

**The business
world is changing.**
Are you?



Shine Brighter

Graduate Study at **Western New England University**



AACSB International Accreditation

Earned Excellence

Western New England University is the only private institution in western Massachusetts accredited by the Association to Advance Collegiate Schools of Business—AACSB International—and among fewer than 5% of business programs in the world to hold this accreditation.

AACSB International accreditation represents the highest standard of achievement for business schools worldwide. Member institutions confirm their commitment to quality and continuous improvement through a rigorous and comprehensive multiyear review. Major corporations around the world recognize that graduates of AACSB International accredited programs represent the best of the best.

Business as Usual Is a Thing of the Past

View Business from a New Perspective

The College of Business Graduate Studies leadership team has the vision, credentials, and commitment to transform today's emerging leaders into tomorrow's leading executives and entrepreneurs.



Dr. Julie Siciliano
Dean
College of Business

“Leadership requires a clear understanding of the challenges associated with change. Students in our graduate programs learn about and practice strategies for fostering and leading the change process.”

**Master of Business
Administration (MBA)**

**Master of Science in
Accounting (MSA)**

**Master of Science in
Organizational Leadership
(MSOL)**

**Juris Doctorate/Master of
Business Administration
(JD/MBA)**

**Juris Doctorate/Master of
Science in Accounting
(JD/MSA)**

**Juris Doctorate/Master of
Science in Organizational
Leadership (JD/MSOL)**

**Master of Science in
Engineering Management/
Master of Business
Administration (MSEM/MBA)**

**Doctor of Pharmacy/ Master of
Business Administration
(PharmD/MBA)**

**Doctor of Pharmacy/Master of
Organizational Leadership
(PharmD/MSOL)**

Leadership Certificate

Graduate Study at Western New England University

In a rapidly changing global environment, an advanced degree in business is no longer an option—it's essential to propelling your career to the next level and helping you stand out.

Graduate study at the Western New England University College of Business will provide you with the academic credentials that can lead to unlimited career opportunities.

Relevant, Challenging Curriculum

The topics you will explore in our graduate programs mirror the challenges and realities of conducting business in today's global economy. From case studies and simulations to team projects, theory and practical application work hand-in-hand to prepare you to lead in times of unprecedented change and challenge.

Small Classes. Big Dividends.

Classes are capped at 25 students. This helps your professor get to know you by name and respond personally to your posts and class discussions. Through our online learning management system, you will interact and network with classmates whose diverse professional backgrounds bring an added dimension to the classroom.

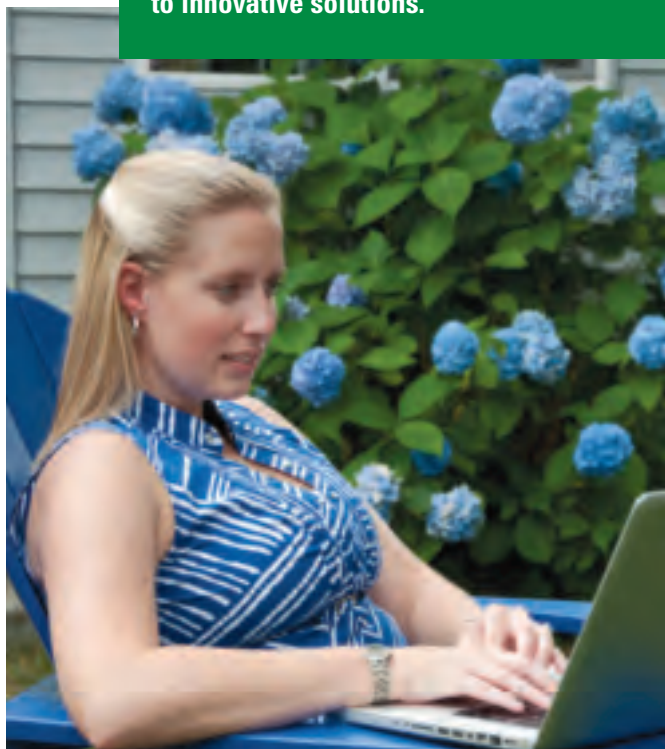
Learn from Business Experts

Skilled accounting professionals, savvy financial consultants, and experts in leadership development, our nationally recognized faculty brings the business world to the graduate classroom. Holding the highest degrees in their disciplines, they are actively engaged in advancing the field of business through research, consulting, and scholarship. **Ninety percent of College of Business faculty hold terminal degrees (Ph.D. or J.D.).**

Alumni Network

Western New England University has more than 43,700 alumni worldwide, including more than 6,300 graduates of our MBA and MSA programs. Within our programs, we foster a sense of community that builds networks and friendships that extend far beyond graduation. In this collaborative environment, you'll interact with outstanding professionals from the region's major employers and gain insight into business areas outside your personal experience. As a graduate, you'll be in the company of alumni who head many of the region's banking and financial institutions, work as CPAs at the Big Four accounting firms, hold executive positions in Springfield/Hartford insurance giants, and oversee the operations of nonprofit or government agencies. Beyond New England, you will find our graduates in leadership positions in virtually every major industry.

Case studies and simulations provide opportunities to study and practice problem-solving techniques that lead to innovative solutions.



