



# COLLEGE OF BUSINESS AND ECONOMICS

- **M.B.A. Program**
- **Accounting and Management Information Systems**

- **Economics**

**T**he mission of the College of Business and Economics is to foster scholarship and to offer distinctive, innovative educational opportunities related to the successful management and leadership of organizations operating in an environment of scarce resources, rapid change, global competition, and advances in technology.

The College of Business and Economics offers graduate degrees in three of its disciplines: Accounting and Management Information Systems, Business Administration (M.B.A.), and in Economics. An additional dual master's degree program is offered in conjunction with *Groupe ESC Grenoble*, a premier French graduate school of business. Graduate students of both institutions may earn a Masters in Management (M.M.) or a Masters in International Business (M.I.B.) at Grenoble along with an M.B.A. at the University of Delaware. An Executive M.B.A. is offered at the University's Wilmington campus for experienced managers and professionals. The College also offers a doctoral degree in Economics. All degrees are designed to offer the student a general understanding of the overall economic system and a variety of decision units within that system.

The M.B.A. program provides a highly select group of students with a relevant, advanced business management education. Coursework integrates the functional areas of business, while preparing graduates for positions of greater responsibility in corporations, small businesses, consulting firms, government, or non-profit organizations. All students are exposed to issues of leadership, teamwork, technology, globalization and ethics, as well as the basic analytical skills required of every business leader. Students have the option of choosing areas of concentration. Small class sizes and intense interaction among students of diverse backgrounds and experience are hallmarks of the program. The Executive M.B.A. program provides an intensive and accelerated format for individuals with a record of successful professional experience.

The objective of the M.S. in Accounting program is to extend the education of qualified students into 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 students beyond the level of study offered by an undergraduate program in accounting, the M.S. provides additional preparation for careers in public accounting, industry, and government and establishes a foundation for further study at the Ph.D. level in preparation for an academic career.

The objective of the M.S. in Information Systems & Technology Management (MS: IS&TM) is to produce students who possess the combination of management and technical skills needed to bring about the effective deployment and administration of information technology to achieve business success in today's highly competitive global environment.

The M.S. in Economics is focused on the growing application of analytical techniques and economic research in government and private industry; it is primarily oriented toward students pursuing a career in applied economics as well as providing an excellent foundation for further work in a Ph.D. program. An M.A. option in economics is also available. The Ph.D. in Economics builds upon the M.S. degree. This program develops quantitative skills required to conduct applied economic research. This program prepares graduates for careers in the public and private sectors as well as academics.

The College also participates in the Operations Research Program. A description of that program can be found under Agriculture and Natural Resources. For more information, please see <http://www.be.udel.edu>

---

## M.B.A. PROGRAM

---

Telephone: (302) 831-2221

E-mail: [mbaprogram@udel.edu](mailto:mbaprogram@udel.edu)

<http://www.MBA.udel.edu>

**T**he M.B.A. program is accredited by the AACSB International- The Association to Advance Collegiate Schools of Business. Students may pursue either a full-time or part-time course of study in the

MBA Programs. In some cases, MBA students with an undergraduate degree in business administration may waive out of some of the core classes, and thereby complete the program with less than the 48 credits required of students with no prior academic background in business administration. The Executive MBA (EMBA) is a lock step program and EMBA students are not eligible for taking the Core Updates Seminars.

## REQUIREMENTS FOR ADMISSION

**A**dmission to the M.B.A. program is highly selective and is based upon a combination of prior academic grades, Graduate Management Admissions Test (GMAT) scores, letters of recommendation and, in most cases, an on-campus or telephone interview. Please refer to the "Graduate Admissions" chapter in this catalog. The applicants are required to send a copy of their recent resume along with completed application. Two letters of recommendation should be sent to the M.B.A. Director. For the Executive M.B.A. program, one of these letters must be from the applicant's direct manager. Executive M.B.A. applicants must also have a minimum of five years of professional experience. Students in all M.B.A. programs are admitted for initial enrollment in the fall (September) and admissions decisions are made on a rolling basis throughout the year. However, to expedite consideration for admission, candidates are encouraged to complete their applications by the following dates:

Feb. 1 for full-time applicants seeking financial aid and May 1 final deadline for all students seeking enrollment (including Executive M.B.A. applicants). Part-time students are also eligible to apply for spring admission for which the deadline is Nov. 1.

Candidates for admission need not have majored in any specific undergraduate field; however, students entering the M.B.A. program are assumed to possess basic skills in written and oral communication, mathematics (normally one year at the college level) and computer usage (word processing spreadsheets, e-mail, internet, and research based on electronic scholarly resources). Students deficient in any of these areas are encouraged to enroll in appropriate credit and non-credit courses.

