

MBA PROGRAMS

*Preparing well-rounded graduates to become leaders
in the private, nonprofit, and public sectors.*



GRADUATE STUDIES
ASSUMPTION COLLEGE

Light the way.

PART-TIME MBA

MBA IN HEALTHCARE MANAGEMENT

CERTIFICATE OF GRADUATE STUDY (C.G.S.) FOR HEALTHCARE MANAGERS

CERTIFICATE OF ADVANCED GRADUATE STUDY (C.A.G.S.) IN HEALTHCARE MANAGEMENT

FULL-TIME ACCELERATED MBA – MANAGEMENT AND ACCOUNTING TRACKS

CERTIFICATE OF ADVANCED GRADUATE STUDY (C.A.G.S.) IN BUSINESS



“I came to Assumption College ready to be a manager, and I am walking away ready to be a leader.”

KLOTILDA HABILAJ, MBA '17

PROJECT MANAGER,
GLOBAL DISTRIBUTION & LOGISTICS
PRATT & WHITNEY, EAST HARTFORD, CT

“I joined Assumption College Graduate School because I wanted to focus on my leadership development. In the process of earning my MBA, I learned a lot about my ability to drive a vision, understand when there are fundamental gaps in an organization, and develop unique and creative solutions to close those gaps.

Intellectually, I gained a lot through my course work and expertise of a wonderful faculty eager to help. As a result, I have become a better and well-rounded Project Manager.

I came to Assumption College ready to be a manager, and I am walking away ready to be a leader.”

Reach Your Full Potential as a High-Impact Decision Maker in Business

Welcome to the MBA programs at Assumption College.

As you consider our programs, you'll find a great deal of care and effort has been applied to design the very best programs. Whether you are considering our part-time MBA with its seven available concentrations, our specialized MBA in Healthcare Management, our full-time Accelerated MBA, or certificate options, you will find the program to be just what is needed to help you fully realize your professional and personal aspirations. These high-quality programs are offered at a relatively low tuition, making an Assumption College MBA a wise investment.

The MBA programs are accessible to students who do not have an undergraduate business degree. Our four Foundation Courses are a requirement for all MBA programs, including the MBA in Healthcare Management. However, they are automatically waived for any accepted student who has an Undergraduate Business Degree. These fully online courses are offered in an accelerated 6 to 7 week format. This allows those students who need foundational business knowledge to complete the Foundations Courses in as little as one semester, if desired.

- Foundations of Marketing
- Finance for Managers
- Decision Analytics
- Foundations of Accounting

The Pillars of the Assumption MBA Experience

Real World Focus:

- Faculty hold high-level degrees, possess real-world experience and offer diverse perspectives
- Fellow students build professional networks and learn from each other
- Critical thinking and communication skills are emphasized
- Students apply new skills and knowledge immediately at work

Personalization:

- Small class sizes provide opportunity for valuable relationships with professors and fellow students
- Faculty mentors and academic advisors provide personal attention to students' course selections, coursework, and career planning
- Students customize their MBA experience by selecting one of seven concentrations, working with the Program Director to design a personalized set of elective courses, or by enrolling in the specialized Healthcare MBA program

Value-Based:

- Principled leadership is the key animating idea of the program
- Curriculum emphasizes ethics and values in business, including required business ethics class
- Graduates are prepared to not only achieve their immediate career goals, but also to confidently and ethically navigate any future career path

Flexibility:

- Courses available on campus, online, and blended formats
- Evening classes accommodate students' outside work and/or family schedules
- Schedule can be tailored to a student's particular needs

If you are driven to become the very best business leader possible, we believe you will flourish as the newest member of the Assumption College MBA learning community.



ROBIN FRKAL, PH.D.