The Career Development Center—Working for You

Career Counseling

- Individual and group career planning
- Assistance with career objectives, résumés, cover letters, job search strategies, and interviewing

Career Paths—Career Development Center Newsletter

- wne.edu/careercenter/newsletter

Career Development Center Online

- Register with the Career Center Online and create a profile.
- Post résumés and cover letters.
- Search database for internships and jobs.

Our graduates work for such organizations as:

Baystate Health Systems, Inc.
Boeing Company
CIGNA Corporation
Clorox Company
Coca-Cola
CVS/Caremark Corp.
Dennison Manufacturing
ESPN, Inc.
General Dynamics
Hasbro, Inc.
Hewlett-Packard Corporation
IBM Corporation
Internal Revenue Service
Johnson & Johnson
KPMG LLP
Kraft Foods Inc.
LEGO Systems Inc.
Microsoft Corporation
Peoples Bank
PricewaterhouseCoopers LLP
Sikorsky Aircraft
Spalding Sports Worldwide
Standard & Poor's, The McGraw-Hill Companies
Stanley Black & Decker Inc.
The Travelers Companies
TJX Companies, Inc.
U.S. Air Force
United Technologies Corp.
Yankee Candle Co. Inc.



Robert M. Alessio MBA '92

President and CEO

Connecticut Natural Gas Corporation and
The Southern Connecticut Gas Company

Senior Vice President UIL Holdings Corporation;
and CEO of The Berkshire Gas Company

Certified as a registered Professional Engineer, Robert M. Alessio is among a growing number of CEOs who began their careers in technical fields.

"My Western New England MBA provided me with the general business acumen that I was lacking as a practicing engineer and yet so desperately needed in order to take on leadership roles in the business. It introduced me to other business functions and to a broader and more holistic view of business. Without the business skills afforded by my MBA, I would not have acquired the requisite expertise to achieve higher leadership positions.

"Today, an MBA is highly desirable for manager positions and above. In fact, it is almost mandatory. Any candidate with an MBA is definitely viewed favorably. An MBA portrays a candidate as having a broad business appreciation, willing to sacrifice to achieve higher goals, and being able to effectively participate in a team environment."

Graduate Business Programs

Full- or Part-time—You've Got Options

As a graduate candidate you have a variety of options to earn your degree. You can truly learn at the speed of life with the choice and flexibility afforded by our programs. Whether you study full- or part-time, online, or in the classroom, we offer a format that will help you achieve your goals.

Online with Optional In-class Sessions

Our course delivery model provides what we believe to be the ultimate in flexibility by blending online study and optional classroom instruction, allowing you to balance the demands of life with your studies. This model is ideal for working professionals.

Whether you want to complete your studies 100% online or incorporate the evening class sessions, the choice is yours. You have the option of pursuing your studies either full- or part-time.

Each course consists of 11 classes. All 11 classes are offered online while six are offered both on campus and online.* You choose whether you will attend the classes that take place on campus. Your professor will determine the on-campus class schedule in advance so that you will be able to plan accordingly. Whether you attend one of the on-campus classes, all six, or complete your course entirely online—you decide.

** International candidates seeking a student visa will be required to attend all in-class sessions.*

Live and Online

Faculty in the graduate business programs integrate multimedia technology into the graduate business curriculum. In the live classroom experience, wired teaching stations enable professors to incorporate multimedia technology seamlessly into lectures. Team-based projects encourage students to become skilled in electronic presentations.

Our course delivery format provides unique opportunities to learn at your own pace and use today's technology to enhance your learning experience. The blend of online and in-class learning reflects the realities of the global business environment.

Our Virtual Classroom—Posting, Podcasting, and More!

Through our learning management system, you will access and post assignments, view grades, and participate in discussions with classmates and your professors. Faculty also posts audio recordings of lectures via Podcasts.

Get There Faster—Four 11-week Terms Per Year

Graduate programs at the College of Business do not follow the traditional academic schedule to which you may be accustomed. We've accelerated the graduate schedule to help you complete your degree faster. With four 11-week terms, you can earn your MBA in 12 months or your MSA in 9 months. Candidates pursuing their studies part-time can comfortably earn a degree in fewer than two years.

Start anytime!

Fall - September Spring - April
Winter - January Summer - July



Dr. Janelle Goodnight

Assistant Dean for Graduate Studies
College of Business

“A key point of distinction among graduate programs in the region is our accreditation by AACSB International, the leading accrediting body of business programs worldwide. Such accreditation is viewed by major corporations as a benchmark of quality, one that graduates are encouraged to include front and center on their résumés.

“AACSB International member institutions confirm their commitment to quality and continuous improvement through a rigorous and comprehensive multiyear review. Our program curriculum is reviewed and faculty members must satisfy requirements for scholarship and research in their disciplines.

“Our accreditation serves as a clear message stating our pledge to providing our students with a relevant, current, and meaningful education that is immediately applicable to their work environments while earning and after receiving their degree.”

The MBA Program

Relevant. Practical. Respected.

Relevant Curriculum that Prepares You for the Challenges of Tomorrow

Managing change is the greatest challenge in our fast-paced business world. It's the ability to shift gears, drive innovation, and excel in times of challenge that separates the leaders from the followers. Through our MBA program, you will enhance your critical thinking skills to define problems and generate innovative solutions that can turn obstacles into opportunities.

MBA Curriculum Overview

The MBA at Western New England University is designed to develop and enhance the skills and knowledge of those who hold or aspire to hold management responsibilities within organizations.

