Graduate Programs

Master of Business Administration
Master of Science in Accounting
Master of Arts, Master of Science, Ph.D. in Economics
Master of Science in Entrepreneurship and Design
Master of Science in Finance
Master of Science in Hospitality Business Management
Master of Science in Information Systems and Technology Management
Master of Science in International Business
Ph.D. in Financial Services Analytics
WHY CHOOSE LERNER?

Do you want...
...to learn from top-notch faculty who are productive scholars in their fields but remain accessible to students in and out of the classroom?
...the chance to make your business idea a reality through a unique start-up experience and entrepreneurial hub?
...to gain employment upon graduating with an average starting salary of $87,000?
...to join our network of over 23,000 alumni, including the likes of Lawrence F. Probst III ('72 BUAD), chairman of the U.S. Olympic Committee and of the board of directors of Electronic Arts; Michael S. Geltzeiler ('80 ACCT), CFO and group executive VP at NYSE Euronext; or Dana Herbert ('88 HRIM) owner of Desserts by Dana and winner of TLC’s Next Great Baker?

If so...
then the Lerner College is right for you! Our use of hands-on learning and group project work is well regarded by employers of our graduates, while data-driven management and analytic methodologies underpin all of our fields and are a distinctive feature of Lerner College activities in teaching and corporate outreach. We invite you to join us on our Way Forward!

Faculty Who Offer It All
Faculty in the Lerner College are experts and leaders in their fields, and combine teaching, research and service inside and outside the University to inform their perspectives. Many faculty have built national reputations through highly respected research and publishing efforts. Faculty also enhance their skills through research, consulting or developing programs for major corporations and smaller entrepreneurial businesses.
The University of Delaware has grown from its founding as a small private academy in 1743 to a major university. As one of the oldest land-grant institutions, as well as a sea-grant and space-grant institution, UD offers an impressive collection of educational resources.

In May 2008, UD President Patrick T. Harker unveiled UD’s Path to Prominence™, a sweeping strategic plan predicated on an intellectually stimulating undergraduate experience, excellence in research and in graduate and professional education, environmental leadership, global engagement and service to the community.

Nationally & Internationally Ranked
- AACSB-accredited since 1966 (business) and 1984 (accounting)
- Bloomberg ranks UD in the top 10 regionally and top 50 nationally for part-time MBA, 13th nationally for academic quality
- Ranked 7th in hospitality programs in the U.S. by the Journal of Hospitality & Tourism Education
- 2015 Princeton Review ranks UD as a top public institution of higher education and one of the top 20 for study abroad programs
- 2015 U.S. News and World Report ranks UD in the top 50 colleges for part-time MBA

Distinguished Faculty & Alumni
Distinguished faculty at UD include internationally known authors, scientists and artists, among them Nobel laureates, Guggenheim and Fulbright fellows, and members of the National Academy of Engineering, National Academy of Sciences and the American Association for the Advancement of Science. In 2010, Richard Heck, the Willis F. Harrington Professor Emeritus in UD’s Department of Chemistry and Biochemistry, received the Nobel Prize in Chemistry.

Notable UD alumni include United States Vice President Joseph R. Biden Jr. and Wang Xing, founder of the Chinese social network Renren. Prominent alumni of the Lerner College include Tom Pike, CEO at Quintiles; Kenneth Whitney, senior managing director of Blackstone Group and Mary Pat Christie, First Lady of the state of New Jersey.

