

BUSINESS ADMINISTRATION (CAPITAL)

Graduate Program Head	John Haddad
Program Code	BADMN
Campus(es)	Harrisburg (M.B.A.)
Degrees Conferred	Master of Business Administration (M.B.A.) Integrated B.S. in Accounting and M.B.A. in Business Administration Integrated B.S. in Finance and M.B.A. in Business Administration Integrated B.S. in Information Systems and M.B.A. in Business Administration Integrated B.S. in Management and M.B.A. in Business Administration Integrated B.S. in Marketing and M.B.A. in Business Administration Integrated B.S. in Project and Supply Chain Management and M.B.A. in Business Administration Joint J.D. / M.B.A. with Dickinson Law
The Graduate Faculty	View (https://secure.gradsch.psu.edu/gpms/?searchType=fac&prog=BADMN)

The M.B.A. program is intended to provide graduates with a foundation for personal and professional growth and lifelong learning; a firm grounding in the academic disciplines underlying the field of business; participative strengths; and decision making, problem solving, and critical thinking skills. Major emphasis is placed on the social, legal, and ethical context of business—particularly ethical values needed in the conduct of business. Program faculty place high value on teaching and currency of curriculum, an emphasis on oral and written communication, collaborative learning, and cross-functional integration of concepts.

The degree is offered in its entirety on the Penn State Harrisburg campus located in Middletown, PA. To provide flexibility for students, some courses are also offered online or in a hybrid format (i.e., a blend of resident instruction and online). Students should contact the program office for information on specific semester course offerings.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

The admission decision is based on the applicant's entire admission portfolio consisting of:

- undergraduate degree,
- post baccalaureate course work,
- either the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) scores,

- professional experience,
- letters of recommendation,
- and statements provided in the application.

An applicant with significant work experience may be admitted with a lower GMAT or GRE score, while an applicant with limited work experience may be admitted with a higher GMAT or GRE score and an outstanding undergraduate background.

The GMAT or GRE requirement may be waived for the following applicants:

- Graduates from business, engineering, science, or related fields with a cumulative undergraduate GPA of 3.5 from accredited U.S. schools.
- Members of Beta Gamma Sigma, the international business honors society.
- Ph.D., J.D., M.D., or master's degree holders from accredited U.S. schools in business, engineering, science, or related fields.

Please note that there is no GMAT or GRE waiver for applicants seeking graduate assistantships.

Please visit the GMAT (<http://www.mba.com/us/>) or GRE (https://www.ets.org/gre/test-takers.html?utm_agency=st004&utm_campaign=st004-b2c24-core24-grebranded-usa-ga-ppc&utm_campaign_id=12511606007&utm_content=gre-branded&utm_content_id=117426525005&utm_term=gre%20website&utm_country=usa&utm_source=google-search-b2c&utm_medium=ppc&gad_source=1&gclid=CM_ExYy5sYkDFaYAVgUd1noUyA) websites for information about these examinations.

The candidate must apply for admission to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>). The applicant is required to submit:

- a completed online application form (<http://gradschool.psu.edu/prospective-students/how-to-apply/>) with an application fee
- official transcripts from all post-secondary institutions attended (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>)
- GMAT or GRE test scores (the test must have been taken within the past five years)
- two letters of recommendation
- resume

The language of instruction at Penn State is English. English proficiency test scores (TOEFL/IELTS) may be required for international applicants. See GCAC-305 Admission Requirements for International Students (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-300/gcac-305-admission-requirements-international-students/>) for more information.

Candidates may enter the program at the beginning of the fall or spring semester, or the summer session. To allow time for applications to be processed, all information, including the GMAT or GRE score, must be received by the admissions office no later than:

- Fall Semester - July 18
- Spring Semester - November 18
- Summer Session - April 18

Applicants from outside the United States must follow the early admission dates in order to allow the necessary clearances and

paperwork to be processed in time. International application deadline dates are:

- Fall Semester–May 31
- Spring Semester–September 30
- Summer Session–February 28

Degree Requirements

Master of Business Administration (M.B.A.)