The program learning goals focus on:

- Decision making skills and problem-solving
- Leadership and management skills
- Global environmental analysis
- Ethics and social responsibility
- Quantitative reasoning
- Technology awareness

MBA Program Prerequisites

As an AACSB International accredited program, the MBA at Western New England University requires that all applicants satisfy specific core business requirements. These include the following prerequisites:

- Accounting
- Finance
- Statistics

Students who have a bachelor's degree in a field other than business or those who need to satisfy prerequisite requirements will need to complete the relevant undergraduate coursework, or complete our online self-study modules.

Additionally, coursework in the MBA program requires a moderate level of proficiency in computer skills, including using Microsoft Office® (specifically Word, PowerPoint, and Excel) and the Internet.

MBA Program Structure

The MBA degree is earned after the successful completion of 36 credit hours of graduate study comprised of core and elective coursework.

According to research compiled from the U.S. Census Bureau by MBA.com, "Earning your master's degree increases your lifetime earnings by about \$500,000."



Core Course Requirements

27 credit hours

MAN 605	Leadership Problem Solving and Decision Making	3 cr.
BUS 610	Business and its Environment	3 cr.
AC 630	Accounting for Decision Makers	3 cr.
BIS 610	Information Technology Management and Applications	3 cr.
FIN 630	Managerial Finance	3 cr.
BIS 620	Decision Support Models	3 cr.
MAN 610	Organizational Behavior and Theory	3 cr.
MK 640	Marketing Management	3 cr.
BUS 680	Strategic Management	3 cr.

Elective Course Requirements

9 credit hours

Students have the opportunity to take elective courses based on their individual interests and professional needs. Throughout the program, students will be provided with a variety of elective course offerings in accounting, business information systems, finance, general business, management, and marketing. Special topics courses are offered frequently to address current business issues. Recent examples include *Streamlining Business with SAP*, *International Marketing*, *International Management*, and *Project Management*.

Concentrations

The MBA program is continually evolving to anticipate the changing demands of business. Visit **wne.edu/MBA** for the latest concentration offerings.

For a complete list of course descriptions, visit:
wne.edu/catalogue

Internship Option

Students have the option to complete a graduate internship as one of the elective courses. Internships provide an opportunity for students to apply the theories and principles of the business disciplines in a workplace setting. In addition interns are able to participate effectively as a member in an organizational setting and make meaningful contributions to organization goals and objectives.



Michele Massoia MBA '11

Manager, Contracts
UTC Aerospace Systems
Windsor Locks, CT

"I absolutely loved the online delivery method and probably would not have pursued my MBA if it were not offered. I traveled frequently for my job, and this allowed me to take classes, but not have to worry about the stress of missing classes or assignments.

"I recommend the program because of the convenience of the online delivery method. Being able to 'log-in' to class at any time was efficient, convenient, and very effective for me."

The MSA Program

Improve Your Market Value

The Master of Science in Accounting (MSA) degree opens up a wide range of opportunities in public accounting firms, industrial companies, financial institutions, and government agencies.

Accelerate Your Studies

With four 11-week terms, the MSA program can be completed in as few as 9 months.

The program learning goals focus on:

- Analytical reasoning and problem-solving skills
- Accounting theory and practice
- Demonstrating proficiency in using ethical reasoning skills
- Effective use of research skills

Prepare for the CPA Exam

The Master of Science in Accounting will enable you to develop the skills in planning, controlling, evaluation, and analysis that characterize a successful career in accounting. Our program is designed with particular attention to Connecticut and Massachusetts. If you intend to take the CPA exam in other jurisdictions, you will need to check the requirements of the respective jurisdiction.

MSA Program Structure

The MSA degree is earned after the successful completion of 30-33 credit hours of graduate study comprised of core courses and other business courses (electives). Eligible candidates must have successfully completed 27 credit hours of undergraduate foundation courses prior to enrolling in graduate level accounting courses. Courses in each area are listed below.

Undergraduate Foundation Courses

27 credit hours

AC 201	Financial Reporting I	3 cr.
AC 202	Managerial Accounting	3 cr.
AC 305	Financial Reporting II	3 cr.
AC 306	Financial Reporting III	3 cr.
AC 309	Cost Accounting	3 cr.
AC 330	Accounting Information Systems	3 cr.
AC 413	Fundamental Concepts of Tax Structure	3 cr.
AC 419	Auditing and Assurance Services	3 cr.
FIN 214	Introduction to Finance	3 cr.

If you need any of the foundation courses, you can complete them at Western New England, or we will assist you with identifying the equivalent course elsewhere.

Earn your MSA
in 9 months.

Core Courses

21 credit hours

AC 610	Cost-Based Decision Making	3 cr.
AC 611	Municipal and Fund Accounting	3 cr.
AC 614	Fundamentals of Corporate and Partnership Tax	3 cr.
AC 620	Advanced Topics in Auditing and Assurance Services	3 cr.
AC 622	Accounting Theory and Contemporary Issues	3 cr.
FIN 612	Business Analysis and Valuation	3 cr.
FIN 630	Managerial Finance	3 cr.

Elective Course Requirements

9–12 credit hours

The elective course requirements may be satisfied with any graduate courses offered by the College of Business (other than AC 630). Students whose undergraduate degree contains at least 24 hours of non-accounting business courses must complete 9 credits of other business courses in order to complete the MSA requirements. Students lacking this background must complete a total of 12 credits of other (non-accounting) business courses to complete the MSA requirements.

