Information Systems and Database Management
- Customer Value

MODULE 3 – ETHICAL LEADERSHIP

- Legal and Ethical Environment of Business
- Leadership

MODULE 4 – STRATEGIC DECISION-MAKING

- Shareholder Value
- Global Competitive Strategy

CONCENTRATION COURSES

Each student is required to take four courses for a concentration, usually after completing the majority of core and breadth courses. Required courses may be chosen from one of the following five concentrations.

ACCOUNTING

(optional specialization: *Taxation*)

REQUIRED CONCENTRATION COURSE

- Research on Contemporary Issues in Accounting OR Issues in a Regulatory Reporting Environment
- Tax Planning (if choosing the *Taxation* specialization)

ELECTIVE CONCENTRATION COURSES

- Issues in a Regulatory Reporting Environment
- International Accounting
- Accounting for Governments, Hospitals, and Universities
- Accounting Information Systems and Technology
- Audit Issues in a Global Environment
- Issues in Accounting Ethics
- Issues in Internal Audit
- Forensic Accounting
- Financial Statement Analysis
- Seminar: Special Topics in Accounting
- Independent Study in Accounting
- Tax Research*
- Tax Accounting*
- Taxation of Property Transactions*
- Entity Taxation*
- Advanced Topics in Entity Taxation*
- Estate/Gift Taxation*

- Partnership Taxation*
- State and Local Taxation*
- International Taxation*
- Tax Practice and Procedure*
- Contemporary Topics on Taxation*

*These courses are applicable for the taxation specialization. At least 3 of the concentration courses MUST be taxation courses in order to earn the specialization.

FINANCE

REQUIRED CONCENTRATION COURSES

- Corporate Finance
- Investment Analysis

ELECTIVE CONCENTRATION COURSES

- Capital Budgeting
- Financial Risk Management
- Portfolio Management
- International Financial Management
- Global Financial Markets and Institutions
- Derivative Securities
- Fixed Income Securities
- Seminar: Contemporary Topics in Finance

INFORMATION SYSTEMS & BUSINESS ANALYTICS

REQUIRED CONCENTRATION COURSES (CHOOSE THREE)

- Python for Business Analytics
- Databases for Business Analytics
- Business Forecasting and Predictive Analytics
- Introduction to Business Analytics
- Data Mining and Business Intelligence
- Business Analytics and Big Data Management
- Project Management
- Contemporary Topics in Information Systems and Business Analytics
- Independent Study in IS&OM
- Business Process Improvement
- Global Logistics and Supply Chain Management

ELECTIVE CONCENTRATION COURSES

- One advanced graduate course from any business school department (i.e., any 500-level course not included in the MBA breadth courses.)
- Students may also take approved courses selected from the School of Engineering's Master of Science in the Management of Technology Program.

MANAGEMENT

(optional specializations: 1) *Strategic Human Resources*, 2) *Global Strategy, Innovation and Entrepreneurship*)

REQUIRED CONCENTRATION COURSES

- Managing People for Competitive Advantage

ELECTIVE CONCENTRATION COURSES

- Human Resource Strategies: An Analytics Approach¹
- International Human Resources Management¹
- Negotiation and Dispute Resolution¹
- Strategic Management of Technology and Innovation: The Entrepreneurial Firm²
- Entrepreneurship²
- Cross-Cultural Management^{1,2}
- International Business Law and Regulations

- Career Planning and Development¹
- Seminar: Contemporary Topics in Management and Human Resources

¹ These courses are applicable for the strategic human resources specialization.

² These courses are applicable for the global strategy, innovation and entrepreneurship specialization.

MARKETING

(optional specialization: *Marketing Analytics*)

REQUIRED CONCENTRATION COURSES

- Customer Behavior
- Market Research

ELECTIVE CONCENTRATION COURSES

- Building Brand Equity
- Advertising Management
- Global Marketing
- Business-to-Business Marketing in the Internet Economy
- Digital Marketing
- Seminar: Contemporary Topics in Marketing*
- Multivariate Data Analysis for Decision Making*
- Experimental Research*

* These courses are applicable for the *marketing analytics* specialization.

GRADUATE PROGRAM DIRECTOR

Mark Ligas, Ph.D.

Phone: 203-254-4000, ext. 2843

E-mail: mligas@fairfield.edu

Dr. Ligas is the Associate Dean and Director of the Dolan School of Business graduate programs. He is available to answer any specific questions you have about our business programs, discuss/develop a program of study for you, or to schedule an advising appointment.

For a complete faculty listing, see www.fairfield.edu/dsbfaculty.