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

Preparation for the Program

Analytic Skills Requirement

Students must demonstrate competence in analytic skills. This requirement can be satisfied in one of two ways:

1. by satisfactory completion of a college-level mathematics course; or
2. by successful completion of a proficiency examination in mathematics approved by the M.B.A. program. This requirement must be satisfied by the first semester or summer session of the student's matriculation and completed with a grade of C or higher.

Computer Skills Requirement

Students are required to demonstrate proficiency in the use of computer applications. This requirement can be satisfied through a college-level computer applications course within the past five years with a grade of a B or higher, or by documented, significant, computer-related work experience. If this requirement has not been met prior to admission, a college-level computer course such as MIS 250 or CMPSC 203 is required. Course work must be completed by the first semester or summer session of the student's matriculation with a grade of B or higher.

Communications Skills Requirement

Successful completion of the M.B.A. program requires the ability to think clearly, and to write and speak persuasively. Part of this requirement can be satisfied by achieving a score of "4" or higher on the Graduate Management Admission Test (GMAT) or the Graduate Record Examination (GRE) Analytical Writing Assessment. If this score is not achieved, students must satisfy this requirement through additional course work in writing skills such as ENGL 202D or other work developed in consultation with the M.B.A. program. This requirement must be satisfied by the first semester or summer session of the student's matriculation. All courses taken must be completed with a grade of B or higher. The speech component of this requirement is satisfied through individual and group presentations in the M.B.A. program.

M.B.A. Degree Requirements

The M.B.A. degree requires 36 credits of graduate-level coursework (500—or 800-level). These credits are distributed over three clusters of courses: **foundational courses** refresh and develop critical competencies needed for the students to be successful in a rigorous M.B.A program; **prescribed courses** develop key competencies in functional areas of business and BUS 588, the required capstone course, integrates knowledge from all functional areas; and **elective courses**.

Code	Title	Credits
Foundational Courses		
ACCT 501	Financial Statement Analysis	3
BUSEC 502	Economics for Managers	3

Required Courses		
ACCT 540	Accounting for Managerial Decisions	3
BUS 510	Business Analytics and Decision Modeling	3
BUS 515	Business Ethics and Corporate Governance	3
FINAN 521	Corporate Finance	3
or FINAN 530	Corporate Finance II	
INFSY 540	Information Technology and Knowledge Management	3
MRKT 514	Strategic Mkt	3
Electives		
Select 9 credits from a list of approved courses maintained by the program office.		9
Culminating Experience		
BUS 588	Strategic Management	3
Total Credits		36

Students may elect courses in clusters of "Tracks" organized around a common theme designed to be integrative and cohesive. The Tracks provide competencies, and skill sets for decision-making in seven areas:

1. The Accounting Track is designed to offer additional courses for students having prior academic preparation in accounting to enable them to satisfy the educational requirements for Certified Public Accountant (CPA) licensure in Pennsylvania and most other states;
2. The Business Analytics Track is intended to enhance data analytical skills enabling managers to synthesize data to make strategic decisions;
3. The Finance Track provides advanced corporate finance and investment knowledge enabling managers to apply various financial tools in decision making;
4. The Information Systems Track is designed to provide competencies enabling managers to develop and implement information technology;
5. The Strategic Leadership and Innovation Track is intended to further sharpen leadership and management skills;
6. The Supply Chain Management Track provides competencies needed to develop improvement and innovation in organizational supply chains; and
7. The General Business Track is provided for students who wish to develop a broad generalist program, or who have a particular personal or professional goals not met by one of the other tracks.

The list of courses required for each track and additional approved elective courses is maintained by the graduate program office.

Transfer Credits

Penn State allows a maximum of 10 transfer credits of high-quality work to 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-300/transfer-credit/>).