For a complete list of course descriptions, visit:
wne.edu/catalogue



Dr. John Coulter
Professor and Chair
Department of Accounting and Finance
College of Business

“Our Master of Science in Accounting (MSA) program offers a balance of theory and practical application that will prepare you both for success on the Certified Public Accountant (CPA) exam and to advance in your professional career. The courses are offered by full-time faculty members committed to your success, and feature a delivery model that allows for you to integrate your studies with your personal life. You can attend live classes mixed with online opportunities, engage with the program entirely online, or choose a combination of the two. However you look at it, the MSA program at Western New England is the right choice for achieving the 150-hour requirement that is part of the requirements to become a CPA!”

MSA Concentrations

The MSA program at Western New England University offers concentrations in Taxation and in Forensic Accounting/Fraud Investigation that will provide students with greater opportunities for specialization in these high growth areas.

Candidates must have earned 24 undergraduate credit hours in non-accounting business courses in order to pursue one of these concentrations.

Forensic Accounting/Fraud Investigation Concentration

The Forensic Accounting/Fraud Investigation concentration provides an important area of specialization for accountants looking to expand career opportunities in what has been called the fastest growing area of accounting.

Leveraging the unique expertise of the University's accounting and business law faculty, the program provides advanced training for accountants in fraud investigation, forensic accounting, and litigation support.

Required Concentration Courses

9 credit hours

AC 641	Introduction to Fraud	3 cr.
AC 642	Forensic Accounting	3 cr.
BL 640	Law for Accountants	3 cr.

Taxation Concentration

A concentration in Taxation enables individuals to enter the accounting profession with a background in tax accounting, tax research, international and interstate tax accounting, and accounting for income taxes.

In addition to developing competence in taxation rule-making process, practice, administration, and policy, the concentration will give students the ability to acquire technology and information literacy skills needed to perform quality tax research.

Required Concentration Courses

10 credit hours

AC 615	Taxation of Trusts and Estates	3 cr.
AC 623	Advanced Topics in Individual Tax	3 cr.
AC 624	Advanced Topics in Corporate Partnership Tax	3 cr.

Complete your degree
100% online





Ross Pieper

BS Accounting '08/MSA '09
Accounting Specialist
SS&C Technologies

"As a Western New England undergrad, enrolling in the MSA program was an easy process, and I was already very comfortable with the program and faculty at the College of Business. I enrolled in the program and started classes immediately."

"Obtaining a CPA license opens doors to many different areas and differentiates you from other job candidates. I chose to get my MSA done early in my career to gain the necessary 150 credit hours in order to become a CPA."

"For accountants in CPA firms, who frequently work long hours, the flexibility of the program made it much more manageable. Access to everything available online allowed me to stay on top of lectures and didn't force me to leave work early to make it to class."

"When SS&C was looking to hire, they were definitely looking for people with strong credentials. I believe that the CPA license and Big 4 experience at PriceWaterhouseCoopers that I got as a result of the MSA are the reasons I was considered for the role I have now."

The Master of Science in Organizational Leadership

Empower the Leader in You

The business world is changing and so must your skills. As you advance in your career—whether it is in business or education, healthcare, criminal justice, or other fields—greater responsibilities demand new leadership skills. If your primary organizational role is managing people, our Master of Science in Organizational Leadership (MSOL) offers the strategic business focus to empower the leader in you.

Program Learning Goals

The MS in Organizational Leadership is designed to develop and enhance the knowledge and skills of those who hold or desire to hold leadership positions in organizations. Students are exposed to theories and best practices involving people and processes in organizations.

Program learning goals focus on:

- Leadership theory and current leadership best practices
- Analyzing, researching, and evaluating the unique needs, challenges, and opportunities of organizations
- Identifying alternatives for problem-solving and decision making
- Integrating ethics and leadership into practice
- Developing self-awareness of personal leadership style, strengths, and skills

MSOL Program Structure

Students will complete 30 credit hours to earn the MS in Organizational Leadership. They will examine organizational behavior and theory and gain a historic perspective of leadership within the human experience. They will look at contemporary issues in leadership such as the challenges of managing different generational approaches in teamwork and decision making that promote ethical leadership.

Expert Leadership Faculty

The MS in Organizational Leadership is a natural offering of the College of Business, which capitalizes on the expertise of our business faculty, who teach leadership coursework in the existing graduate programs, and who have been integral to the Springfield Leadership Institute's program for mid- and upper-level managers.

Core Courses

24 credit hours

MAN 600	Perspectives on Leadership	3 cr.
MAN 605	Leadership, Problem Solving and Decision Making	3 cr.
MAN 610	Organizational Behavior and Theory	3 cr.
MAN 630	Leadership and the Human Experience	3 cr.
MAN 642	Leading Change	3 cr.
MAN 651	Ethical Leadership Practice	3 cr.
MAN 652	Contemporary Issues in Leadership	3 cr.
MAN 6xx	Theory and Methods in Organizational Research	3 cr.



Business Elective Courses

6 credit hours

MAN 6xx Elective

MAN 6xx Elective

The elective courses can be selected from among appropriate graduate courses in the College of Business or in the student's area of industry focus.

