**BUSINESS ADMINISTRATION (BEHREND)**

<table>
<thead>
<tr>
<th>Graduate Program Head</th>
<th>Greg Filbeck</th>
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<tbody>
<tr>
<td>Program Code</td>
<td>BADM</td>
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<tr>
<td>Campus(es)</td>
<td>Erie (M.B.A.)</td>
</tr>
<tr>
<td>Degrees Conferred</td>
<td>Master of Business Administration (M.B.A.)</td>
</tr>
<tr>
<td>The Graduate Faculty</td>
<td><a href="https://secure.gradsch.psu.edu/gpms/?searchType=sec&amp;prog=BADM">View</a></td>
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The Penn State Behrend M.B.A. is an AACSB International-accredited general degree emphasizing development of the planning and problemsolving 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 ([http://gradschool.psu.edu/prospective-students/how-to-apply/](http://gradschool.psu.edu/prospective-students/how-to-apply/)). Requirements listed here are in addition to Graduate Council policies listed under GCAC-700 Professional Degree Policies ([http://gradschool.psu.edu/graduate-education-policies/](http://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 ([http://gradschool.psu.edu/graduate-education-policies/](http://gradschool.psu.edu/graduate-education-policies/)).

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

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</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>
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<tr>
<td>Electives</td>
<td></td>
<td>9</td>
</tr>
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</table>

### Culminating Experience

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BADM 514</td>
<td>Strategic Planning and Business Policy</td>
<td>3</td>
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**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 (http://gradschool.psu.edu/graduate-education-policies/) and GCAC-700 Professional Degree Policies (http://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 (http://gradschool.psu.edu/graduate-funding/) section of The Graduate School’s website. Students on graduate assistantships must adhere to the course load limits (http://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/)

Learning outcomes
1. CRITICAL THINKING: Students will be able to apply critical thinking techniques to business situations to construct relevant analyses, arguments, and conclusions.
   a. Students will clearly identify the key issues in the analysis.
   b. Students will present the appropriate analytic framework or warrant.
   c. Students will identify and assess important assumptions and question their validity.
   d. Students will identify and assess the quality of supporting data/evidence & provides additional data/evidence related to the issue.
   e. Students will draw and discusses conclusions, implications, and consequences.

2. WRITTEN COMMUNICATION: Students will be able to demonstrate effective writing skills.
   a. Students will organize written assignments effectively
   b. Students will develop a clear and well-structured argument
   c. Students will identify and provide evidence sufficient to support the argument
   d. Students will find reliable sources and cite and reference them correctly
   e. Students will demonstrate proper writing mechanics with respect to spelling, punctuation, and grammar.

3. ETHICS: Students will be able to recognize ethical issues and apply ethical theories in business situations at individual and/or organizational levels
   a. Students will identify ethical issues/inter-relationships between business and society
   b. Students will identify stakeholders
   c. Students will identify consequence of decisions/actions to stakeholders
   d. Students will recognize the potential implications of managerial actions on employee ethical conduct
   e. Students will analyze an ethical dilemma using multiple ethical principles
   f. Students will correctly apply ethical principles
   g. Students will recommend a course of action
   h. Supports action plan recommendation with ethical analysis

4. FUNCTIONAL AREA KNOWLEDGE: Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material across various business domains.
   a. Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material in the Marketing domain.
   b. Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material in the Management domain.
   c. Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material in the Finance domain.
   d. Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material in the Accounting domain.
   e. Students will be able to apply foundational knowledge to analyze and solve problems and interpret written and visual material in the Strategic Integration domain.
## Contact

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<tr>
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<tbody>
<tr>
<td>Graduate Program Head</td>
<td>Greg Filbeck</td>
</tr>
<tr>
<td>Director of Graduate Studies (DGS) or Professor-in-Charge (PIC)</td>
<td>Alfred Warner</td>
</tr>
</tbody>
</table>
| Program Contact | Amanda Lynn Eller  
|                 | 5101 Jordan Road  
|                 | Burke Center  
|                 | Erie PA 16563  
|                 | ale19@psu.edu  
|                 | (814) 898-6560 |