College of Management
Graduate Programs

Master of Business Administration
MS in Accounting
MS in Finance
MS in Information Technology
MS in International Management
PhD in Business Administration
Welcome to the College of Management at UMass Boston!

A Note from the Dean

I am thrilled and honored to invite you to join our academic and professional community—a community with a distinct commitment to cutting-edge curricula, scholarship, and service.

As Boston’s premier public business school, we offer our students the opportunity to learn and work with a distinguished faculty in a curriculum that provides relevant, practical preparation for the world of business, government, and non-governmental organization (NGO) connections in a wide range of leadership and management careers. Our small classes, accessible faculty, and robust support services allow our students not only to interact with top-notch professionals, but to join them in research endeavors and community outreach initiatives. UMass Boston’s urban setting also provides many opportunities for direct professional experience and networking, preparing our students to become leaders in their communities and throughout the world.

There is a palpable sense of energy in our classrooms and in the personal attention that you’ll receive throughout the program of study. We pride ourselves on our diversity, innovation, and interdisciplinary curriculum. Couple these with our connections to Boston, and you’ll quickly realize that the College of Management offers an exceptional value as a place to build a successful and rewarding career.

Jorge Haddock
Dean and Professor
College of Management
Who We Are

THE MISSION OF THE COLLEGE OF MANAGEMENT IS TO:

- Provide accessible and high-value education to a diverse student body
- Generate thought leadership in business and policy disciplines
- Share innovative ideas and practices valuable to business and society
- Support sustainable, socially responsible organizational leadership
- Use the advantage of our location in Boston—we see Boston in the world and the world in Boston

With our roots proudly in our local community, we engage in the wider world as we prepare our graduates to take part in an economy that is interconnected and technologically dynamic.

We invite you to learn more by browsing this brochure. You will find even more details on our website.

www.umb.edu/cmgrad

OUR STUDENTS

2014 SNAPSHOT

Average age: 25, ranging from 19 to 45+
Average undergraduate GPA: 3.22
Average GMAT/GRE equivalent score: 580
Average TOEFL: 98, Minimum TOEFL: 90
Average years of work experience: 4.0
Male/Female: 57%/43%
Full time/Part time: 68%/32%

OUR STUDENTS’ EDUCATIONAL BACKGROUNDS

- Accounting
- Actuarial
- Aerospace
- Astronomy
- Biochemistry
- Biology
- Business
- Chemistry
- City Planning
- Computer Engineering
- Computer Science
- Economics
- Electrical Engineering
- Environmental Science
- Finance
- Geographic Information Systems
- Geology
- History
- International Relations
- Journalism
- Law
- Life Sciences/Medicine
- Mathematics
- Mechanical Engineering
- Music
- Natural Sciences
- Neuroscience
- Philosophy
- Physics
- Political Science
- Psychology
- Public Administration
- Public Health
- Public Policy
- Real Estate
- Religious Studies
- Sociology
- Social Work
- Statistics
- Telecommunications
- Theology
- Urban Studies
- Urban Planning
- Visual Arts

SOME ORGANIZATIONS FOR WHICH OUR GRADUATES WORK

- Accenture Consulting
- Alden
- The Boston Solar Company
- BNY Mellon
- Boston Children’s Hospital
- Brigham & Women’s Hospital
- Ciba Corning
- Clean Harbors
- Commonwealth
- CVS Caremark
- Deloitte & Touche
- Dunkin Brands
- Ericsson
- Ernst & Young
- The Federal Reserve Bank
- Fidelity Investments
- Genzyme
- GZA GeoEnvironmental Inc.
- IBM
- Infosys Technologies Ltd.
- Institute for Community Inclusion
- Intel
- J.P. Morgan
- KPMG Consulting
- Liberty Mutual
- Mass General Hospital
- MassMutual
- Millennium
- Microsoft
- Millennium
- Microsoft
- Oracle
- Museum of Fine Arts
- Pine Street Inn
- Price Waterhouse Coopers
- Putnam Investments
- Raytheon
- Sodexo
- State Street Corp.
- The Bulfinch Group
- United States Air Force

OUR FACULTY

View full faculty profiles and the current research they are involved with on our faculty profile pages:

www.umb.edu/cmfaculty

* The Association to Advance Collegiate Schools of Business
GRADUATE STUDENT MANAGED FUND (GSMF)

The Graduate Student Managed Fund provides students with valuable hands-on experience in security research, valuation of assets, asset allocation, and portfolio management. The GSMF allows students to combine the knowledge acquired in the classroom, their own professional experience, lectures from professional guest speakers, and the resources and networks the school has to offer.

CM FINANCIAL SERVICES FORUM

The Financial Services Forum at the College of Management is a source of current information and commentary on the health and critical issues facing the financial services industry in Boston and nationally.