An Ideal Location
What better place to study business and economics than in the country’s corporate capital of Delaware? In addition, the business centers of Philadelphia, Baltimore, New York City and Washington, DC, are within easy access of campus by bus, train, and car.
CENTERS OF EXCELLENCE

Various centers and programs in the Lerner College enrich the academic experiences of students and enhance outreach to the community. Students in the Lerner College’s AACSB-accredited graduate programs can:

- Turn their vision for a business into a reality by selecting the Entrepreneurship concentration and/or by using the resources of the Venture Development Center;
- Gain hands-on experience utilizing sophisticated financial market software in the Lerner College Trading Center.
- Utilize the Career Services Center to assist with all aspects of career development, from resume writing to landing a job or promotion;
- Partake in a paid internship through the Corporate Associates Program, which provides valuable on-the-job experience while earning the MBA;
- Learn about current business issues in the renowned John L. Weinberg Center for Corporate Governance, which provides a forum for business leaders, members of corporate boards, the legal community, academics, practitioners, graduate students and others to meet, interact, learn and teach; and
- Get involved in the UD community by participating in more than 200 arts and cultural activities, distinguished speaker series and symposia designed to support the graduate-level experience.

I found a job that I feel is an excellent fit. I am working for a small biotech company here in Newark that brought me in to help bring their process closer towards cGMP and ISO certification. They can plug me in right away and use my lab proficiency, but also give me the opportunity to work with them in their goals of major expansion, which allows me to directly apply my education and class work.

—Andrew Waggoner, MBA Student

International Accreditation

The Lerner College was first accredited by the Association to Advance Collegiate Schools of Business (AACSB) International at the baccalaureate level in 1966. Graduate accreditation was received in 1982, with the addition of accounting accreditation in 1984. The Lerner College’s business and accounting programs, at both the master’s and bachelor’s levels, have continually maintained accreditation, with the last affirmation from AACSB made in 2011.
**MBA PROGRAM OPTIONS**

**Full-Time MBA**
Students generally take four courses per semester and complete the program in two years.

**Part-time MBA**
Students typically take two courses per semester in the evening and continue with their professional careers during the day; the program is usually completed in three years.

**Part-time Pathways Program**
Students are admitted with non-degree status and limited to three MBA courses over one academic year. This “quick start” option allows students to begin the program while they prepare to take the GMAT.

**MBA Conditional Admission (MBA-CAP)**
A joint program of the University of Delaware’s Alfred Lerner College of Business and Economics and the University’s English Language Institute (ELI). MBA-CAP provides international students whose native language is not English with an opportunity to be accepted into the UD MBA program without the need to take the TOEFL exam. Instead, students enroll in the English Language Institute before beginning their MBA coursework. This provides an opportunity to improve their English while developing other important skills that are necessary for success in the UD MBA program. Students may defer taking the GMAT until after they complete the ELI program.

**Online MBA**
Students can complete this program in as few as 16 months from anywhere in the world. Classes are taught in 7-week sessions with most students taking two courses per session.

**Dual degrees with the MBA**
Combine the strategic business skills of the MBA with a variety of other disciplines:
- MBA / Master of Science in accounting
- MBA / Master of Arts in economics
- MBA / Master of Science in finance
- MBA / Master of Science in hospitality business management
- MBA / Master of Science in information systems & technology management (ISTM)
- MBA / Master of Science in international business (MSIB)
- Master of Engineering / MBA
- Ph.D. in Biological Sciences / MBA

**CUSTOMIZE YOUR MBA**
In addition to a broad spectrum of core classes ranging across the functional areas of accounting, economics, management, marketing, operations, finance, ethics, and strategy, make our MBA work for you by choosing a concentration or specialization.

**Concentrations**
Identifying a concentration allows you to customize your MBA to your specific needs and interests. Concentrations consist of four electives chosen from a specific set of courses that create a depth of understanding in your chosen field. Concentrations are offered in:
- finance
- marketing
- entrepreneurship
- international business
- information technology
- museum leadership and management

**Specializations**
As an alternative to a highly structured concentration, you have the option of designing a course of study that includes 12 hours of elective course work in line with your unique professional interests and goals. Specializations can leverage graduate offerings from around the University. These include, but are not limited to:
- accounting
- business economics
- engineering
- hotel, restaurant & institutional management
- management
- public administration
- sport management