Course Substitutions

Some students enter the program with advanced course work in one or more subject areas (e.g., a degree in accounting plus a C.P.A.) making some prescribed course work redundant. Except for BUS 588 which must be taken at Penn State Harrisburg, students may petition or be advised by the program to replace up to 6 credits in Prescribed Courses with an equivalent number of credits of more advanced graduate courses in the same subject area. Courses must have been completed within five years prior to the date of first degree registration at the Graduate

School of Penn State, must be of at least B quality (grades of B- are not transferable), and must appear on an official transcript of a regionally accredited U.S. institution or recognized degree-granting international institution.

Integrated Undergrad-Grad Programs

Integrated B.S. in Accounting And M.B.A. in Business Administration

This Integrated Undergraduate/Graduate (IUG) degree program combines the B.S. in Accounting with the M.B.A. in Business Administration offered at the following campuses:

Undergraduate Degree

- Abington
- Altoona
- Berks
- Harrisburg
- World Campus

Graduate Degree

- Harrisburg

The graduate portion of this IUG is currently offered as face-to-face residential instruction. While the undergraduate curriculum for this IUG may be completed at multiple campuses, the ease and feasibility of completing the integrated program may be heavily dependent upon the location of the graduate instruction. Please discuss the feasibility of completing the IUG with a representative for the graduate program before beginning the application process.

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/>).

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Accounting candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Accounting and the Master of Business Administration. The ability to coordinate as well as concurrently pursue the two degree programs enables the students to earn both degrees in five years. Specifically, as many as twelve of the credits required for the master's degree may be applied to both undergraduate and graduate degree programs.

If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Accounting degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

Students apply to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>), and must meet the admission requirements of the Graduate School, as well as the admission requirements for the M.B.A., listed on the Admission Requirements tab. Students should mention in the notes section that the application is for the IUG program in Business Administration. Students must submit:

- a resume,
- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,
- two letters of recommendation, with at least one from the School of Business Administration faculty,
- and a plan of study that integrates both undergraduate and graduate requirements.

The plan should cover the entire time period of the integrated program, and it should be reviewed periodically with an adviser as the student advances through the program. A graduate faculty adviser in collaboration with the Director of M.B.A. Program will help undergraduate candidates determine a sequence of courses that will prepare them for acceptance into the Integrated Undergraduate-Graduate (IUG) degree program.

The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program; however, if students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits. Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least 15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

Code	Title	Credits
ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 102	Introductory Microeconomic Analysis and Policy	3
ENGL 15	Rhetoric and Composition	3
or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
STAT 200	Elementary Statistics	4
or SCM 200	Introduction to Statistics for Business	

Student applications will be evaluated based on their overall portfolio, in addition to the above requirements. In all cases, admission to the

program will be at the discretion of the Graduate Admissions Committee in Business Administration.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the B.S. in Accounting are listed in the Undergraduate Bulletin (<http://bulletins.psu.edu/undergraduate/>). Degree requirements for the M.B.A. degree are listed on the Degree Requirements tab. Up to 12 credits may be double-counted towards the degree requirements for both the graduate and undergraduate degrees. All courses counted for both degrees must be at the 500- or 800-level. Independent study courses and credits associated with the culminating experience for the graduate degree cannot be double-counted.

Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Course Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
ACCT 504	Auditing Theory and Practice	3
ACCT 510	Business Tax Planning Theory and Practice	3
ACCT 532	Accounting Information and Decision Systems	3
ACCT 545	Strategic Cost Management	3
ACCT 561	Financial Statement Analysis II	3
ACCT 572	Financial Reporting I	3
ACCT 573	Financial Reporting II	3
FINAN 521	Corporate Finance	3

Integrated B.S. in Finance and M.B.A. IN BUSINESS ADMINISTRATION

This Integrated Undergraduate/Graduate (IUG) degree program combines the B.S. in Finance with the M.B.A. in Business Administration offered at the following campuses:

Undergraduate Degree

- Abington
- Harrisburg

Graduate Degree

- Harrisburg

The graduate portion of this IUG is currently offered as face-to-face residential instruction. While the undergraduate curriculum for this IUG may be completed at multiple campuses, the ease and feasibility of completing the integrated program may be heavily dependent upon the location of the graduate instruction. Please discuss the feasibility of completing the IUG with a representative for the graduate program before beginning the application process.