NET IMPACT

Net Impact is a new generation of leaders transforming the world through the work we do, throughout our careers, on campus and in our communities. The mission of Net Impact UMass Boston is to inspire, educate, and equip individuals to use the power of business to create a more socially and environmentally sustainable world.

INTERNATIONAL PROGRAMS

Typical CM study-abroad trips consist of company visits, interactive lectures, cultural tours, and priceless experiences. With an average duration of 12-18 intensive days, students are able to incorporate a global experience during winter or summer sessions.

Examples of some of our study-abroad trips:
- Entrepreneurship in the United States and China
- Business and Entrepreneurship in India
- Hessen Exchange Program in Hessen, Germany

CAREER SERVICES

UMass Boston graduate students and alumni enjoy full access to a vast array of career services through the Office of Career Services and Internships:
- A database of jobs, internships, career events and resources
- Career fairs, employer information sessions, and networking events
- Professional development workshops and seminars
- A career specialist, for management students only, with expertise in business careers
- Individual career-counseling appointments to help you with your specific career-planning needs

The College of Management was recently ranked among the Top 50 in both North America by TopMBA and in the world for information management. The College of Management is also ranked as a best business school by U.S. News &World Report, and was named a top program for veterans by Military Times. The College of Management’s programs are AACSB-accredited, a distinction given to fewer than 700 business schools worldwide.

DISTINGUISH YOURSELF IN THE COLLEGE OF MANAGEMENT

A significant amount of education takes place outside of formal coursework, through peer advising, internships, professional networking, independent research experiences, and other co-curricular activities. Through these experiences, students consolidate their academic work with their professional goals so that they improve their overall learning experience.

BETA GAMMA SIGMA

Beta Gamma Sigma is the international honor society serving business programs accredited by AACSB International—the Association to Advance Collegiate Schools of Business. Membership in Beta Gamma Sigma is the highest recognition a business student anywhere in the world can receive in a business program accredited by AACSB International.

BLOOMBERG CERTIFICATION

The College of Management (CM) offers the opportunity for students to become Bloomberg certified with 12 dedicated computer terminals in our CM research and trading room. As the industry standard, the Bloomberg Professional service is the product of choice for real-time and historical financial news for central banks, investment institutions, commercial banks, agencies, and law firms in over 160 countries.

GRADUATE BUSINESS ASSOCIATION (GBA)

The Graduate Business Association aims to increase the value of the graduate business programs offered at UMass Boston’s College of Management by extending member personal, academic, and professional development beyond the classroom.

MASTER’S THESIS OPTION (MTO)

Students in the MBA program can choose to complete the master’s thesis option. Students will conduct applied or theoretical research, resulting in a significant, coherent body of work, and demonstrate thorough knowledge of both research principles and the subject area.

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Master of Science in Accounting (MSA)

The MSA is designed to provide proficiency in accounting practices and the tools required to facilitate critical thinking needed to be a successful manager in the accounting field. The MSA provides the education, skills, and training needed to succeed in the accounting profession in an era of heightened financial scrutiny and regulation. The curriculum has been designed in consultation with leading CPA firms and corporations in the Boston area, academicians from around the country, and members of the Department and College of Management Advisory Boards.

To receive the MSA, students must complete a total of 15 courses: six Business Core courses, five Accounting Requirements, three Accounting Electives, and one Accounting Capstone Course. Students with a bachelor’s degree in management or a closely related field are eligible to waive some courses from the required Business Core, or Accounting Foundation courses based on a review of transcripts by an admissions officer.

The MSA program from UMass Boston has been approved by the Massachusetts Board of Public Accountancy, the governmental agency responsible for granting CPA licenses in the commonwealth. As such, once you earn your MSA from UMass Boston, you are eligible to sit for the CPA exam under the 150-hour requirement instituted by the Board of Accountancy of the Commonwealth of Massachusetts in 2002. After you pass the CPA exam, you will immediately qualify for a license—no work experience is required. You will be issued a nonreporting license, which allows you to use the CPA designation and perform all services of a CPA with the exception of signing off on financial statements.

For more information about our MSA program, please visit us at: www.umb.edu/msa.

Master of Business Administration (MBA)

The MBA program combines strategically focused management curriculum with optional specializations that prepare students for specific management responsibilities. Small classes are typically taught by full-time, academically and professionally qualified faculty.

Our small classes create an active learning environment with a great deal of faculty-student interaction. MGT 616 (Organizational Analysis and Skills), our required first-semester course, incorporates the team-building and analytical skills that will be developed throughout the program. Many MBA classes have a major case component that provides insight into corporate, non-profit, and small-business issues. Students with recent undergraduate degrees in business may be eligible to waive some courses, based on a review of transcripts by an admissions officer.

