

## BUSINESS ADMINISTRATION

### Program of Study

The Master of Business Administration program is designed to equip the M.B.A. candidate with concepts, analytical tools, leadership skills, and practical experience required for competent and responsible management. Students seeking functional specialization or general managerial careers will find the program rewarding in terms of depth and breadth. The undergraduate and graduate programs in business administration in the Maine Business School are accredited by AACSB International – The Association to Advance Collegiate Schools of Business.

The M.B.A. program consists of 42 graduate credits – six required graduate courses, five graduate electives, and three experiential courses. The required experiential courses are a business-related internship or consulting course, an international group field experience, and an opening residency course which students complete their first August. The residency course emphasizes leadership, teamwork, and casework.

Admitted students may commence their studies on a full- or part-time basis in the fall, spring or summer terms. Full-time students usually finish in two years; however, in some circumstances it is possible for students to accelerate the pace. All candidates for the M.B.A. degree must complete the following six required graduate courses:

BUA 601 Statistical Analysis and Modeling for Organizational Operations  
 BUA 605 Creating and Capturing Value in the Digital Economy  
 BUA 620 Law, Business, and Society  
 BUA 626 Management of Contemporary Organizations  
 BUA 649 Management Policy  
 BUA 651 Financial Management

Students will select five additional courses from 600-level BUA courses with the intent of exploring an interest in a functional area. Students may select tracks in accounting, management, finance, or business and sustainability.

The three experiential courses include:

BUA 604: Residency Week: an intensive business immersion course; which is conducted before the fall semester begins.

BUA 596: International Experience: a faculty-led international business trip. We now offer students the opportunity to study abroad for a semester in Germany or France, which can substitute for the international trip.

BUA 695 (Internship) or BUA 641: Consulting.

Students are required to have successfully completed courses in financial and managerial accounting and micro- and macroeconomics prior to entering the M.B.A. program. Students who have completed their undergraduate degree are eligible to take two accelerated courses at UMaine to meet the pre-MBA foundation requirement: BUA400 accounting and ECO410 economics. Candidates for the M.B.A. program must also have completed undergraduate courses in management, marketing, finance, and statistics. These four requirements may be fulfilled by completing tutorials coordinated through the M.B.A. office if appropriate courses have not been completed. Students are required to have a minimum grade of B- in all prerequisite courses.

All applicants for the M.B.A. program must submit scores obtained on the Graduate Management Admission Test (GMAT). The average GMAT score is 550. In addition, students must be proficient in college algebra and the use of word processing, spreadsheet, and presentation software. High standards of written and oral presentations in the classroom are expected.

M.B.A. students at the Maine Business School come from varied backgrounds, with undergraduate degrees from more than 40 undergraduate institutions and more than 25 different majors. Eleven foreign countries are represented in the most recent M.B.A. class.

### Financial Aid

A limited number of graduate assistantships and other financial aid is available each year, and consideration is extremely competitive. Students interested should send a letter and resume to the Graduate Program Office, Maine Business School, requesting consideration for aid. Students wishing to be considered for financial aid should complete the application process by February 15 for the following academic year. A definite decision on financial aid is made only after an applicant has been fully admitted to the Graduate School.

**Applying** Completed applications should be received by June 1 for fall admission and by November 1 for spring admission. We recommend that prospective students apply earlier if they anticipate needing to complete tutorials or foundation courses

	<u>General inquiries:</u>	<u>Primary contact – program specific inquiries:</u>
	The Graduate School	Maine Business School
	5755 Stodder Hall Room 42	209 D.P. Corbett Business Bldg.
	University of Maine	University of Maine
<b>Correspondence</b>	Orono, ME 04469-5782	Orono, ME 04469-5723
	207-581-3291	207-581-1973
	graduate@maine.edu	mba@maine.edu

## Graduate Faculty

**Pankaj Agrawal**, Ph.D. (Alabama, 1996) Assistant Professor of Finance. Quantitative portfolio management, multi-constraint optimization, long-short market-neutral hedged portfolio construction, corporate governance, alpha modeling, estimating optimal market betas.