DIRECTOR OF THE MBA PROGRAM
CO-DIRECTOR, MBA IN HEALTHCARE MANAGEMENT

Part-time MBA

Developing confident leaders equipped to manage in today's complex business environment

The Part-time MBA program provides the opportunity for qualified persons to develop the knowledge, skills, attitudes and habits that constitute a foundation for career growth and development in the private, nonprofit and public sectors. Study is required in the key functional areas of management. Additionally, students may focus their study in one of the following areas of concentration:

- Accounting
- Finance/Economics
- Human Resources
- International Business
- Management
- Marketing
- Nonprofit Leadership

Alternatively, the student may, in consultation with the Director, design a set of elective courses which tailors the program to meet individual needs.

Mission

The mission of the Assumption College MBA program is to develop the next generation of business and nonprofit leaders for central Massachusetts and beyond. We develop principled leaders who are high-impact decision makers.

Assumption College MBA degree recipients make decisions rooted in principles at the foundational level, such as respect for human dignity, service to the common good, and a vision of a business as a community of persons. Principles on the practical level keep our graduates focused on:

- producing goods and services that meet genuine human needs;
- organizing productive and meaningful work recognizing the human dignity of employees and their right and duty to flourish in their work; and
- using resources wisely to create both profit and well-being, to produce sustainable wealth, and to distribute it justly.



“This program is responding to a growing need.”

STEVE KNOX

CHIEF OPERATING OFFICER
RELIANT MEDICAL GROUP

“I am excited that Assumption has developed an MBA in Healthcare Management. In my career in healthcare, I have found that traditional MBA students have to be further trained to meet the specific nuances of healthcare policy, business and care delivery models. This program is responding to a growing need to balance the aspects of business management with the aspirational goal of making people well. I think Assumption has developed a program that will do a better job of preparing healthcare leaders for the unique challenges of healthcare today - increased data analytics and use of technology, advanced business analysis and outcomes measurement, process improvement and strategy.”

Learning Goals

Students who complete the Assumption College MBA program will possess:

- **ethical leadership skills** that enable graduates to develop principled approaches to inspiring, influencing, and guiding others;
- an in-depth **understanding of the concepts and theories**, as well as **technical and professional skills** in the “core” areas of business;
- **critical thinking and communication skills** that enable graduates to develop and articulate logical, coherent, and persuasive arguments; marshal supportive evidence; and distinguish fact from opinion;
- **integration skills** that enable graduates to make decisions based on multiple, often conflicting, perspectives; and
- a **global perspective** that enables graduates to identify, analyze and practice how best to manage when faced with difference.

MBA in Healthcare Management

Preparing leaders in the healthcare industry who are passionate about improving healthcare quality, access, and outcomes for all.

Responding to Growing Demand

According to the U.S. Bureau of Labor Statistics, employment of medical and health services managers is projected to grow 17 percent from 2014 to 2024, much faster than the average for all occupations. As the large baby-boom population ages and people remain active later in life, the healthcare industry as a whole will see an increase in the demand for medical services.

The MBA in Healthcare Management responds to this growing need. This program, developed in consultation with local healthcare experts, provides essential business administration skills and knowledge along with a deep understanding of the healthcare system.

The program equips students with:

- **Essential business knowledge and skills**
- **A critical understanding of the healthcare environment**
- **Capacity for transformative leadership**
- **Communication and relationship competence**
- **Development of their professional practice through scholarship and service**

As a Catholic institution that promotes critical intelligence, thoughtful citizenship, and compassionate service, the mission of the MBA in Healthcare Management is to provide the essential business administration knowledge and skills needed for today's healthcare managers. Students will acquire an in-depth understanding of healthcare systems and the people they serve. The rigorous program will develop graduates well prepared for positions within the complex 21st century healthcare industry.





“I am excited that Assumption College is offering this impressive program in healthcare management.”

SHANNON THIBAUT

ADJUNCT FACULTY, MBA
IN HEALTHCARE MANAGEMENT
PROJECT MANAGEMENT OFFICE
AND CLIENT SUPPORT, CENTRAK

“I am excited that Assumption College is offering this impressive program in healthcare management. The MBA in Healthcare Management is a quality program that responds to the complexities facing today’s healthcare professionals. Its unique design provides in one program, what took me two separate degrees to accomplish—a core understanding of business administration and a depth of knowledge of the healthcare system.”