## REQUIREMENTS FOR THE DEGREE

**C**andidates for the M.B.A. degree must complete 48 credit hours, divided into core courses (18 hours), other required courses (12 hours) and elective courses (18 hours). Full-time students can normally complete the program in 21 months. Part-time students normally take from three to four years to earn their degrees. Executive M.B.A. students earn their degrees in 19 months. The EMBA Faculty Committee specifies specialized courses beyond the core and required curriculum.

### Core Courses (18 hours):

ECON 503: Economic Analysis for Business Policy  
ACCT 800: Financial Reporting and Analysis  
BUAD 831: Operations Management and Management Science  
FINC 850: Financial Management  
BUAD 870: Managing Human Capital  
BUAD 880: Marketing Management

The students in the MBA programs (part-time and full-time) may waive up to 12 of the 18 above core credit hours. Students may waive a core course if they completed two applicable courses in that area at the undergraduate level at an AACSB-accredited institution, during the last seven years, with grades of B or better. And one of those two undergraduate courses must be at least intermediate level. The students entering with a BSBA or equivalent degree from an AACSB accredited school may substitute additional elective coursework or Core Update seminars for the remaining 6 required hours. Thus, the students on this faster track will need to take a minimum of 36 credit hours instead of 48 hours. Course waivers are not allowed in the EMBA program.

### Other Required Courses (12 hours):

ACCT 801: Management Control Systems and Information Technology  
BUAD 820: Data Analysis and Quality Control  
BUAD840: Current and Critical Issues in Ethics, the Domestic and Global Business Environment  
BUAD 890: Corporate Strategy

### Concentrations, Specializations, and Elective Courses (18 hours):

Eighteen hours of additional graduate level coursework in Business Administration, Finance, Economics, Accounting, Museum Studies, or other areas appropriate to the student's concentration, specialization, and/or academic or professional interests. At least one of these electives must have an international focus.

Although not required, it is possible for students to obtain one or more of the following concentrations by choosing 12 hours of elective course work in a highly structured course of study: Finance, Information Technology, International Business, Marketing, New Venture Creation, Museum Leadership and Management. Please see the MBA Programs web page at [www.mba.udel.edu](http://www.mba.udel.edu) for more details.

As an alternative to a highly structured concentration, a student has the option to build a course of study in consultation with their faculty advisor for a specialization by choosing 12 hours of electives course work in line with their professional interest under the option of Self-Directed specialization. The Self-Directed specialization option allows MBA students more flexibility in designing a specialization with a variety of MBA program electives or in conjunction with other degree programs in the University. Examples of self-directed specialization include, Accounting, Business Economics, and Operations Management.

The remaining six hours of electives ought to be outside the area of concentration or specialization and will be determined jointly by the student and the faculty advisor for a concentration or specialization.

### Electronic Communications Requirement:

All M.B.A. students are provided with electronic mailboxes and are expected to utilize e-mail, the Internet, and electronic scholarly resources on a regular basis. The M.B.A. program provides basic instruction in electronic communications for new students. Other instruction is available in short, non-credit classes that are offered by the University's Information Technologies staff, and the business reference librarian at Morris Library.

---

## ACCOUNTING AND MANAGEMENT INFORMATION SYSTEMS

---

### M.S. IN ACCOUNTING AND M.S. IN INFORMATION SYSTEMS & TECHNOLOGY MANAGEMENT

For more information, please visit the department web site at <http://www.be.udel.edu/accounting>.

**T**he Department of Accounting and Management Information Systems offers programs leading to the Master of Science degree with a major in Accounting and a Master of Science degree with a major in Information Systems & Technology Management (IS&TM). The objective of the M.S. in Accounting is to extend the education of qualified students into advanced study in each of the major areas of the field of accounting and information systems, 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, industry, and government, and establishes a foundation for further study at the Ph.D. level in preparation for an academic career. The objective of the M.S. in IS&TM is to produce students who possess the combination of management and technical skills needed to bring about the effective deployment and

administration of information technology to achieve business success in today's highly competitive global environment. Because of the combination, the M.S. in IS&TM is primarily designed for two types of students – those with a background in business (who want to move into a more technology-oriented role in their organization) and those with a background in a technical field (who want to move into an IT/management role in their organization). Examples of the type of students with technical background we hope to attract include engineers, scientists, and those involved in biotechnology.

Students in the MS in Accounting may pursue either a full-time or a part-time course of study. Full-time students with an undergraduate accounting major from an accredited AACSB college should be able to complete the program within one calendar year. The MS in IS&TM is a part-time course of study, students are expected to complete this degree program within two calendar years.