To earn an MBA, students complete a total of 15 courses: nine Business Core and six Electives. Others use real-world projects and simulations to connect classroom learning to practical experience and create a thoroughly inclusive classroom environment.

For more information about our MBA program, please visit us at: www.umb.edu/mba.

SPECIALIZATIONS

Students may specialize in a particular area by choosing 3–4 relevant electives. Specialization areas include:

- Accounting
- Business Intelligence*
- Entrepreneurship
- Environmental Management*
- Finance
- Healthcare Management
- Human Resource Management
- Information Systems
- Internet Marketing
- International Management
- Leadership and Organizational Change
- Marketing*
- Supply Chain Services Management
- Technology Management

*Certificate available as well. Please see the Graduate Certificate Programs section.

MBA and MSA
Master of Science in Information Technology (MSIT)

More and more, today’s IT professionals are shifting away from development work to integrative, strategic, and change-enabling projects—work that can only be performed with a clear understanding of the business and technology context. The MSIT program provides that understanding. It trains professionals to manage IT assets and employ technology effectively to help knowledge-intensive, technology-driven organizations increase their efficiency and competitiveness.

The program focuses on integrating knowledge of IT and the functional areas of business, and it emphasizes applying IT strategically and developing competence in business intelligence, IT security, project management, and innovation. It builds upon its students’ professional experience to prepare them for such roles as business systems analysts, database analysts, IT managers, IT product analysts, and project managers in corporate, healthcare, high-tech, nonprofit, and government organizations.

The MSIT program comprises 14 courses, including four Business Core courses, five MSIT required courses, four MSIT elective courses, and one MSIT capstone course. Students with a BS in management or a related field may be eligible to waive some courses from the required Business Core, or Accounting Foundation courses based on a review of transcripts by an admissions officer.

For more information about our MSIT program, please visit us at: www.umb.edu/msit.

Master of Science in Finance (MSF)

The MSF program in the College of Management provides comprehensive graduate education in corporate finance and investment. The curriculum has been designed by the College of Management Accounting and Finance (AF) faculty in consultation with the AF Department’s Advisory Board to assist students in building a career in various aspects of finance and management and in preparing for the Chartered Financial Analyst (CFA) exam.

The program focuses on integrating knowledge of IT and the functional areas of business, and it emphasizes applying IT strategically and developing competence in business intelligence, IT security, project management, and innovation. It builds upon its students’ professional experience to prepare them for such roles as business systems analysts, database analysts, IT managers, IT product analysts, and project managers in corporate, healthcare, high-tech, nonprofit, and government organizations.

To receive the MSF, students must complete a total of 15 courses (through course work or waiver), composed of nine Business Core courses, five Finance Electives, and one Finance Capstone course. Students with a bachelor’s degree in Finance or a closely related field may be eligible to waive some course from the required Business Core, or Finance Foundation courses based on a review of transcripts by an admissions officer.

For more information about our MSF program, please visit us at: www.umb.edu/msf.
PhD in Business Administration

An understanding of business and organizations is central for creative knowledge to address many pressing issues. Studies of business shed light on vital processes, such as how labor and capital flow around the globe; how vast information systems are parsed to allocate resources, from R&D investment to health care; how the environment can be stewarded sustainably through multisector partnerships involving business, government, and NGOs; how the livelihoods and well-being of diverse populations will be secured in the future; and more. UMass Boston is addressing the need for advanced business study to rigorously explore many complex and vexing contemporary issues.

The PhD in Business Administration program is a selective, full-time program that trains individuals in the tools of theoretical business research and provides students broad visions for employing these tools in their careers, both academic and professional.

Students devise their own course of study with guidance from a faculty committee, and undertake in-depth study in the discipline.

To earn the PhD, students must complete a minimum of 54 course credits, successfully pass qualifying exams, and complete and defend a dissertation of original research. (There may also be other track-specific requirements.)

For more information about the individual tracks of study, please visit our website at: www.umb.edu/phdcm.

Master of Science in International Management (MSIM)

The revised MSIM is a focused degree that specializes in international management, marketing, political economy, and cross-cultural issues. The MSIM prepares professionals for the challenges of business in a globally competitive world and strategically positions our students within the international economic, political, and technological context.

The revised MSIM degree comprises 10–13 courses (30–39 credits), including 7 required and 3 elective courses, as well as a required international experience.

Students may be eligible to waive some courses from the required Business Core, or required courses based on a review of transcripts by an admissions officer.

The richness and the diversity of the program enable students to tailor their elective course work to their own interests, needs, and aptitudes. The comprehensive foundation in team management and strategy provides students with the skills in demand by their prospective employers upon graduation. Given the overarching management perspectives of the program, students from both business and nontechnical backgrounds will find it a valuable degree for career advancement.

The balance between quantitative and qualitative courses is intended to provide students with a substantial understanding of international business and how to manage it.