Two Program Tracks

Certificate Option:

The Certificate of Graduate Study (C.G.S) for Healthcare Managers

The C.G.S. provides healthcare managers with core knowledge and skills needed to advance their careers. It includes 3 MBA courses in key business areas which represent the essential components of a business administration degree. These are combined with 3 Health Advocacy (HAP) courses, which provide the necessary depth of knowledge of the unique healthcare context.

- HAP 505** A Systems Approach to Delivering Healthcare in America
- HAP 525** Critical Issues in Healthcare Ethics
- HAP 600** Management and Supervision for Healthcare Professionals
- MBA 602** Marketing Decision Analysis
- MBA 603** Financial Decision Analysis
- MBA 605** Accounting Decisions for Managers

Take Your Learning to the Next Level:

MBA in Healthcare Management

The MBA in Healthcare Management goes beyond the basics with additional upper level HAP and MBA courses to advance key skill areas and understanding of leadership for quality outcomes within a healthcare context. The program culminates with a capstone course where learning is applied in a final comprehensive project.

- HAP 610** Research in an Evidence-Based Healthcare Environment
- HAP 630** An Interdisciplinary Approach to Health Policy Analysis
- MBA 718** Management Information Systems
- MBA 721** Healthcare Project Management
- MBA 726** Organizational Development and Change
- MBA 800** Business Strategy Capstone

Must also take 2 non-profit electives (**MBA 901 – MBA 907**)

Additional MBA Programs

Full-time Accelerated MBA: Management and Accounting tracks

The Full-time Accelerated MBA is a 4-semester program tailored to the needs of recent graduates who wish to launch high-impact careers. In addition to covering the core disciplines of business, the Accelerated MBA offers a unique graduate internship that focuses on multiple dimensions of designing and launching a new professional’s career. You’ll gain comprehensive, foundational knowledge in all facets of business, plus resume-building practical experience guided by business mentors.

The Certificate of Advanced Graduate Study (C.A.G.S.) in Business

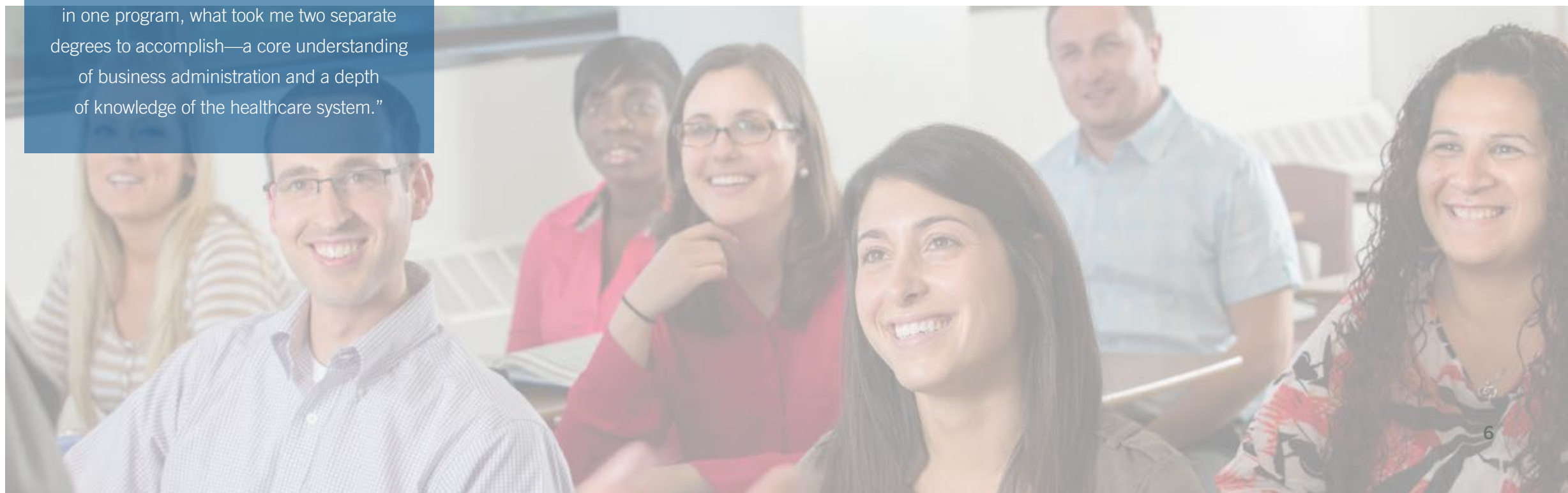
The Certificate of Advanced Graduate Study (C.A.G.S.) is an additional program of study for those interested in continuing their professional studies in business and leadership. Candidates for the C.A.G.S. may already hold a master’s or other advanced degree and wish to gain in-depth knowledge and skills in one of seven areas of concentration—Accounting, Finance, Management, Marketing, Human Resource Management, International Management, and Nonprofit Leadership—or in a specialty area tailored specifically to a student’s desires. Contact the Director of the MBA program for details about pursuing the C.A.G.S., including admission and application requirements, and course of study.

