The Penn State Behrend M.B.A. is an AACSB International-accredited general degree emphasizing development of the planning and problem-solving skills crucial in middle and upper management. Course work emphasizes the integration of business functions and the practical application of theory in the business world using cases, simulated problems, and actual situations students are experiencing at work. Many students are fully employed professionals who bring a wealth of knowledge and experience to the classroom. The program is delivered in a blended format of 25 percent face-to-face instruction on campus or at the Regional Learning Alliance in Cranberry Township and 75 percent online learning. The great majority of our students complete the program on a part-time basis in under two years.

**Admission Requirements**

Applicants apply for admission to the program via the Graduate School application for admission (https://gradschool.psu.edu/graduate-admissions/how-to-apply/). Requirements listed here are in addition to Graduate Council policies listed under GCAC-300 Admissions Policies (https://gradschool.psu.edu/graduate-education-policies/).

Admission cannot be granted to individuals who require a student visa due to the majority of instruction taking place online.

Admission is granted only to candidates who demonstrate high promise of success for graduate work.

Admission decisions are based on the following:

- undergraduate grade-point average;
- the degree of correspondence between the applicant's objectives and those of the program; and
- three letters of reference.

Favorable consideration will be given to applicants who have significant work experience. Applications are processed on a rolling basis with admission to the program granted in both the fall and the spring semesters.

**Degree Requirements**

**Master of Business Administration**

Requirements listed here are in addition to Graduate Council policies listed under GCAC-700 Professional Degree Policies (https://gradschool.psu.edu/graduate-education-policies/).

The Master of Business Administration degree program consists of two parts:

1. **Demonstration of Subject Matter Competence**
   
   Students are expected to demonstrate fundamental competence in accounting, finance, economics, management, marketing, operations management, and statistics prior to taking the Required Courses. Applicants who have, within seven years prior to the date of their admission to the degree program, completed a baccalaureate degree in business from a regionally accredited institution that includes introductory courses in these disciplines will be considered to have demonstrated competence as long as the previously completed courses carry grades of B or higher. An applicant who, within seven years prior to his or her admission to the degree program, completed a baccalaureate degree in a non-business field from a regionally accredited institution that includes equivalent undergraduate or graduate courses carrying a grade of B or higher will also be considered to have demonstrated competence. Applicants who attained currency of knowledge through relevant business experience or continuing professional education in one or more of the subject areas may demonstrate competence through examination.

2. **Required Course work**

   These courses provide greater depth of knowledge in the subject areas included. This component of the MBA program consists of seven 3-credit courses that cover advanced topics in cost management, managing effective organizations, quantitative methods for business, leadership and ethics, corporate finance, marketing strategy, and strategic management and business policy.

   All students are required to complete the following courses unless they can demonstrate advanced knowledge of the course subject matter through prior course work, extensive experience and/or advanced professional education. Students who believe they have knowledge of a required course must submit a written request and documentation describing their knowledge of the course subject matter. If approved, the student will substitute an additional elective course for the required course.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BADM 510</td>
<td>Cost Management for Decision Making and Control</td>
<td>3</td>
</tr>
<tr>
<td>BADM 512</td>
<td>Managing Effective Organizations</td>
<td>3</td>
</tr>
<tr>
<td>BADM 513</td>
<td>Quantitative Methods for Business</td>
<td>3</td>
</tr>
<tr>
<td>BADM 526</td>
<td>Leadership and Ethics</td>
<td>3</td>
</tr>
<tr>
<td>BADM 532</td>
<td>Corporate Finance</td>
<td>3</td>
</tr>
<tr>
<td>BADM 554</td>
<td>Marketing Strategy</td>
<td>3</td>
</tr>
</tbody>
</table>

| Electives | 9 |

3. **Culminating Experience**

   The program capstone is BADM 514, which is a semester long industry and business analysis problem, culminating in a final, integrated paper.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BADM 514</td>
<td>Strategic Planning and Business Policy</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits**

30

1 All students are required to take 9 credits of elective courses covering advanced topics of their choice. MBA students may apply a maximum of 6 credits of approved 400-level course work toward elective requirements. Course work at the 400 level must be approved by the director of the MBA program and cannot have been used for another degree.

2 The program capstone is BADM 514, which is a semester long industry and business analysis problem, culminating in a final, integrated paper.
Transfer Credits
Credits earned at other institutions but not used to earn a degree may be applied toward the requirements for a graduate degree, subject to restrictions outlined in GCAC-309 Transfer Credit (http://gradschool.psu.edu/graduate-education-policies/gcac/gcac-309/transfer-credit/). Application of transfer credits to the student’s academic program must be approved by the director of the MBA program.

Minor
A graduate minor is available in any approved graduate major or dual-title program. The default requirements for a graduate minor are stated in Graduate Council policies listed under GCAC-600 Research Degree Policies (https://gradschool.psu.edu/graduate-education-policies/) and GCAC-700 Professional Degree Policies (https://gradschool.psu.edu/graduate-education-policies/), depending on the type of degree the student is pursuing:

- GCAC-611 Minor - Research Doctorate (https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-600/gcac-611-minor-research-doctorate/)
- GCAC-641 Minor - Research Master’s (https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-600/gcac-641-minor-research-masters/)
- GCAC-709 Minor - Professional Doctorate (https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-700/gcac-709-professional-doctoral-minor/)
- GCAC-741 Minor - Professional Master’s (https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-700/gcac-741-masters-minor-professional/)

Student Aid
Graduate assistantships available to students in this program and other forms of student aid are described in the Tuition & Funding (https://gradschool.psu.edu/graduate-funding/) section of The Graduate School's website. Students on graduate assistantships must adhere to the course load limits (https://gradschool.psu.edu/graduate-education-policies/gsad/gsad-900/gsad-901-graduate-assistants/) set by The Graduate School.

A limited number of scholarships and graduate assistantships are available. Many students work full time and take classes part time. In many cases, employers have a tuition-reimbursement plan paying for partial or full tuition. View student aid options (https://behrend.psu.edu/admissions-financial-aid/financial-aid/incoming-students/graduate/) available.

Courses
Graduate courses carry numbers from 500 to 699 and 800 to 899. Advanced undergraduate courses numbered between 400 and 499 may be used to meet some graduate degree requirements when taken by graduate students. Courses below the 400 level may not. A graduate student may register for or audit these courses in order to make up deficiencies or to fill in gaps in previous education but not to meet requirements for an advanced degree.

Business Administration (BADM) Course List (https://bulletins.psu.edu/university-course-descriptions/graduate/badm/)
Contact

Campus: Erie
Graduate Program Head: Greg Filbeck
Director of Graduate Studies (DGS) or Professor-in-Charge (PIC): Al Warner
Program Contact: Al Warner
5101 Jordan Road
Burke Center
Erie PA 16563
agw2@psu.edu
(814) 898-6509

Program Website: View (http://psbehrend.psu.edu/admissions-financial-aid/graduate-admissions/master-of-business-administration/)