For more information about the MSIM program, please visit us at: www.umb.edu/msim.

For more information about the individual tracks of study, please visit our website at: www.umb.edu/msim.

Students apply for one of the following three tracks, which have some shared and many specialized courses:

- Organizations and Social Change
- Finance
- Management Information Systems

MSIM and PhD Programs
Information

APPLICATION REQUIREMENTS
Your application will be considered complete and ready for review when the following items are on file for you at the UMass Boston Graduate Admissions Office:
- Graduate admission application
- Official GRE or GMAT scores (the test must have been taken within the last five years)
- Official undergraduate (and, if applicable, graduate) transcripts
- Three letters of recommendation
- Responses to two essay questions (can be found on our website)
- Current professional résumé
- Application fee

International applicants must also submit a valid TOEFL or IELTS score and a Declaration of Finances Form, as per USCIS regulations.

For full details on applying, please visit www.umb.edu/cmgrad/apply.

APPLICATION DEADLINES
The deadline to apply for the fall semester (classes begin in September) is May 1 for international students and domestic students.
The deadline for the spring semester (classes begin in January) is October 1 for international students and November 1 for domestic students.

Find out when the next info session is: www.umb.edu/cmgrad/infosessions

TUITION AND FEES
Per-credit costs (classes are typically 3 credits each)
Massachusetts residents: $625.95
Out-of-state residents: $1,212.25
These figures are based on the 2014-2015 rates, which are subject to change each year.

For details on current tuition and fees, please visit www.umb.edu/tuition.

INFORMATION SESSIONS
We encourage you to meet with a graduate program staff member before applying. The best opportunity to do so is at a Graduate Information Session. These sessions are typically offered once a month and are held on campus. For a schedule of upcoming sessions, please visit our website. The graduate program director also conducts interviews with select applicants.

Find out when the next info session is: www.umb.edu/cmgrad/infosessions
CLEAN ENERGY AND SUSTAINABILITY GRADUATE CERTIFICATE

Clean energy is one of the fastest-growing sectors globally, and Massachusetts is in the forefront of this trend. With this growth come new expectations for workforce education and training, and UMass Boston is paving the way. A joint venture of UMass Boston’s College of Management and the Department of Environmental, Earth, and Ocean Sciences (EEOS), this program also features collaborative engagement with area businesses, nonprofit and social enterprise organizations, and other groups committed to building a more sustainable world. The CES graduate certificate comprises four courses, including an internship/practicum component.

BUSINESS ANALYTICS (BA) (ONLINE GRADUATE CERTIFICATE)

Business analytics is a crucial tool in guiding business operations toward achieving strategic objectives in any industry, from health care to finance and retail. Understanding and learning business analytics is therefore becoming a necessity for all business professionals. The College of Management at UMass Boston is now offering an online certificate consisting of four courses focused on the transformative capabilities of BA and the technologies needed for implementation. The Business Analytics Certificate is a 12-credit (4 courses), fully online program.

HEALTH CARE INFORMATICS (ONLINE GRADUATE CERTIFICATE)

The explosive advances in information technology combined with the current shifts in health care provision, have created the need for skilled individuals who can develop, manage, and integrate medical information systems. The College of Management at UMass Boston is offering a unique and innovative online certificate consisting of four courses in the field of Health Care Informatics. The certificate is designed to facilitate the delivery of modern health care systems by focusing on concepts and tools that aid decision making in health care. The Health Care Informatics Certificate is a 12-credit (4 courses), fully online program.

CONTEMPORARY MARKETING (GRADUATE CERTIFICATE)

Marketing is being redefined every day in a world of rapid innovation, fast-paced media, big data, and global competition. Effective marketing is critical in every type of organization, from large corporations to nonprofits, from start-up ventures to social mission organizations. The demand for outstanding marketing professionals has never been stronger. Contemporary Marketing focuses on customer and markets, data and information, networks and relationships, social media and online channels, and strategy and performance. The certificate is designed for people who already aspire to work in marketing departments and agencies. The Contemporary Marketing Certificate comprises 3 courses total: 4 required courses and 1 elective. An introductory marketing course may be required based on review of work experience and/or academic background.

ONLINE APPLICATION

- Official transcripts
- Résumé
- 3 letters of recommendation
- Statement of intent
- Submission of TOEFL or IELTS score (international applicants only)

For more information about our graduate certificates, please visit us at: www.umb.edu/cmgad/certs.
With a growing reputation for innovative research addressing complex urban issues, the University of Massachusetts Boston, metropolitan Boston’s only public university, offers diverse student populations both an intimate learning environment and the rich experiences of a great American city. UMass Boston’s eleven colleges and graduate schools provide nearly 16,000 students with engaging local, national, and international constituents through academic programs, research centers, and public service activities. To learn more about UMass Boston, visit www.umb.edu.