

# BUSINESS ADMINISTRATION (CAPITAL)

<b>Graduate Program Head</b>	John Haddad
<b>Program Code</b>	BADMN
<b>Campus(es)</b>	Harrisburg (M.B.A.)
<b>Degrees Conferred</b>	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
<b>The Graduate Faculty</b>	View ( <a href="https://secure.gradsch.psu.edu/gpms/?searchType=fac&amp;prog=BADMN">https://secure.gradsch.psu.edu/gpms/?searchType=fac&amp;prog=BADMN</a> )

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 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/>).

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 at least 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 in business, engineering, science, or related fields from accredited U.S. schools.

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

Please visit the GMAT website (<http://www.mba.com/us/>) or the GRE website (<http://www.ets.org/gre/>) 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 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

To be considered for a graduate assistantship, applicants must submit a complete application by March 1. 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.

## 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

Credits obtained to fulfill program preparation and foundation courses cannot be applied towards the requirements for the degree.

#### 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 204 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 MNGMT 511 and other courses in the M.B.A. program.

#### Foundation Courses

The M.B.A. program is grounded in the academic disciplines of accounting, finance, economics, marketing, management, and information sciences, among others, in order to provide students with the conceptual foundation required for competent pursuit of more advanced studies in business administration as well as the ethical and legal management of profit and non-profit organizations. This background

can be provided by course work taken at the graduate level or as part of a baccalaureate degree from a regionally accredited U.S. institution or a tertiary (post-secondary) degree that is deemed comparable to a four-year bachelor's degree from a regionally accredited U.S. institution. This degree must be from an officially recognized degree-granting institution in the country in which it operates. All courses must have been completed with a grade of B or higher, within seven years prior to admission to the M.B.A. program. Course work not meeting the tests of relevancy, quality, or currency must be taken at the graduate level prior to starting the relevant prescribed courses and electives. Time limits may be waived by the M.B.A. program on the basis of post-graduation training or current and relevant work experience. Courses available at Penn State Harrisburg that provide the necessary foundation for graduate business study include:

Code	Title	Credits
ACCT 501	Financial Statement Analysis	3
BUS 505	Data Analysis for Business Decisions	3
BUSEC 502	Economics for Managers	3
MNGMT 511	Organizational Behavior	3
MNGMT 522	Operations and Supply Chain Management	3
	or MNGMT 523 Service Operations Management	
MRKT 513	Marketing Management	3

### M.B.A. Degree Requirements

The M.B.A. degree requires 30 credits of course work at the graduate level (500- or 800-level). These credits are distributed over two clusters of courses: Required Courses and Electives/Tracks.

Code	Title	Credits
<b>Required Courses</b>		
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
<b>Electives</b>		
Select 9 credits <sup>1</sup>		9
<b>Culminating Experience</b>		
BUS 588	Strategic Management	3
<b>Total Credits</b>		<b>30</b>

The prescribed courses develop key competencies in functional areas of business and BUS 588, the required capstone course, integrates knowledge from all functional areas. The capstone project, completed while the student is enrolled in BUS 588, is a feasibility study incorporating firm-level business strategies leading to sustainable competitive advantage.

<sup>1</sup> 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;

- the Business Analytics Track is intended to enhance data analytical skills enabling managers to synthesize data to make strategic decisions;
- the Finance Track provides advanced corporate finance and investment knowledge enabling managers to apply various financial tools in decision making;
- the Information Systems Track is designed to provide competencies enabling managers to develop and implement information technology;
- the Strategic Leadership and Innovation Track is intended to further sharpen leadership and management skills;
- the Supply Chain Management Track provides competencies needed to develop improvement and innovation in organizational supply chains; and
- 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

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 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/>).

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.

Code	Title	Credits
<b>Courses Eligible to Double Count for Both Degrees</b>		
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

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 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/>).