Industry Focus

6 credit hours

MAN 6xx Current Industry Issues (Industry Specific)

MAN 6xx Applied Research Project

Through the Industry Focus electives option, students can explore in greater depth topics specific to their profession or in a new industry. This enables them to develop a focus on industry-specific special topics and applied research project courses. Business faculty with professional or academic expertise in these areas will work with students to pursue electives in the following industries:

- Armed Forces
- Criminal Justice
- Healthcare
- Higher Education
- Human Resources
- Law Enforcement
- Nonprofits
- Primary and Secondary Education (K-12)
- Public Service
- Social Services

Leadership Certificate

Our Leadership Certificate program is another excellent option to advance your career, as well as set the stage for eventually earning your MS in Organizational Leadership. The certificate program consists of four graduate courses (12 credits), all of which are part of the required core for the MS in Organizational Leadership. Candidates who successfully complete the Leadership Certificate program will also be eligible to be considered for a waiver of the GMAT for the MS in Organizational Leadership.

For a complete list of course descriptions, visit:
wne.edu/catalogue



Dr. Jeanie Forray

Professor of Management
College of Business

"In my graduate Leadership course, while students are introduced to a number of different theories of leadership, what makes these theories important isn't their historical significance or current popularity, but the insights they provide students about different ways to address common organizational challenges. In their written assignments, students must make links between these theories and how they serve to inform the practice of leadership in their present position.

"The business world has always been a complex environment, but never more so than today. To succeed in the long-term, today's managers need highly developed interpersonal skills, a global mindset, a strong ethical sense, and the ability to lead others in identifying and bringing to fruition strategic and sustainable innovations that keep their organization competitive. Preparing graduate students for these challenges means designing a curriculum that is both current and forward thinking. I believe we do a very good job with that."

JD/MBA, JD/MSA, and JD/MSOL

Powerful Combinations

The JD/MBA Can Set You Apart in the Corporate Arena or the Field of Law

The MBA will teach you to think strategically. The JD will prepare you to approach problems from a legal mindset. Possessing both will make you a valued and respected contributor to your organization or firm.

The JD/MSA Positions You to Pursue Careers in Tax Law or Estate Planning

With growing opportunities in tax law and estate planning due to the aging population, the JD/MSA can position you to take your career in many directions from corporate accounting to specialty law.

The JD/MSOL Positions You to Lead Your Own Practice or Advance into Executive Roles

This program will prepare and empower you to take on leadership challenges related to human resources, processes, and organizational structure.

Gain a Broader Perspective Through Two Schools of Thought

Students may simultaneously complete the requirements for a JD from the School of Law and a MBA, MSA, or MSOL from the College of Business.

The graduate business courses are very interactive and team-based. Law courses use the Socratic method to engage students to think critically and independently in classroom discussion. The combination of these experiences gives graduates of these programs a unique perspective supported by valuable skill sets.

Earn Two Degrees in Three Years

Our comprehensive business and legal curricula can be completed in just three years of study. Students will receive two separate degrees: one in business (MBA, MSA or MSOL) and one in law (JD). Pursuing both degrees allows students to take advantage of cross credits, where up to 12 credits of business coursework can be applied toward the 88 credits required for the JD degree; and up to 9 credits of law coursework can be applied toward the 36 credits for the MBA or the 30-33 credits for the MSA or MSOL degrees.

Students are required to apply to the MBA, MSA, or MSOL programs through the College of Business and the JD program through the School of Law. Students typically submit an application for admission during their first year of law school. For more information about the admission requirements for law, visit law.wne.edu, contact the School of Law at 413-782-1406, or email admissions@law.wne.edu.



**Offered collaboratively
with our School of Law**



Nathan Scharoff JD/MBA'12

Chief of Staff

**Accountable Care Associates, LLC
Springfield, MA**

"Business and the law are undeniably intertwined. When entering the job market employers are going to look for people who have a diverse experience.

"I was informed that the only reason that they even interviewed me for the position I have was because of my enrollment in the JD/MBA combined degree program.

"In a competitive climate you have to be competitive and these degrees give you an edge. Companies are looking for highly trained individuals with diverse backgrounds. They will notice someone with a JD/MBA. I firmly believe that in today's economic climate both degrees are a necessity, not a luxury.

"I was completely impressed with the quality of professors who teach in the MBA program. Not only are they entirely devoted to their areas of expertise, they are completely focused on your success. It is nice to know that a professor will take personal time to help you succeed. They are genuine."

PharmD/MBA and PharmD/MSOL Programs*

The Prescription for Success

The PharmD/MBA or PharmD/MSOL programs offer a valuable combination of pharmacy and business for those interested in the practice of pharmacy in a business or managerial environment. The programs are offered collaboratively between the Colleges of Pharmacy and Business.

Graduates of the combined degree programs will receive two degrees, one in business and one in pharmacy. Students can take advantage of cross credits, where 6 credits of business coursework can be applied toward the PharmD degree, and 9 credits of pharmacy coursework can be applied toward the MBA and 6 credits toward the MSOL degree.

Candidates for the PharmD/MBA or PharmD/MSOL programs apply for admission after the completion of their first semester of the PharmD program at Western New England University. Students who have not satisfied the MBA prerequisites, will need to do so prior to enrolling.

Prerequisites for the MBA include the following courses:

- Accounting
- Finance
- Statistics

The College of Pharmacy has been granted continued precandidacy accreditation status by the Accreditation Council for Pharmacy Education (ACPE). **

**Pending final approval*

***Please visit the College of Pharmacy website at wne.edu/pharmacy for the most up-to-date information.*

The Pharmacy courses are offered in our state-of-the-art Center for the Sciences and Pharmacy (CSP).