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/>

[gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/](#)).

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Finance candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Finance and the Master of Business Administration. The ability to coordinate as well as concurrently pursue the two degree programs enables the students to earn both degrees in five years. Specifically, as many as twelve of the credits required for the master's degree may be applied to both undergraduate and graduate degree programs.

If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Finance degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

Students apply to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>), and must meet the admission requirements of the Graduate School, as well as the admission requirements for the M.B.A., listed on the Admission Requirements tab. Students should mention in the notes section that the application is for the IUG program in Business Administration. Students must submit:

- a resume,
- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,
- two letters of recommendation, with at least one from the School of Business Administration faculty,
- and a plan of study that integrates both undergraduate and graduate requirements.

The plan should cover the entire time period of the integrated program, and it should be reviewed periodically with an adviser as the student advances through the program. A graduate faculty adviser in collaboration with the Director of M.B.A. Program will help undergraduate candidates determine a sequence of courses that will prepare them for acceptance into the Integrated Undergraduate-Graduate (IUG) degree program.

The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program; however, if students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits.

Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least 15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

Code	Title	Credits
ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 102	Introductory Microeconomic Analysis and Policy	3
ENGL 15	Rhetoric and Composition	3
or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
STAT 200	Elementary Statistics	4
or SCM 200	Introduction to Statistics for Business	

Student applications will be evaluated based on their overall portfolio, in addition to the above requirements. In all cases, admission to the program will be at the discretion of the Graduate Admissions Committee in Business Administration.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the B.S. in Finance are listed in the Undergraduate Bulletin (<http://bulletins.psu.edu/undergraduate/>). Degree requirements for the M.B.A. degree are listed on the Degree Requirements tab. Up to 12 credits may be double-counted towards the degree requirements for both the graduate and undergraduate degrees. All courses counted for both degrees must be at the 500- or 800-level. Independent study courses and credits associated with the culminating experience for the graduate degree cannot be double-counted.

Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
ACCT 540	Accounting for Managerial Decisions	3
FINAN 518	Financial Markets and the Economy	3
FINAN 522	Investment and Portfolio Management	3
FINAN 523	Risk Management of Modern Financial Institutions	3
FINAN 526	International Finance	3
FINAN 527	Derivative Securities	3
FINAN 530	Corporate Finance II	3
FINAN 531	Managing Financial Operations	3

INFSY 540	Information Technology and Knowledge Management	3
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Integrated B.S. in Information Systems and M.B.A. IN BUSINESS ADMINISTRATION

This Integrated Undergraduate/Graduate (IUG) degree program combines the B.S. in Information Systems with the M.B.A. in Business Administration offered at the following campuses:

Undergraduate Degree

- Harrisburg

Graduate Degree

- Harrisburg

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/>).

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Information Systems candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Information Systems and the Master of Business Administration. The ability to coordinate as well as concurrently pursue the two degree programs enables the students to earn both degrees in five years. Specifically, as many as twelve of the credits required for the master's degree may be applied to both undergraduate and graduate degree programs.

If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Information Systems degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

Students apply to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>), and must meet the admission requirements of the Graduate School, as well as the admission requirements for the M.B.A., listed on the Admission Requirements tab. Students should mention in the notes section that the application is for the IUG program in Business Administration. Students must submit:

- a resume,
- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,

- two letters of recommendation, with at least one from the School of Business Administration faculty,
- and a plan of study that integrates both undergraduate and graduate requirements.

The plan should cover the entire time period of the integrated program, and it should be reviewed periodically with an adviser as the student advances through the program. A graduate faculty adviser in collaboration with the Director of M.B.A. Program will help undergraduate candidates determine a sequence of courses that will prepare them for acceptance into the Integrated Undergraduate-Graduate (IUG) degree program.