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
<b>Courses Eligible to Double Count for Both Degrees</b>		
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

### Integrated B.S. in Information Systems and M.B.A. IN BUSINESS ADMINISTRATION

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/](https://gradschool.psu.edu/graduate-education-policies/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 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/>).

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 or ENGL 30H	Rhetoric and Composition Honors Rhetoric and Composition	3
FIN 301	Corporation Finance	3
MATH 110 or MATH 140	Techniques of Calculus I Calculus With Analytic Geometry I	4
MGMT 301	Basic Management Concepts	3
MKTG 301	Principles of Marketing	3
STAT 200 or SCM 200	Elementary Statistics Introduction to Statistics for Business	4

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

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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
<b>Courses Eligible to Double Count for Both Degrees</b>		
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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The School of Business Administration offers a limited number of academically superior Bachelor of Science in Management candidates the opportunity to enroll in an integrated, continuous program of study leading to both the Bachelor of Science in 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 Management degree assuming all the undergraduate degree requirements have been satisfactorily completed.

### Admission Requirements

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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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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
<b>Courses Eligible to Double Count for Both Degrees</b>		
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 Mrkt	3

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

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 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/>).

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
<b>Courses Eligible to Double Count for Both Degrees</b>		
BUS 515	Business Ethics and Corporate Governance	3
INFSY 540	Information Technology and Knowledge Management	3
MRKT 514	Strategic Mktg	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

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 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/>).

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
<b>Courses Eligible to Double Count for Both Degrees</b>		
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/>).

Dickinson Law and the School of Business Administration at Penn State Harrisburg offer cooperative programs leading to the degrees of Juris Doctor (J.D.) granted by Dickinson Law and the Master of Business Administration (M.B.A.) granted by Penn State Harrisburg, The Capital College. This joint degree opportunity facilitates the completion of both a law degree and a professional master's degree in business administration.

### Admission Requirements

Applicants to the joint degree program must apply and be admitted first to Dickinson Law. Subsequently, the student is recommended for and applies for admission to the Graduate School for the Master of Business Administration graduate program. Admissions requirements and applications for admission for Dickinson Law are listed in the J.D. Admissions (<https://dickinsonlaw.psu.edu/admissions-aid/>) section of the Dickinson Law website.

### 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 on the Dickinson Law website (<https://dickinsonlaw.psu.edu/academics/curriculum/jd-program/>). Degree requirements for the M.B.A. degree are listed in the Degree Requirements section. Nine credits of course work at 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 for credit toward the J.D. degree at the Dickinson Law subject to the approval of Dickinson Law.

### Advising of Students

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

Dickinson Law. Because the joint degree program is designed to be taken in synchrony with the objective that both degrees will be earned simultaneously, students who do not demonstrate progress toward completion 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. program and the J.D. program. 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.

### Tuition

Penn State Dickinson Law and Penn State Harrisburg will each charge their own tuition to students in the joint degree program.

### Additional Information

For more information and the latest updates on the joint degree program, contact Dickinson Law (<https://dickinsonlaw.psu.edu/>) or the M.B.A. program at Penn State Harrisburg (<https://harrisburg.psu.edu/business-administration/mba-and-business-administration/master-business-administration/>).

## 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.

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 applying for an assistantship should submit scores from the Graduate Management Admissions test, or similar examinations by the deadline.

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/>)

## Contact

<b>Campus</b>	Harrisburg
<b>Graduate Program Head</b>	John Haddad
<b>Director of Graduate Studies (DGS) or Professor-in-Charge (PIC)</b>	Mohammad A Ali
<b>Program Contact</b>	Amy J Atkins Graduate Admissions 777 West Harrisburg Pike Middletown PA 17057 akj11@psu.edu (717) 948-6142
<b>Program Website</b>	View ( <a href="https://harrisburg.psu.edu/business-administration/mba-and-business-administration/master-business-administration/">https://harrisburg.psu.edu/business-administration/mba-and-business-administration/master-business-administration/</a> )