Certificate of Advanced Graduate Study (C.A.G.S.) in Healthcare Management

The Certificate of Advanced Graduate Study in Healthcare Management imparts the knowledge, skills, competencies, and critical thinking necessary for aspiring and established healthcare professionals to secure high-impact careers in healthcare management. The Program is designed to provide MBA graduates with advanced knowledge of management in the healthcare context to prepare them to meet the demands and opportunities confronting healthcare organizations and systems.

Current Assumption College Undergraduate Students: Six-in-Five BA/MBA Program

Assumption College undergraduates majoring in business who achieve a minimum overall GPA of 3.2 at the end of their junior year are eligible to enroll in this program that enables students to begin their graduate studies in their senior year and leads to the completion of an MBA degree in a single additional year, often within the Full-time Accelerated MBA option.



The Assumption MBA Program Faculty

Our faculty members are “expert practitioners” who are keenly reflective about their practice and deeply devoted to teaching.

All Assumption MBA faculty members are highly qualified in several dimensions. First, and most important, they are excellent teachers. In addition, all have one or more degrees in business, the majority of which are terminal degrees, coupled with years of practitioner experience. They’ve learned it, they’ve done it, and they’re uniquely suited to pass on their knowledge and experience to others. Assumption faculty possess unusually broad backgrounds. In addition to business degrees, they have earned advanced degrees in more than 20 academic disciplines beyond Business Studies, including Communications, Law, Philosophy, Education, Sociology, Psychology, English, Economics, and more. As a result, our graduates learn not only about business, but also about how business fits into the rest of the world.

Meet the MBA program faculty at: www.assumption.edu/mbafaculty

Dedicated Career Planning Resource



James Monette is the Experiential Learning Coordinator at Assumption College. He is a dedicated career advisor for all Business undergraduate students, full-time and part-time MBA students, Continuing Education business students, and Assumption

Alumni. The Experiential Learning Coordinator helps students build the skills and experience they will need for a successful and meaningful career, and is available to collaborate with students on choosing career options that are right for them.

The Experiential Learning Coordinator can help Assumption’s business students to:

- Choose a career that fits their strengths and abilities
- Develop and refine their resumes, cover letters, and LinkedIn profiles
- Find and pursue internship and employment opportunities
- Prepare for job interviews
- Enhance their resumes through project-based work

ASSUMPTION COLLEGE NATIONAL RECOGNITION

- **Recognized as one of the best colleges in the U.S. according to *The Princeton Review* in its annual “Best 380 Colleges” listing.**
- **Ranked in the top tier of *U.S. News & World Report’s* “2017 Best Colleges” ratings of approximately 200 universities in the North that offer bachelor’s and master’s degrees.**
- **Recognized as one of the Top MBA programs in Massachusetts by *Boston Business Journal* in December 2016**

Applying to the MBA program

The admissions committee uses a holistic approach to each candidate’s application in assessing their potential to successfully complete the MBA program. Your application file will consist of the following:

- **Graduate Application**
- **Application Fee** – waived for Assumption students and alumni
- **Official College Transcripts**, undergraduate and graduate
- **Three Letters of Recommendation** – academic and/or professional
- **Current Resume**
- **Personal Statement:**

Your statement should be a self-reflection of your educational experience to date, reasons for choosing your undergraduate major or concentration, and the reason for choosing an MBA. In this 2-3 page statement, please highlight the expectations of yourself for successful completion of the MBA degree.