The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program; however, if students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits. Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least 15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

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ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 102	Introductory Microeconomic Analysis and Policy	3
ENGL 15	Rhetoric and Composition	3
or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
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MGMT 301	Basic Management Concepts	3
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Degree Requirements

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Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely

towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
FINAN 521	Corporate Finance	3
INFSY 540	Information Technology and Knowledge Management	3
INFSY 547	WEB Enabled Technologies	3
INFSY 555	Data Management Systems	3
INFSY 565	Intelligent Systems in Business	3
INFSY 566	Data Mining and Knowledge Discovery	3
INFSY 570	Software Engineering in the Analysis and Design of Information Systems	3
INFSY 860	Data Communications Systems and Networks	3

Integrated B.S. in Management and M.B.A. IN BUSINESS ADMINISTRATION

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Undergraduate Degree

- Harrisburg

Graduate Degree

- Harrisburg

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/>).

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If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Management degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

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Admissions Policies (<https://gradschool.psu.edu/graduate-education-policies/>).

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- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,
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The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program, unless students have not completed 24 or more credits at Penn State, in which case they must take the GMAT and earn a score of at least 450. If students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits. Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least 15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

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or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3

STAT 200	Elementary Statistics	4
or SCM 200	Introduction to Statistics for Business	

Student applications will be evaluated based on their overall portfolio, in addition to the above requirements. In all cases, admission to the program will be at the discretion of the Graduate Admissions Committee in Business Administration.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the B.S. in Management are listed in the Undergraduate Bulletin (<http://bulletins.psu.edu/undergraduate/>). Degree requirements for the M.B.A. degree are listed on the Degree Requirements tab. Up to 12 credits may be double-counted towards the degree requirements for both the graduate and undergraduate degrees. All courses counted for both degrees must be at the 500- or 800-level. Independent study courses and credits associated with the culminating experience for the graduate degree cannot be double-counted.

Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
INFSY 540	Information Technology and Knowledge Management	3
MNGMT 505	Managing Human Resources	3
MNGMT 514	Organizational Innovation and New Venture Development	3
MNGMT 515	Labor Management Relations	3
MNGMT 520	Organizational Transformation	3
MNGMT 570	Leadership Development	3
MRKT 514	Strategic Mkt	3

Integrated B.S. in Marketing and M.B.A. IN BUSINESS ADMINISTRATION

This Integrated Undergraduate/Graduate (IUG) degree program combines the B.S. in Marketing with the M.B.A. in Business Administration offered at the following campuses:

Undergraduate Degree

- Harrisburg
- World Campus

Graduate Degree

- Harrisburg

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/>).

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Marketing candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Marketing and the Master of Business Administration. The ability to coordinate as well as concurrently pursue the two degree programs enables the students to earn both degrees in five years. Specifically, as many as twelve of the credits required for the master's degree may be applied to both undergraduate and graduate degree programs.

If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Marketing degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

Students apply to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>), and must meet the admission requirements of the Graduate School, as well as the admission requirements for the M.B.A., listed on the Admission Requirement tab. Students should mention in the notes section that the application is for the IUG program in Business Administration. Students must submit:

- a resume,
- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,
- two letters of recommendation, with at least one from the School of Business Administration faculty,
- and a plan of study that integrates both undergraduate and graduate requirements.

The plan should cover the entire time period of the integrated program, and it should be reviewed periodically with an adviser as the student advances through the program. A graduate faculty adviser in collaboration with the Director of M.B.A. Program will help undergraduate candidates determine a sequence of courses that will prepare them for acceptance into the Integrated Undergraduate-Graduate (IUG) degree program.