Briana Santaniello

PharmD/MBA
Springfield, MA
Undergraduate institution:
Western New England University
Student Pharmacist: Health New England

“After completing her Pre-pharmacy education at Western New England University, Briana knew a career in managed care lay in her future. The opportunity to earn her PharmD and MBA together would give her credentials that few new graduates could match.

“Knowing very well that the majority of managed care pharmacists went back to graduate school to earn their MBA, I realized I had a great opportunity to earn this degree at the same time as I earned the PharmD,” she said.

During her dual graduate studies, Briana was one of seven pharmacy students in the country selected to participate in the Academy of Managed Care Pharmacy/ Pfizer Managed Care Summer Internship. “I was placed at PerformRx, a pharmacy benefit manager located in Philadelphia, PA,” she reminisced of her experience. “I lived there for nine weeks while working for PerformRx. During my time there, I worked with a Pfizer Medical Outcomes Specialist on a long-term project related to medication adherence in patients using biologic agents to treat rheumatoid arthritis. I presented my findings at the 2013 AMCP Nexus Conference in San Antonio, TX.”

Master of Science in Engineering Management/MBA

Make an Executive Decision

If you're looking to move into a leadership position within the field of engineering or into upper management, you will need to strengthen your management and technological skills. The Master of Science in Engineering Management/MBA (MSEM/MBA) is an accelerated combined degree program designed for those in the engineering profession who want to advance their knowledge and improve their management career opportunities in engineering and technology-oriented companies. By pursuing the combined degrees, successful graduates earn two degrees in less time by taking advantage of credits for courses that can be applied to both programs.

MSEM Program

Our interdisciplinary program integrates engineering and business courses, including core courses in engineering administration, quality assurance, and the economic impact of engineering decisions. Students will be prepared to help their organizations make the most effective use of resources: people, equipment, capital, materials, information, and energy. Students will learn proven strategies to increase productivity, encourage flexibility, and focus on customer satisfaction.

The MSEM degree is earned after successful completion of 30 credit hours of study. Students will have the opportunity to take courses covering topics such as project management, supply chain systems, statistical process control, energy management, quality engineering, lean manufacturing systems, and more!

Earn Two Degrees in Two Years

Completing both degrees separately would require 66 credits of coursework. The combined degree would require 48 credits of coursework, taking advantage of 18 cross credits from the two programs.

Students will complete seven engineering management courses and their first three courses in the MBA program.

The MBA courses include:

MAN 605	Leadership, Problem Solving, and Decision Making	3 cr.
BIS 610	Information Technology and Management Applications	3 cr.
MAN 610	Organizational Behavior and Theory	3 cr.

Upon completion of the Master of Science in Engineering Management, students will complete the MBA application. The GMAT requirement will be waived for candidates who have earned their MSEM degrees. Candidates who have not satisfied the MBA prerequisite requirements will need to do so prior to enrolling in the MBA program. The prerequisites include the following courses: Accounting, Finance, and Statistics.

For a complete list of course descriptions, visit:
wne.edu/catalogue

90% of faculty hold the highest degree in their fields (Ph.D. or J.D.)





Cassandra Waterhouse

MSEM/MBA

Mechanical Engineer, ISO New England

Everyone who works at ISO New England knows that it can be demanding. Cassandra Waterhouse discovered this firsthand. After completing her MSEM at Western New England, her supervisor asked her why she didn't get her MBA too? "I eventually want to be a supervisor or manager and in order to do that he suggested I continue the program to get the MBA, so I did," explained Cassandra of her educational journey.

Prior to embarking on her MBA, Cassandra completed her undergraduate studies in mechanical engineering and thought that our Engineering Management program looked very interesting. "The MSEM is basically project management with an engineering twist" says Cassandra. "It teaches you how to efficiently move any type of cog through any type of system. I do a lot of project management work, so this was very helpful."

The Admissions Process

Graduate Business Programs



When to Apply for Admission

Western New England University has a “rolling” admissions policy, not a set admission deadline, which gives you greater flexibility in applying. The University urges graduate candidates to apply as early as possible in relation to the anticipated start date. Admission decisions are typically released within two to three weeks of your application being complete. The dean of the College of Business informs applicants of admission decisions.

You must submit an application for admission and provide all required documentation based on your intended program of study. In order to register for courses as a degree-seeking student, you must be accepted to the University.

Any applicant who provides the appropriate academic documentation can be considered for permission to register for courses while his/her application

is pending. Upon receiving permission to register, you can take up to two graduate courses under tentative status. You will be considered tentative status until your application is complete and an official admission decision is issued. Financial aid is not available to students classified as tentative status. If your application is completed, and you are officially accepted into your program prior to the end of the term, you may be considered for federal and University financial aid at that time.

Registering for Courses

Candidates accepted for admission as a degree seeking student, or those granted permission to register for courses, will be assigned an advisor by the College of Business. Your advisor will assist you with the registration process and other academic related issues.

Typical Academic Calendar

Graduate business courses are offered through four 11-week terms—fall, winter, spring, and summer. The terms typically begin in September, January, April, and July, respectively.