- **NOTE:** The GMAT is not required.

For admissions information, please visit: graduate.assumption.edu/mba/mba-admission

MBA Course Descriptions / 2018-19

View Course Sequences on our website: Part-time MBA: graduate.assumption.edu/PTsequence,
Healthcare Management MBA: graduate.assumption.edu/HCsequence

FOUNDATIONS COURSES

MBA 562 Foundations of Marketing- Foundations of Marketing is designed to develop the knowledge and skills needed to understand the role of marketing within the framework of an organization. Using an analytical and decision-making approach, students will learn to apply the concepts of marketing segmentation and marketing mix to the marketing of products and services within the dynamics of the business environment.

MBA 563 Finance for Managers- This course provides students with the fundamentals in business finance and economics so they are fully prepared for more advanced topics in the MBA program. The objective is to ensure each student’s familiarity with the language and resources of economics and financial management and how managers apply finance and economic theory to make business decisions. Students will develop a solid understanding of financial management’s role in the business environment in addition to practicing skills in financial computation to solve business problems.

MBA 564 Decision Analytics- In an increasingly complex world, decision analysis has a major role to play helping produce insight and promote creativity to help decision-makers make better decisions. Business analytics are becoming a critical capability for enterprises of all types, for profit or non-profit, domestic or international. Solving organizational problems requires understanding of many functional areas, including marketing and sales, human resources, accounting, operations, engineering and others. In this course students will gain knowledge of theory and practical applications of decision analysis. Using cases, students will identify pertinent information, perform analysis using key tools including analytical software, and develop effective solutions supported by data. Concepts we will explore include decision trees, probability, risk assessments, group decision-making, resource allocation and scenario planning.

MBA 565 Foundations of Accounting- This course examines the principles and practices of external financial reporting, with particular emphasis on balance sheet valuations and their relationship to income determination. It reviews basic accounting concepts and the essentials of the accounting process. Students will study in-depth the measurement and disclosure problems associated with financial accounting. Alternative accounting procedures and their impact on financial statements are also examined. The impact of accounting information on external decision-making will be emphasized.

FUNCTIONAL CORE COURSES

MBA 600 Business Ethics- This course combines a theoretical analysis of moral principles and models for ethical decision making with a discussion of their practical application to business life in the 21st century. Guest lecturers, case studies, class discussion, and group projects and presentations all contribute to an examination of the relevant issues. This course recognizes Assumption College’s commitment to teaching ethics across the MBA curriculum and is designed to provide a framework for the further discussion of ethical issues that will arise in subsequent courses. **3 credits**

MBA 601 Human and Organizational Behavior- This course utilizes a systems approach to human and organizational behavior. It focuses on the following types of behavior: individual, small group, inter-group, and total organization. Special emphasis is placed on personnel systems, group cohesiveness, leadership, and the change process as relevant to the socio-technical system on any organization. This course also examines selected issues in managerial behavior. *Prerequisite* MBA 550. **3 credits**

MBA 602 Marketing Decision Analysis- This course is designed to help students integrate their knowledge of marketing into applied strategy for the firm as a whole. It requires creative thinking and problem-solving applied to analysis of situations as presented in cases and contemporary articles. The course covers areas such as marketing concept, target market identification, market research, consumer behavior and psychographics, product development, pricing, sales, promotion, distribution, international marketing, and comprehensive strategy development. *Prerequisite:* MBA 551. **3 credits**

MBA 603 Financial Decision Analysis- This course examines the financial strategy of the organization in terms of both external environmental factors such as inflation and taxation and internal constraints and events. It explores issues and practices in working-capital management, current-asset management, capital budgeting, long-term financing, and dividend policy, using the case method to emphasize key concepts. *Prerequisite:* MBA 553. **3 credits**