The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program; however, if students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits. Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least

15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

Code	Title	Credits
ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 102	Introductory Microeconomic Analysis and Policy	3
ENGL 15	Rhetoric and Composition	3
or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
STAT 200	Elementary Statistics	4
or SCM 200	Introduction to Statistics for Business	

Student applications will be evaluated based on their overall portfolio, in addition to the above requirements. In all cases, admission to the program will be at the discretion of the Graduate Admissions Committee in Business Administration.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the B.S. in Marketing are listed in the Undergraduate Bulletin (<http://bulletins.psu.edu/undergraduate/>). Degree requirements for the M.B.A. degree are listed on the Degree Requirements tab. Up to 12 credits may be double-counted towards the degree requirements for both the graduate and undergraduate degrees. All courses counted for both degrees must be at the 500- or 800-level. Independent study courses and credits associated with the culminating experience for the graduate degree cannot be double-counted.

Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
BUS 515	Business Ethics and Corporate Governance	3
INFSY 540	Information Technology and Knowledge Management	3
MRKT 514	Strategic Mkt	3
MRKT 571	Consumer Behavior	3
MRKT 572	Marketing Research	3
MRKT 585	Business-to-Business Marketing	3
MRKT 587	Global Marketing	3

Integrated B.S. in Project and Supply Chain Management and M.B.A. IN BUSINESS ADMINISTRATION

This Integrated Undergraduate/Graduate (IUG) degree program combines the B.S. in Project and Supply Chain Management with the M.B.A. in Business Administration offered at the following campuses:

Undergraduate Degree

- Abington
- Beaver
- Brandywine
- Erie
- Fayette
- Greater Allegheny
- Harrisburg
- Hazleton
- Leigh Valley
- Mont Alto
- New Kensington
- Scranton
- World Campus
- York

Graduate Degree

- Harrisburg

The graduate portion of this IUG is currently offered as face-to-face residential instruction. While the undergraduate curriculum for this IUG may be completed at multiple campuses, the ease and feasibility of completing the integrated program may be heavily dependent upon the location of the graduate instruction. Please discuss the feasibility of completing the IUG with a representative for the graduate program before beginning the application process.

Requirements listed here are in addition to requirements listed in GCAC-210 Integrated Undergraduate-Graduate (IUG) Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-210-integrated-undergraduate-graduate-degree-programs/>).

The School of Business Administration offers a limited number of academically superior Bachelor of Science in Project and Supply Chain Management candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in Project and Supply Chain Management and the Master of Business Administration. The ability to coordinate as well as concurrently pursue the two degree programs enables the students to earn both degrees in five years. Specifically, as many as twelve of the credits required for the master's degree may be applied to both undergraduate and graduate degree programs.

If for any reason students admitted to the IUG program are unable to complete the requirements for the Master of Business Administration degree, the students will be permitted to receive the Bachelor of Science in Project and Supply Chain Management degree assuming all the undergraduate degree requirements have been satisfactorily completed.

Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/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/>).

Students apply to the program via the Graduate School application for admission (<http://gradschool.psu.edu/prospective-students/how-to-apply/>), and must meet the admission requirements of the Graduate School, as well as the admission requirements for the M.B.A., listed on the Admission Requirements tab. Students should mention in the notes section that the application is for the IUG program in Business Administration. Students must submit:

- a resume,
- a personal statement including career goals and how the M.B.A. will enhance their career goals,
- official transcripts of all post-secondary courses (<http://gradschool.psu.edu/prospective-students/how-to-apply/new-applicants/requirements-for-graduate-admission/>) taken outside Penn State,
- two letters of recommendation, with at least one from the School of Business Administration faculty,
- and a plan of study that integrates both undergraduate and graduate requirements.

The plan should cover the entire time period of the integrated program, and it should be reviewed periodically with an adviser as the student advances through the program. A graduate faculty adviser in collaboration with the Director of M.B.A. Program will help undergraduate candidates determine a sequence of courses that will prepare them for acceptance into the Integrated Undergraduate-Graduate (IUG) degree program.

The Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) is not required for admission into the program; however, if students are interested in a graduate assistantship, GMAT or GRE scores must be submitted by the end of the eighth semester.