Application Requirements

Applicants to the graduate programs offered through the College of Business must have earned a baccalaureate degree from an accredited college or university. Admission decisions will be based on undergraduate cumulative average, scores on the Graduate Management Admission Test (GMAT) or Graduate Record Examinations (GRE), and professional experience. The following items are required for the application for admission:

1. A completed Application for Admission with a nonrefundable \$30 application fee. The \$30 application fee can be waived if a Western New England alumnus/a signs the application form.
2. Official transcripts from all undergraduate and graduate institutions attended.
3. Two Recommendation Forms with letters sent directly to the University by the evaluators.
4. Two essay responses.
5. An official score report for the GMAT or GRE taken no longer than five years prior to your application date. In some instances the GMAT can be waived.

Refer to the Application for Admission for information concerning a waiver of the GMAT.

6. A current résumé.

**There is no deadline.
Apply anytime!**

International Students

International students should reference our International Student Application Checklist for additional details about required documentation. A copy can be found at wne.edu/graduatestudies (click on "International Students").

Transfer Credit

Students may request the transfer of up to 6 credit hours for the MSA and MSOL and up to 12 credit hours for the MBA from another accredited graduate program. Courses must have been completed within eight years prior to the date of graduation from the MBA or MSA program with a minimum grade of B (3.0).

Send all application materials to:

Graduate Admissions
Western New England University
1215 Wilbraham Road
Springfield, MA 01119-2684

For more information

1-800-325-1122 ext. 1517

413-782-1517

study@wne.edu

Visit

wne.edu/graduatestudies

to learn more about:

- Upcoming Information Sessions
- Downloading an Application for Admission
- Course Schedules
- Current Catalogue
- Academic Calendar
- Program Curricula
- Tuition and Financial Aid

A Quality Investment

Financing Your Education

Tuition

Visit our website at **wne.edu/graduatestudies** for current tuition rates or call **413-782-1517**.

Financial Aid

In order to be considered for financial aid, you must be accepted into a degree program and be enrolled in a minimum of three credit hours per term. Western New England University need-based resources may be available for eligible students. Students may also be eligible for low interest federal loans.

To find out if you are eligible for financial aid, file a Free Application for Federal Student Aid (FAFSA). Students are encouraged to file online at:

<http://www.fafsa.ed.gov>. Western New England University's Title IV code is 002226.

For additional information, visit **<http://www.finaid.org/>** and you will find The SmartStudent® Guide to Financial Aid. It was developed to help students understand financial aid and search for additional financial assistance. All federal loans must be obtained through the University via the Federal Direct Student Loan program. Federal Stafford Loans obtained elsewhere are not accepted at Western New England University.

If you submit a FAFSA, you will be asked to mail or fax signed copies of your most recent federal tax returns and W-2 forms to the Student Administrative Services Office. The fax number is: 413-796-2081.

Adult Learner Scholarships

Adult Learner Scholarships are awarded to degree-seeking graduate students. Eligible students must have a financial need. In order to be considered for this scholarship, you will need to submit the FAFSA.

Employer Reimbursement Extension Plan

The Employer Reimbursement Extension Plan is designed for students receiving reimbursement from their employer for tuition and fees. It allows students to defer two-thirds of their tuition payment until 30 days after grades are received, to allow time for tuition reimbursements to be processed by employers.

In order to participate in this plan, students must complete an enrollment form and provide a letter of verification from their employer that they are eligible for tuition reimbursement. Students are required to pay any fees owed plus 33% of tuition upon receipt of their first bill; the remaining balance is due 30 days after grades are received. Once classes begin, finance charges will accrue on all unpaid balances at the rate of 1% per month. A copy of our Employer Reimbursement Extension Plan Form can be found at **wne.edu/graduatestudies**. Click on the "Form Finder" link.

Online Payment Option

You have the convenience of paying your bill online. Simply visit the Student Administrative Services (SAS) Office website at **<http://www1.wne.edu/sas/>**, and click on "Making a Payment."



Questions about billing and financial aid?

Contact SAS at 413-796-2080, 1-800-325-1122 ext 2080, or finaid@wne.edu

Willie Deese MBA '83

**President
Merck Manufacturing Division
Doylestown, PA**

"Business today is very collaborative and the ability to work as a team leader and member are critical elements for success and progress."

"We live in a very dynamic, global, competitive environment where the ability to adapt, lead, and manage change, as well as motivate people through change, is very important. As human beings, most of us do not embrace change. The rate and velocity of change in most organizations today is unlike anything we've seen. I'm constantly looking for people who are not afraid to deal with change."



Graduate Studies Faculty

Faculty Focused on You

Whether in the classroom or online, you will work closely with our faculty teaching in our master's programs. From the dean of the College of Business to department chairs, long-standing professors to practicing business professionals, our faculty brings a wide range of perspectives, experience, and expertise to our graduate programs.

Above all, our faculty members understand the unique demands and personal responsibilities faced by the diverse backgrounds of our graduate students. That is why they make themselves accessible to students to respond to questions or concerns about coursework or career goals.