ADMISSION REQUIREMENTS

Applicants for a master's degree must hold a bachelor's degree from a regionally accredited college or university (or the international equivalent). Applicants are required to meet all program prerequisites, which include the following undergraduate courses:

- College-level Mathematics
- Microeconomics
- Macroeconomics
- Statistics

These courses can be taken at Fairfield University. For more information please contact the Graduate Program Director.

FORMAL ADMISSION PROCESS

Students seeking admission must complete and submit the following online:

1. A completed application.
(Apply online at www.fairfield.edu/dsbapp.)
2. A non-refundable \$60 application fee.
3. A professional résumé.
4. A statement of self-evaluation of work experience and career objectives.
5. Official transcripts from all universities/colleges attended.
(All foreign transcripts must be evaluated by an approved evaluating service. A list of approved evaluators is available at www.fairfield.edu/eval).
6. Two references completed online; one recommendation from a faculty member and one from a present or former employer is preferred.
7. Official score for the Graduate Management Admission Test (GMAT) www.gmat.com. The GRE can be substituted for the GMAT.
8. All international students whose native language is not English must demonstrate proficiency in the English language by taking either TOEFL or IELTS exams. For admission to the graduate school, a TOEFL composite score of 550 for the paper test, 213 for the computer-based test, 80 on the internet-based test or an IELTS score of 6.5 is strongly recommended. Scores must be sent directly from the Educational Testing Service (TOEFL) or www.IELTS.org. Fairfield's ETS code is 3390.

Submit transcripts and any other documents that cannot be uploaded to:

Committee on Graduate Admission
Dolan School of Business
Fairfield University
1073 North Benson Road
Fairfield, CT 06824

The School generally admits graduate students who meet the minimum criteria of a formula score of 1100. The formula score is the result of multiplying an applicant's grade point average (GPA) by 200 and adding that product to his or her GMAT score. In most cases, this requires an undergraduate GPA of at least 3.00 accompanied by a GMAT score of at least 500.

MANDATORY IMMUNIZATIONS

Connecticut State law requires each full-time or matriculated student to provide proof of immunity or screening against measles, mumps, rubella, varicella (chicken pox), meningitis and tuberculosis. Certain exemptions based on age and housing status apply. Matriculating students are defined as those enrolled in a degree seeking program. More detailed information and the required downloadable forms are available online at www.fairfield.edu/immunization. Completed forms should be submitted directly to the Student Health Center. Although this is not required to complete an application, you must provide proof of immunity/screening prior to course registration. Please consult your private health care provider to obtain the necessary immunizations. Questions may be directed to the Student Health Center: 203-254-4000 ext. 2241 or e-mail health@fairfield.edu.

TUITION/FINANCIAL AID

Academic Year 2017-18
Tuition: \$925 per credit hour

A graduate education can provide countless professional and personal rewards in the future. However, the costs associated with earning a master's degree may be challenging. Many students need to look beyond their own financial resources or the resources of their employer for assistance. There are many ways to finance a graduate education, including graduate assistantships, federal direct loan programs and our Veterans Pride Program, which are all discussed at www.fairfield.edu/gradfa.

DOLAN SCHOOL OF BUSINESS GRADUATE ENTRANCE SCHOLARSHIPS

Full-time graduate students in the school of business are eligible to apply for a limited number of entrance scholarships. These one-time awards are applied to the first semester of study. Given their competitive nature, it is best to apply early to be considered for these awards.

OFFICE OF FINANCIAL AID

Advisors from the Office of Financial Aid are committed to helping students find the options that best suit each of their needs. We encourage all Fairfield University graduate students to contact the Financial Aid office with any questions or to make an appointment to speak with a counselor.

FINANCIAL AID CONTACT INFORMATION

Phone: 203-254-4125
Fax: 203-254-4008
E-mail: finaid@fairfield.edu

FINANCIAL AID OFFICE OPERATIONS

Days: Monday-Friday
Hours: 8:30 a.m.-4:30 p.m.
Location: Aloysius P. Kelley, S.J. Center

MORE INFORMATION

ADMISSION QUESTIONS

Questions about the application process should be directed to the **Office of Graduate Admission**.
Phone: 203-254-4184
Fax: 203-254-4073
E-mail: gradadmis@fairfield.edu

OFFICE OPERATIONS

Days: Monday-Friday
Hours: 8:30 a.m.-4:30 p.m.
Location: Aloysius P. Kelley, S.J. Center

DOLAN SCHOOL OF BUSINESS WEBSITE

www.fairfield.edu/mba

ONLINE CATALOG

For detailed course descriptions and other University information, please refer to our online catalog www.fairfield.edu/catalogs.

COURSE SCHEDULES

www.fairfield.edu/dsb_schedule