The number of openings in the IUG program is limited. Before applying to the Graduate School, students must have completed entrance to their undergraduate major and have completed no less than 60 credits. Students must be admitted no later than the end of the second week of the semester preceding the semester of expected conferral of the undergraduate degree. Transfer students must have completed at least 15 credits at Penn State to enroll in an IUG. In addition, the applicants must earn a minimum of cumulative grade point average of 3.5 and complete the following Entry to Major courses or equivalent:

Code	Title	Credits
ACCTG 211	Financial and Managerial Accounting for Decision Making	4
ECON 102	Introductory Microeconomic Analysis and Policy	3
ENGL 15	Rhetoric and Composition	3
or ENGL 30H	Honors Rhetoric and Composition	
FIN 301	Corporation Finance	3
MATH 110	Techniques of Calculus I	4
or MATH 140	Calculus With Analytic Geometry I	
MGMT 301	Basic Management Concepts	3

MKTG 301	Principles of Marketing	3
STAT 200	Elementary Statistics	4
or SCM 200	Introduction to Statistics for Business	

Student applications will be evaluated based on their overall portfolio, in addition to the above requirements. In all cases, admission to the program will be at the discretion of the Graduate Admissions Committee in Business Administration.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the B.S. in Project and Supply Chain Management are listed in the Undergraduate Bulletin (<http://bulletins.psu.edu/undergraduate/>). Degree requirements for the M.B.A. degree are listed on the Degree Requirements tab. Up to 12 credits may be double-counted towards the degree requirements for both the graduate and undergraduate degrees. All courses counted for both degrees must be at the 500- or 800-level. Independent study courses and credits associated with the culminating experience for the graduate degree cannot be double-counted.

Students must sequence their courses so all undergraduate degree requirements are fulfilled before taking courses to count solely towards the graduate degree. Students are expected to complete the undergraduate degree requirements within the typical time to degree for the undergraduate major. In the semester in which the undergraduate degree requirements will be completed, IUG students must apply to graduate, and the undergraduate degree should be conferred at the next appropriate Commencement.

Code	Title	Credits
Courses Eligible to Double Count for Both Degrees		
ACCT 540	Accounting for Managerial Decisions	3
FINAN 530	Corporate Finance II	3
INFSY 540	Information Technology and Knowledge Management	3
SCIS 525	Supply Chain Optimization	3
SCIS 540	Transportation and Distribution Management	3
SCIS 546	Procurement and Supply Management	3
SCIS 565	Supply Chain Strategy	3
SCIS 570	Supply Chain Engineering	3

Joint Degrees

Joint J.D./M.B.A. with Dickinson Law

Requirements listed here are in addition to requirements listed in GCAC-211 Joint Degree Programs (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-211-joint-degree-programs/>).

Penn State Dickinson Law and the School of Business Administration at Penn State Harrisburg offer a cooperative program leading to the degrees of Juris Doctor (J.D.), to be granted by Penn State Dickinson Law, and the Master of Business Administration (M.B.A.), to be granted by Penn State Harrisburg. This joint degree opportunity facilitates the completion of both a law degree and a professional degree in business. The program is designed primarily for location-bound students who enter law school with an undergraduate degree in business or a related field.

Additional Information

For contact information and the latest updates on the joint programs, visit the websites at:

- Penn State Dickinson Law (<https://dickinsonlaw.psu.edu/joint-degree-programs/>)
- Penn State Harrisburg (<https://harrisburg.psu.edu/business-administration/juris-doctor-mba/>)

Admission Requirements

This joint degree program requires that the student first apply and be admitted to Penn State Dickinson Law. Subsequently, the student is recommended for and applies for admission to the Fox Graduate School for the Penn State Harrisburg M.B.A. program.

The following are required for applicants:

J.D. Program: Admissions requirements for the J.D. program are available in the Penn State Dickinson Law Bulletin (<https://bulletins.psu.edu/dickinsonlaw/academic-programs/jd-program/#admissionrequirements>).