MBA 604 Operations Decision Analysis- This course examines the tools used and problems encountered in the development of strategy for the operations system in a profit-seeking or not-for-profit enterprise. Emphasis is placed on the operations of both service and manufacturing organizations. Topics include design/planning of the conversion system as well as the management and control of operations. It discusses the full range of quantitative methods used in the decision-making process, utilizing the case method of instruction to enhance the learning objectives. Computer approaches increase the effectiveness of decision making. *Prerequisite:* MBA 556. **3 credits**

MBA Course Descriptions / 2018-19

MBA 605 Accounting Decisions for Managers-This course will focus on corporate decision-making skills for managers. It will involve the concepts and practices of managerial accounting, such as cost behavior, cost-volume-profit analysis, contribution margin reporting, profit planning, budgeting, performance analysis, and relevant costs for decision making. *Prerequisite: MBA 552.* **3 credits**

INTEGRATIVE EXPERIENCE/CAPSTONE COURSE

MBA 800 Business Strategy-This course covers the practical tools and theoretical concepts that companies use to arrive at effective business strategies. The course is integrative, and builds on students' understanding of the functional areas of the firm including operations, finance, marketing, human resource management and organizational design. Through readings, case analysis, real world company strategy analysis, simulation, and discussion course participant will learn the processes, tactics and schemes for specific action that firms use to achieve their intended business objectives. *Prerequisites: All Foundations Courses (MBA 550-557), all Functional Core Courses (MBA 600-605), and 3 Electives (MBA 700 & 900 level courses).* **3 credits**

ELECTIVE COURSES

Our course catalog includes extensive elective options that align with our concentration options. For more information on the more than 40 courses that are regularly rotated please visit: graduate.assumption.edu/mba/course-descriptions

Accounting

- MBA700**-Advanced Managerial Accounting
- MBA701**-Internal & Operational Accounting
- MBA703**-Financial Aspects of Mergers
- MBA704**-Tax Concepts for Managers
- MBA705**-Corporate Financial Reporting
- MBA706**-International Accounting & Taxation
- MBA711**-Small Business Management
- MBA907**-Accounting for Nonprofit Organizations

Human Resources

- MBA707**-Human Resources Management
- MBA708**-Labor Relations
- MBA710**-Business & Society
- MBA718**-Management Information Systems
- MBA719**-Advanced Management Information Systems
- MBA726**-Organizational Development & Change
- MBA729**-Technical & Professional Communications
- MBA730**-International Human Resource Management
- MBA731**-Training & Development
- MBA732**-Compensation & Benefits
- MBA734**-Managing Diversity
- MBA739**-Negotiation & Conflict Resolution

Management

- MBA701**-Internal & Operational Accounting
- MBA704**-Tax Concepts for Managers
- MBA707**-Human Resources Management
- MBA708**-Labor Relations
- MBA709**-International Management
- MBA710**-Business & Society
- MBA711**-Small Business Management
- MBA718**-Management Information Systems
- MBA719**-Advanced Management Information Systems
- MBA720**-Purchasing & Supply Management
- MBA722**-Project Management
- MBA726**-Organizational Development & Change
- MBA728**-Legal Frameworks of Business
- MBA729**-Technical & Professional Communications
- MBA734**-Managing Diversity
- MBA738**-Organizational Communication
- MBA739**-Negotiation & Conflict Resolution
- MBA743**-Leadership
- MBA745**-Nonprofit Management
- MBA795**-Management Practicum
- Finance/Economics**
- MBA703**-Financial Aspects of Mergers
- MBA704**-Tax Concepts for Managers

- MBA705**-Corporate Financial Reporting
- MBA723**-Investment Analysis & Portfolio Management
- MBA724**-International Corporate Finance
- MBA725**-Managerial Economics