**THE MBA CURRICULUM**
The UD MBA consists of 48 credits of study across the full range of business fields; 36 credits consist of core courses and specified electives and 12 credits are free electives:

- corporate strategy
- economic analysis for business policy
- ethical issues in domestic and global business environments
- financial management
- financial reporting and analysis
- leadership and organizational behavior
- management control systems
- marketing management
- operations management and management science
- statistical data analysis for business
- an experiential course
- a global perspective course
- 4 electives
MBA SUCCESS BY THE NUMBERS

STUDENT EMPLOYMENT RATES

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>74%</td>
<td>68%</td>
</tr>
</tbody>
</table>

% of students employed at day of graduation

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>3%</td>
<td>2%</td>
</tr>
</tbody>
</table>

% of students pursuing further education

LOCATION

% of students obtaining positions by region

Mid-Atlantic
DE, PA, MD, DC, VA, WV

Northeast
NJ, NY, CT, RI, MA, VT, NH, ME

Southern
TN, NC, SC, GA, AL, VA, MS

Remaining 15% includes Florida, Texas, Midwest and West Coast

INDUSTRY AND JOB FUNCTION

% of Lerner MBA students accepted jobs in the financial services and accounting areas. 25%

% of Lerner MBA students accepted jobs in the marketing and sales areas. 16%

% of Lerner MBA students accepted jobs in consulting and 15% in operations/production 14%

AVERAGE STARTING SALARY

$87,000

39% REPORTED MAKING ABOVE $90,000

TOP EMPLOYERS

- Applied Bank
- Astra Zeneca
- Bank of America
- Barclays
- Braskem
- Capital One
- Chase
- Delaware Sports Commission
- Delmarva Power-Gas Division
- DuPont
- FMC
- JPMorgan Chase
- Navient
- Peco
- PwC
- PBF Energy
- Siemans Medical
- Synchrogenix
- University of Delaware
- U.S. Department of Health & Human Services

GAINING EMPLOYMENT

Students who said they were employed at the time of graduation credited a variety of factors:

55% of students reported having participated in an internship.

89% of students who used Lerner Career Services Center (CSC) resources, including the website, workshops, career library, individual appointments, social media, email, campus interview program, Blue Hen Careers database and/or career fairs.

18% of students credited faculty/parents/friends in obtaining their position.
GRADUATE PROGRAM OPTIONS

Master of Science in Accounting
The M.S. in accounting offers advanced study in each of the major areas of the field of accounting (financial, managerial, information systems, auditing, and taxation,) as well as in the supporting fields of finance and quantitative methods. In taking the student beyond the level of study offered by an undergraduate program in accounting, the M.S. provides additional preparation for careers in public accounting, information systems consulting, industry and government. Graduates of this program possess a thorough understanding of all areas of accounting and are prepared to function in positions such as comptroller, consultant or chief operation officer.

Master of Science in Finance
The purpose of the M.S. in finance program is to provide students with the theoretical knowledge and practical skills to be innovative, well-informed, and experienced finance professionals.

The curriculum is based on the financial theory and empirical methods employed by professionals practicing corporate finance, financial security valuation, financial modeling, portfolio management, financial services management, financial risk management, and corporate governance.

In addition, students are expected to leverage educational opportunities in the Lerner College Trading Center and the Weinberg Center for Corporate Governance. As a result, students will obtain training and experience valued by corporations, financial service firms, consulting firms, and government agencies. Additionally, if desired, students may tailor their program to enhance progress through a subsequent doctoral degree program.

Master of Science in IS&TM
The M.S. in information systems & technology management is a unique 36-credit interdisciplinary program developed jointly by the Lerner College and the Department of Electrical & Computer Engineering. Successful organizations use information technology to produce a sustainable competitive advantage. This requires effectively blending the technical aspects of information systems with the business processes of the organization. Graduates of this program possess the combination of management and technical skills needed to bring about the effective deployment and administration of information technology to achieve success in today’s highly competitive global environment.