M.B.A. Program: completed online Graduate School application; Graduate Management Aptitude Test (GMAT); letter of recommendation from the Associate Dean of Dickinson Law; evidence of proficiency in analytic skills through college-level calculus and statistics demonstrated either by completion of courses or successful completion of a mathematics proficiency examination approved by the program; evidence of proficiency in microcomputer applications skills; proficiency in writing evidenced by a score of "4" or higher on the analytical writing assessment portion of the GMAT.

Degree Requirements

Students must fulfill all requirements for each degree in order to be awarded that degree, subject to the double-counting of credits as outlined below. Degree requirements for the J.D. program are listed in the Penn State Dickinson Law Bulletin (<https://bulletins.psu.edu/dickinsonlaw/academic-programs/jd-program/#programrequirements>). Degree requirements for the M.B.A. degree are listed in the Degree Requirements section.

For students meeting the entry and pre-program requirements of the M.B.A. program, 30 additional credits are required. Nine credits of course work at Penn State Dickinson Law may be double-counted toward the M.B.A. degree, subject to program approval. Students must obtain a grade satisfactory to the M.B.A. program in order for the credits to be double-counted. Credits double-counted toward the J.D. degree are subject to the approval of Penn State Dickinson Law.

Students can graduate with one degree before the other as long as they have completed all of the requirements for the degree. If students accepted into the joint degree program are unable to complete the J.D. degree, they are still eligible to receive the M.B.A. degree if all the M.B.A. degree requirements have been satisfied.

Advising of Students

All students in the joint degree program have two advisers, one from the School of Business Administration and one from the faculty at Penn State Dickinson Law.

Because the joint degree program is designed to be taken in synchrony with the objective of earning both degrees simultaneously, students who

do not demonstrate progress toward completing of both degrees may be denied continuation in the joint degree program. Such a decision will rest jointly with the faculties of the M.B.A. and J.D. programs.

Tuition

Penn State Dickinson Law and Penn State Harrisburg will each charge their own tuition to students in the joint degree 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 policy GCAC-218 Minors (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-218-minors/>).

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/funding/>) section of the J. Jeffrey and Ann Marie Fox 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 Fox Graduate School.

Full-time graduate students who are interested in an assistantship should contact the program director. Students must be nominated for an assistantship by their program director. Students interested in pursuing full-time graduate study and who would like to be considered for a graduate assistantship or fellowship, must submit their application materials by January 15.

A limited number of scholarships, fellowships, and research grants are available, as well as several graduate assistantships. For more information on these, contact the School of Business Administration.

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. To find other options available to you, contact the Office of Student Aid (<https://harrisburg.psu.edu/financial-aid/>), 717-948-6307.

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 (BUS) Course List (<https://bulletins.psu.edu/university-course-descriptions/graduate/bus/>)

Learning Outcomes

1. **THINK:** Analyze complex business problems from multiple perspectives.
2. **APPLY/CREATE:** Interpret and utilize available information and contextual variables, including business goals and stakeholders, to design alternative strategies and solutions to business problems.
3. **KNOW:** Diagnose business issues through integration of theory and concepts from all business functional areas.

4. **COMMUNICATE:** Convey business-related facts, ideas, issues, concepts, and theories to individuals, teams, and stakeholders through a variety of oral and written formats
5. **PROFESSIONAL PRACTICE:** Identify ethical conundrums and legal considerations when developing strategies and solutions for business concerns.
6. **APPLY/CREATE:** Examine the impact of globalization and global finance and develop appropriate business strategies for this environment.

Contact

Campus	Harrisburg
Graduate Program Head	John Haddad
Director of Graduate Studies (DGS) or Professor-in-Charge (PIC)	Mohammad A Ali
Program Contact	HEATHER DAUB Graduate Admissions 777 West Harrisburg Pike Middletown PA 17057 had11@psu.edu (717) 948-6140
Program Website	View (https://harrisburg.psu.edu/business-administration/mba-and-business-administration/master-business-administration/)