### REQUIREMENTS FOR ADMISSION

**A**pplicants must supply all information stated in the "Admission Information" chapter of this catalog.

Admission to both of these graduate programs is selective and competitive based on the number of well-qualified applicants and the limits of available faculty and facilities. Those who meet stated minimum academic requirements are not guaranteed admission, nor are those who fail to meet those requirements necessarily precluded from admission if they offer other appropriate strengths.

Candidates for admission are invited to correspond with the Director of the M.S. program. Detailed brochures on these M.S. programs are available. As part of the admissions process for the M.S. in IS&TM, each student will meet with a faculty advisor who will evaluate their background in both business and programming (including prior coursework and experience). Foundation course requirements will be based on this evaluation.

### DEGREE REQUIREMENTS

**T**he M.S. in Accounting requires 30 hours of graduate credit which includes twelve credits of required accounting and twelve credits of required systems courses plus three credits of finance and three credits of statistics.

The M.S. program has as prerequisites the equivalent of four accounting courses required for an undergraduate accounting major as well as completion of courses meeting American Assembly of Collegiate Schools of Business (AACSB) common body of knowledge requirements. Thus, the M.S. is designed as a one-year, 30-hour graduate program beyond these prerequisites. Students admitted to the program without these prerequisites may complete this work while in the M.S. program. Normally, those holding an undergraduate business degree from an accredited AACSB college will have met the common body of knowledge requirements outside the area of accounting.

Graduate-level courses taken to fulfill the AACSB common body of knowledge will not count towards fulfilling the 30-hour requirement for the M.S. in Accounting.

The M.S. in IS&TM is a unique 36-credit interdisciplinary program, which was jointly developed by the College of Business and Economics and the Department of Electrical and Computer Engineering. Depending on their background, students may be required to take additional Foundation courses, resulting in a program of up to 42 credit hours. It will provide students with a solid understanding of both IT and the management processes needed to effectively manage in this environment.

The program will be thought of as a series of five building blocks, each of which builds on what has come before. The foundation of the program is an understanding of the fundamentals of business and programming. Students then complete a fundamental core

of four courses, which cover the core concepts of IT. These core courses serve as the basis for the Advanced Core of four courses, which build on the material from the fundamental core. An elective allows the student to tailor the program to an area of interest or gain practical experience in IT. Finally, there is a capstone set of courses, which draw from the material throughout the program.

Upon entering the program, each student will meet with a faculty advisor who will assess their IT experience. Those students with insufficient experience in IT will take additional coursework.

## ECONOMICS

### M.A., M.S., AND PH.D. IN ECONOMICS JOINT M.A. IN ECONOMICS/M.B.A.

For more information, please visit the department web site at <http://www.be.udel.edu/economics>

**T**he Department of Economics offers programs leading to Ph.D., M.A., M.S., and combined M.A./M.B.A. degrees. In addition, the Department offers a Master of Arts in Economics and Entrepreneurship for Educators. The Ph.D., M.A., and M.S. programs emphasize applied economics with areas of specialization including econometrics, international economics and development, industrial organization, labor economics, macroeconomics, public economics, finance, natural resources, and urban and regional economics. The M.A./M.B.A. program combines applied economics with traditional M.B.A. skills.

The curricula provide students with a balance between a core of microeconomic, macroeconomic, and econometric theory and a wide variety of applied courses. These programs are designed to prepare individuals for professional careers involving the application of economic analysis in both the public and private sectors, including academia.

The M.A. program in Economics and Entrepreneurship for Educators is designed to provide secondary and primary school teachers with both a foundation in economic theory and a set of strategies and methods for teaching economics in secondary and elementary schools. The program is designed to train teachers who have been identified as exceptional teachers in their region. Graduates of the program are expected to provide economic education leadership in their state and region.

### REQUIREMENTS FOR ADMISSION

**P**rospective students should consult the Graduate Admissions chapter of this catalog for admission procedures. The dates for application submission are July 1 and December 1 for Fall and Spring admission respectively. Students seeking financial aid should complete their applications by February 15 for September enrollment and by November 15 for February enrollment. Admission to graduate programs in the Department of Economics is selective and competitive based on the number of well-qualified applicants and the limits of available faculty and facilities. Those who meet stated minimum academic requirements are not guaranteed admission; nor are those who fail to meet those requirements necessarily precluded from admission if they offer other appropriate strengths.

*Master of Arts, Master of Science, and Joint Master of Arts and Master of Business Administration Degrees.* Applicants are expected to have at least a 2.5 (on a 4-point scale) undergraduate grade-point average and at least a 3.0 in their major. In addition, applicants should have a combined score of at least 1050 (verbal plus quantitative only) on the Graduate Record Examination Aptitude Test or score at or above the 55th percentile in the Graduate Management Admission Test. Foreign students must achieve a score of at least 213 on the TOEFL. While graduate courses do not require extensive pre-

requisites, students need some background in economics, calculus, and statistics. Applicants for the M.B.A./M.A. dual degree must also meet the M.B.A. program admission criteria.