Master of Science in Hospitality Business Management (HBM)
The goal of the M.S. in hospitality business management is to build on students’ past experiences and potential interests by providing pathways to careers in consulting, systems implementation and management in hospitality based on what suits the candidate best. The program’s innovative design includes a one-week immersive industry experience, accelerated program completion within one calendar year, expert faculty and an analytical focus. The program provides the opportunity to continue study and earn an MBA degree with a second year of coursework.

Master of Arts, Master of Science, Ph.D in Economics
The M.A. in economics is designed for students with a limited undergraduate background in the field. For example, students who took economics courses as an undergraduate but majored in political science, finance, or public affairs will find this program especially attractive. The program focuses on applied theory, and students have the flexibility to take a maximum number of elective courses. The M.S. in economics is ideal for students with an undergraduate background in economics who are seeking more specialized training in applied econometrics and theory. The program
also offers excellent preparation for students considering further work in a Ph.D. program. All students complete courses in microeconomic and macroeconomic theory and econometrics, and take at least three of the five graduate econometrics courses offered.

The Ph.D. in economics prepares students with the applied research skills that are increasingly in demand in consulting, business, government and academia. The program draws on the excellent teaching and extensive applied research program of the department faculty.

**Master of Science in International Business**

Global business is expanding and creating a need for managers who have skills and knowledge to handle business problems and opportunities in the international arena. Graduates of the MSIB program will be proficient in at least two languages, culturally sensitive, an international orientation, business and quantitative skills and an interdisciplinary broad perspective to have a career in the international markets. We expect our students to develop critical thinking, analytical skills and knowledge of the international business arena and be able to apply these skills to handle opportunities and challenges in organizations and businesses operating in international markets.
Real-world Experiences
The Lerner College regularly brings top business leaders and industry executives to campus as guest speakers in courses and to deliver lectures and seminars.

On this page: Terri Kelly, president and CEO of W.L. Gore, presents at the Chaplin Tyler Executive Leadership Lecture Series.
GRADUATE PROGRAM OPTIONS

MBA
(Fall, Spring or Summer entry)
Applicant is successful at department level and/or in one functional area and may be interested in exploring other career options within industry or company

Program Emphasis
- Solid foundation in general management
- Deep knowledge of functional areas generated through electives (concentrations & specializations)
- Emphasis on class discussion and group projects

Program Structure
- Full-time study: 2 years
- Part-time study: 2½–3 years
- Online study: 16 months
- 48 total credits
- Core & required courses plus 12 credits of electives
- Classes held in Newark and Wilmington

Admissions Requirements
- Application & Fee
- Resume
- Statement of Objectives
- Transcripts
- Two letters of recommendation
- Interview, at programs option
- GMAT 550 or GRE 300
- Undergraduate GPA 2.8+
- Two or more years of experience suggested but candidates are considered on a case-by-case basis.

For information on the M.S., M.A. or Ph.D. in economics, please visit graduate.lerner.udel.edu/econgrad

For information on the Ph.D. in financial services analytics, please visit graduate.lerner.udel.edu/FSAN

M.S. in information systems & technology management
(Fall entry)
Applicant is interested in the deployment, administration and strategic use of information technology and has a background in either business or information technology

Program Emphasis
- Fundamental business skills
- Integration of IT skills including Database Security Systems, Analysis & Design, Telecom and Networks
- Emphasis on class discussion, group projects, and hands-on IT work

Program Structure
- Full-time study: 1½–2 years
- Part-time study: 2 years
- 36 to 39 total credits
- Foundation Courses 6–12 credits
- Fundamental Core 12 credits
- Advanced Core 12 credits
- Capstone 3 credits
- Electives 3 credits

Application Requirements
- Application & Fee
- Resume
- Statement of Objectives
- Transcripts
- Two letters of recommendation
- GMAT 550 or GRE 300
- Undergraduate GPA 3.0