**Scott Anchors**, Ph.D. (Iowa State, 1987), Lecturer in Management.

**David J. Barrett**, CPA, M.S.A., A.B.D. (Indiana University), Lecturer in Accounting. Financial Accounting, Positive Accounting Theory.

**Richard H. Borgman**, Ph.D. (Florida, 1994), Associate Professor of Finance. Financial institution management, securitization, portfolio risk management, asset pricing, international finance.

**Martha A. Broderick**, J.D. (Western New England School of Law, 1983), Instructor in Business Law.

**Anne Canabal**, Ph.D. (University of Texas at El Paso, 2008), Assistant Professor of Management.

**Steven C. Colburn**, Ph.D. (Georgia, 1989), Associate Professor of Accounting. Taxation of individuals, corporations, trusts and estates, with emphasis on tax planning.

**Wendy Coons**, M.S.A. (University of Maine, 2006), Lecturer in Accounting.

**Patti Collett-Miles**, Ph.D. (University of Texas at Arlington, 2008), Assistant Professor of Management.

**Harold Z. Daniel**, Ph.D. (Connecticut, 1997), Associate Professor of Marketing. Organizational buying behavior and strategic acquisition, collaborative research and development, strategic management of technology, diffusion of innovations, customer satisfaction, student retention in institutions of higher education..

**C. Matt Graham**, M.S.B.E. (Southern New Hampshire University, 2004), Lecturer of Management Information Systems.

**Jason Harkins**, Ph.D. (University of Oklahoma, 2008), Assistant Professor of Management.

**Nory B. Jones**, Ph.D. (Missouri, 2001), Associate Professor of Management Information Systems. Knowledge management, collaborative technologies, and diffusion of technological innovations.

**Omar J. Khan**, Ph.D. (St. Louis University, 2006), Assistant Professor of Marketing

**John F. Mahon**, D.B.A. (Boston University, 1982), Interim Dean of the College of Business, Public Policy, and Health, and interim director of the Maine Business School. John M. Murphy Chair of International Business Policy and Strategy. Professor of Management. Management policy and strategy, global strategy.

**Ivan M. Manev**, Ph.D. (Boston College, 1997), Nicholas Salgo Professor of Business Administration and Associate Professor of Management. Management of the multinational corporation, formation of strategy and competitive advantage in social networks, management in post-communist transition societies.

**Terry B. Porter**, Ph.D. (Massachusetts - Amherst, 2006), Assistant Professor of Management. Business strategy and policy, top and middle management strategic roles, multinational and multicultural strategic management, ethics and social responsibility in business policy.

**Ferdinand T. Siagian**, Ph.D. (Oregon, 2002), Assistant Professor of Accounting. Cost accounting, financial statement analysis, earnings management, corporate governance, executive compensation.

**David M. Steiger**, Ph.D. (Oklahoma State, 1993), Associate Professor of Management Information Systems. Knowledge management, data mining, decision support systems.

**Natalie M. Steiger**, Ph.D. (North Carolina State, 1999), Associate Professor of Management. Systems analysis and optimization, operations research and production.

**Robert A. Strong**, Ph.D. (Pennsylvania State, 1983), University of Maine Foundation Professor of Investment Education and Professor of Finance. The dividend growth rate implied in common stock beta; asset allocation and purchasing power risk; bond portfolio duration.

**Gloria Vollmers**, Ph.D. (University of North Texas, 1993), Associate Professor of Accounting. History of accounting, ethics in accounting and business, business history.

**Stephanie A. Welcomer**, Ph.D. (Pennsylvania State, 1997), Associate Professor of Management. Social and cognitive networks, stakeholder theory, organizations and the natural environment.

**Please visit our web site: <http://www.umaine.edu/business/mba>**

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