*Master of Arts in Economics and Entrepreneurship for Educators.* The program is open to educators who: 1) meet admission requirements of the Office of Graduate Studies of the University of Delaware (official transcripts of all undergraduate work are required), 2) have completed a minimum of three semester hours in economics, 3) hold a current teaching certificate and have a minimum of three years of experience, and 4) are nominated by the Council or Center Director for Economic Education in their geographic region.

*Doctoral Degree.* For admission to the Ph.D. program, students must have demonstrated a high level of potential to do independent research at the doctoral level. Students are expected to score at least 1100 on the combined verbal and quantitative portions of the GRE exam or the equivalent on the GMAT. In cases where English is a second language, applicants are expected to score at least 250 on the TOEFL exam. A grade point average of at least 3.5 in graduate economics courses is expected with emphasis placed on core courses and on course selection. Attention will also be given to graduate courses that the applicant has taken in related disciplines. Demonstrated potential for doctoral-level research is required; for example, a master's thesis or research paper and letters of recommendation that address this point specifically may be submitted. All applicants must submit at least three letters of recommendation from economics faculty who can comment explicitly upon the applicant's ability to do doctoral-level work, including doctoral-level research and writing. Continuation in the Ph.D. program requires a master's degree in economics from the University of Delaware, or its equivalent, as determined by the Department's Graduate Committee. An M.B.A. degree is not considered to be equivalent to a master's degree in economics. Each student's requirements for satisfying the master's equivalency will be established by the Graduate Committee. Qualified applicants who have not met the master's equivalency requirement at the time of admission are required to do so while at the University of Delaware in order to continue in the Ph.D. program.

## REQUIREMENTS FOR THE DEGREES

**A**ll degrees except the M.A. degree for teachers require a written comprehensive examination, participation in a faculty-student research project or other relevant research experience, and regular attendance at departmental seminars and colloquia. Students may satisfy some elective course requirements for all degrees with a variety of graduate-level courses from other disciplines.

*Master of Arts.* The M.A. degree requires 30 credit hours of graduate work, nine of which are in three required courses: microeconomics, macroeconomics, and econometric theory. Students must also demonstrate a capacity for joint economic research by complet-

ing a 6-credit thesis or a 3-credit research project.

*Master of Arts in Economics and Entrepreneurship for Educators.* The M.A. degree requires 30 credit hours of graduate work, 18 of which are in five required areas: microeconomics, macroeconomics, monetary and international trade theories, contemporary economic issues, and curriculum strategies. In addition, candidates must design and implement an economic education program. A public policy or research paper is also required.

*Master of Science.* The M.S. degree requires 33 credit hours of graduate work, 15 of which are in five required courses: microeconomics, macroeconomics, econometric theory, econometrics seminar, and a fifth course representing an approved quantitative course from the graduate curriculum. In addition, the M.S. program requires the completion of a 6-credit thesis.

*Joint Master of Arts and Master of Business Administration.* The M.A./M.B.A. degree requires 57 credit hours of graduate work in economics and business. Students must meet the core requirements for both the M.A. and M.B.A. programs. By allowing elective courses to count for both programs, the combined M.A./M.B.A. degree represents a significant savings over taking two separate degrees.

*Doctor of Philosophy.* Doctoral students must complete a minimum of eight additional approved graduate courses beyond the master's degree, five of which are required: Advanced Microeconomic Theory, Advanced Macroeconomic Theory, Advanced Topics in Econometrics, and Time-series Econometrics and Mathematical Methods for Economics. Students who have taken a mathematical economics course as part of their master's equivalency may waive the mathematical methods course. The remaining three courses must satisfy the field requirement. The Department maintains a current list of course groupings that satisfy the field requirement. Students must pass Ph.D. preliminary examinations in these three areas: microeconomic theory, macroeconomic theory, and the student's major field of study. The microeconomic theory and macroeconomic theory examinations must initially be taken at the same time. The field examination may be taken separately. Students normally take the microeconomic and macroeconomic preliminary exams following the year in which these courses are completed and take the field examination after the completion of all courses. Each student must pass all three preliminary examinations. Students who do not pass an examination on the first attempt may retake it two additional times. Students choose a thesis committee consisting of a dissertation adviser, two faculty members from the Department of Economics, and a faculty member from a department other than the Department of Economics. To be considered a doctoral candidate, a student must successfully defend a proposal outlining the nature of the work to be done for the dissertation. The dissertation must represent a significant advance in the body of economic knowledge and must be defended before the student's dissertation committee and the University Community.