M.S. in hospitality business management
(Fall entry)
Applicant is interested in pursuing a career in the hospitality industry as it relates to either consulting or management. Past experience should supplement individual goals

Program Emphasis
- Emphasizes problem solving and decision making skills, especially in response to the rapid growth of information management needs in the hospitality sector
- Includes an industry immersion experience

Program Structure
- Full-time study: 1 year
- 30 total credits
- 27 required credits in the major areas of hospitality business and information management; 3 elective credits in any business topic
- Program requires Winter and Summer coursework

Application Requirements
- Application & Fee
- Resume
- Statement of Objectives
- Transcripts
- Two letters of recommendation
- GMAT 550
- Undergraduate GPA 3.0

M.S. in accounting
(Fall or Spring entry)
Applicant is interested in the field of accounting

Program Emphasis
- Thorough knowledge of accounting
- Tracks of specialization include Management Information Systems, Private Venture, and Corporate
- Emphasis on class discussion and group projects

Program Structure
- Full-time study: 1–2 years
- Part-time study: 2–5 years
- 30 total credits
- 15 credits of Accounting coursework
- 3 credits of Business Ethics
- 3 credits of Business Statistics
- 9 credits of electives

Application Requirements
- Application & Fee
- Resume
- Statement of Objectives
- Transcripts
- Two letters of recommendation
- GMAT 550
- Undergraduate GPA 3.0

M.S. in finance
(Fall entry)
Applicant is analytically inclined and interested in acquiring the knowledge and skills needed to be an innovative and well-informed finance professional

Program Emphasis
- Focused on both the theory and practice of Finance
- Curriculum is based on the financial theory and empirical methods employed by professionals practicing corporate finance, financial security valuation, financial modeling, portfolio management, financial risk management, and corporate governance

Program Structure
- Full-time study: 1½–2 years
- 30 required credits
- 15 credits of Accounting coursework, 3 credits of Business Ethics, 3 credits of Business Statistics, and 9 credits of electives

Application Requirements
- Application & Fee
- Resume
- Statement of Objectives
- Transcripts
- Two letters of recommendation
- GMAT 550 or GRE 300
- Undergraduate GPA 2.75+

M.S. in international business
(Fall or Spring entry)
Applicant has a prior business education at either the undergraduate level or at the MBA level from a AACSB-accredited institution. For students without a business background, prerequisite courses in areas like finance, marketing, organization behavior, economics and accounting must be completed prior to taking coursework in the MSIB curriculum.

Program Emphasis
- Emphasis on analytical tools to support business decisions in an international context
- Breadth of understanding of social and behavioral sciences related to international affairs

Program Structure
- Full-time study: 1 year
- Full-time study: 2 years
- Part-time study: 2½–3 years
- Online study: 16 months
- 30 total credits
- Undergraduate GPA 2.8+
- Two letters of recommendation
- GMAT 550 or GRE 300
- Undergraduate GPA 3.0
- Undergraduate GPA 2.75+

General Program Notes
14-week Fall and Spring Semesters
Two 5-week Summer Sessions
5-week Winter Session
Classes meet 1 day per week from 6–8:45 p.m. Some day classes for full-time students. Classes meet twice/week and for an additional hour during short Winter and Summer Sessions.
All classes available in Newark; some sections of MBA classes also in Wilmington
Students may be required to complete pre-requisites to satisfy admission required core competencies.

A TOEFL (100 or better preferred) or IELTS (7.5 or better preferred) is required for all students with degrees from non-English speaking countries; some programs offer conditional admission via the English Language Institute which waives the TOEFL/IELTS requirement.

For information on the M.S., M.A. or Ph.D. in economics, please visit graduate.lerner.udel.edu/econgrad

For information on the Ph.D. in financial services analytics, please visit graduate.lerner.udel.edu/FSAN