International Business

- MBA706**-International Accounting & Taxation
- MBA709**-International Management
- MBA715**-International Marketing
- MBA724**-International Corporate Finance
- MBA727**-International Business (Doing Business in a Foreign Country)
- MBA729**-Technical & Professional Communications
- MBA730**-International Human Resources Management

Marketing

- MBA711**-Small Business Management
- MBA713**-Business Research Seminar
- MBA715**-International Marketing
- MBA716**-Promotional Strategy
- MBA717**-Strategies for Services Marketing
- MBA718**-Management Information Systems
- MBA719**-Advanced Management Information Systems
- MBA729**-Technical & Professional Communications
- MBA738**-Organizational Communication
- MBA741**-Social Media Marketing
- MBA903**-Marketing&Public Relations for Nonprofit Organizations

Nonprofit Leadership

- MBA745**-Nonprofit Management
- MBA901**-Strategic Planning & Implementation for Nonprofit Organizations
- MBA902**-Fundraising for Nonprofit Organizations
- MBA903**-Marketing & Public Relations for Nonprofit Organizations

- MBA904**-Financial Management for Nonprofit Organizations
- MBA905**-Leadership & Human Resource Management for Nonprofit Organizations
- MBA906**-Governance, Executive Leadership & Ethics in Nonprofit Organizations
- MBA907**-Accounting for Nonprofit Organizations



“My business expertise and confidence have grown tremendously.”

KEVIN PETERSSEN, CPA, MBA '12

VICE PRESIDENT COMMERCIAL LENDING
UNITED BANK, WORCESTER, MA

“The program helped me develop expertise in key areas of business which immeasurably boosted my confidence to voice opinions, make presentations, and take a leadership role at work. It offers a diverse blend of professional students, respectful and knowledgeable professors, dynamic classroom discussions, and a challenging environment that fostered personal and professional growth for me.”



“I am thrilled to have the opportunity to give back to the program that offered so much to my own career advancement. Assumption’s MBA classes are very much learning laboratories. As a leader of customer care services and omnichannel operations at BJ’s Wholesale Club, I am able to bring real-life examples to class each week. I also encourage students to share their own unique professional experiences. The discussion that occurs between professionals from diverse backgrounds in our small, dynamic classes truly enriches student’s business acumen and allows them to integrate the learning immediately in their careers.”

LEDIA DILO, MBA '14

ADJUNCT FACULTY, MBA

DIRECTOR, DIGITAL SERVICES AND MEMBER CARE,
BJ'S WHOLESALE CLUB



COLLEGE ACCREDITATION

Accredited by:

**New England Association of Schools
and Colleges, Inc.**

**Commonwealth of Massachusetts
Department of Elementary
& Secondary Education**

Council on Rehabilitation Education

COLLEGE'S MISSION

Assumption College, rooted in the Catholic intellectual tradition, strives to form graduates known for critical intelligence, thoughtful citizenship and compassionate service. We pursue these ambitious goals through a curriculum grounded in the liberal arts and extending to the domain of professional studies. Enlivened by the Catholic affirmation of the harmony of faith and reason, we aim, by the pursuit of the truth, to transform the minds and hearts of students. Assumption favors diversity and ecumenically welcomes all who share its goals.

**ASSUMPTIONIST
SPONSORSHIP**

The order of the Augustinians of the Assumption, founders of Assumption College, was begun by an educator whose most cherished project was the establishment of a Catholic university. Fr. Emmanuel d'Alzon envisioned an institution committed to academic excellence. Father d'Alzon was also devoted to helping people learn, adapt, grow and change in various ways.



**GRADUATE STUDIES
ASSUMPTION COLLEGE**

Light the way.

Graduate Studies Office
Assumption College

500 Salisbury Street, Worcester, MA 01609

p 508.767.7387 f 508-799-4412 e-mail: graduate@assumption.edu

www.assumption.edu/graduate

NOTE: The College reserves the right to withdraw or modify any of the courses or programs listed in this viewbook, or to cancel any course or program for which it deems the registration insufficient, or to make any course or regulation change it considers necessary. The College further reserves the right to suspend the acceptance of applications in particular programs.