Julie Siciliano

*Dean of the College of Business
and Professor of Management*
B.S.B.A., Western New England University
M.B.A., Western New England University
Ph.D., University of Massachusetts

Janelle Goodnight

*Professor of Marketing
Assistant Dean for Graduate Studies*
B.A., University of Wyoming
M.S., Ph.D., Florida State University

On average, 85% of graduate courses are taught by full-time faculty

Bahadir Akcam

*Assistant Professor of Business
Information Systems
Honors Program Coordinator*
B.S., Police Academy, Ankara, Turkey
M.S., Ankara University, Ankara, Turkey
M.S., METU, Ankara, Turkey
Ph.D., State University of New York at Albany

Tuncay Bayrak

*Professor of Business
Information Systems*
B.A., Uludag University
M.B.A., Southern New Hampshire University
M.E., Ph.D., Rensselaer Polytechnic Institute

William Bosworth

Professor of Finance
B.A., Hobart College
M.B.A., New York University Graduate School of Business
Ph.D., University of Connecticut

Lynn Bowes-Sperry

Professor of Management
B.A., College of Holy Cross
M.B.A., University of New Haven
Ph.D., University of Connecticut

Stacie Chappell

Assistant Professor of Management
Bachelor of Commerce, The University of British Columbia
International Business Certificate,
Denmark's International Study Program
Ph.D., University of Western Australia
Business School

John Coulter

*Professor and Chair of the Department
of Accounting and Finance*
B.B.A., M.S., Ph.D., University of Massachusetts

Anita Dancs

Associate Professor of Economics
B.A., University of Wisconsin
M.A., Ph.D., University of Massachusetts

William Ferris

Professor of Management
B.A., Dartmouth College
M.A., Trinity College
Ph.D., Rensselaer Polytechnic Institute

Jeanie Forray

*Professor of Management
Coordinator, Global Scholars Program*
B.A., University of California Berkeley
Ph.D., University of Massachusetts

Joseph Gerard

Assistant Professor of Management
B.A., California State University
M.B.A., Arizona State University
M.I.M., American Graduate School of International Management
Ph.D., University of Georgia

John Greeley

Professional Educator of Management
B.S., Georgetown University, Chemistry
M.B.A., Western New England University

Anil Gulati

*Professor and Chair of
the Department of Business
Information Systems*
B.Tech, M.S., IIT New Delhi, India
Ph.D., Clemson University

Lori Holder-Webb

Associate Professor of Accounting
B.B.A., University of Texas, San Antonio
Ph.D., Texas A&M University

Melissa Knott

Assistant Professor of Management
B.B.A., M.B.A., Eastern Michigan University
Ph.D., George Washington University

Ausher Kofsky

Assistant Professor of Accounting
B.A., University of Rochester
M.B.A., University of Rochester, Simon School of Business
J.D. Certificate in Advocacy, Cornell University Law School
LL.M., Georgetown University Law Center

Jerzy Letkowski

Professor of Business Information Systems
M.S., Ph.D., Technical University of Wroclaw, Poland

Marilyn Pelosi

*Professor of Business Information Systems
Director, Center for Teaching and Learning*
Sc.B., Brown University
M.S.I.E.O.R., Ph.D., University of Massachusetts

Harlan Spotts

Professor of Marketing
B.S., The College of New Jersey
M.B.A., Ph.D., University of Massachusetts

Stephen Sugermeyer

Professional Educator of Accounting
B.S.B.A., Western New England University
M.S.A., Western New England University

Lynn Walter (Bakstran)

Associate Professor of Management
B.S., University of Vermont
M.B.A., University of California
D.B.A., Boston University

Yong Wang

Associate Professor of Finance
B.A., Nankai University
M.A., University of Maine
Ph.D., Temple University

Richard Willis

Professional Educator of Business Information Systems
B.S.B.A., Western New England University
M.S., Bentley University



WESTERN NEW ENGLAND UNIVERSITY | **WNE**



Whether you study on campus or online, we are accessible!

Graduate Studies

To learn more about graduate programs offered at the College of Business, contact an admissions counselor at **413-782-1517** (800-325-1122 ext. 1517) or email study@wne.edu.

wne.edu/graduatestudies

Graduate Business Programs

The Western New England University Difference



- The College of Business is accredited by AACSB International, the world's leading accrediting body for business programs.
- In its annual "America's Best Colleges" ranking, *U.S. News & World Report* lists Western New England among the North Region's "Best Universities—Master's Category," those which provide a full range of bachelor's and master's programs.
- Nationally recognized business faculty
- Four accelerated 11-week terms
- Individual attention and advising
- Online classes offer convenience and flexibility, complemented by optional classroom instruction.
- Beautiful 215-acre campus
- Financial aid available to those who qualify
- Convenient payment plans and tuition reimbursement



WESTERN NEW ENGLAND | **WNE**
UNIVERSITY

Graduate Studies

Kevin S. Delbridge Welcome Center
1215 Wilbraham Road
Springfield, MA 01119
413-782-1517
800-325-1122 ext. 1517
study@wne.edu

Western New England University
also offers graduate programs in
engineering, education, and law. Visit

[**wne.edu/grad**](http://wne.edu/grad)

for a complete list of graduate programs.

Western New England University is committed to the principle of equal opportunity in education and employment. The University does not discriminate on the basis of sex, race, color, creed, national origin, age, religion, sexual orientation, gender identity, gender expression, veteran status, genetics, or disability in admission to, access to, treatment in, or employment in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Assistant Vice President and Director of Human Resources, Western New England University, 1215 Wilbraham Road, Springfield, MA 01119-2684. Inquiries concerning the application of nondiscrimination policies may also be referred to the Regional Director, Office for Civil Rights, U.S. Department of Education, J.W. McCormack P.O.C.H., Room 222, Boston, MA 02109-4557.