The MBA that inspires you to live greater.

Haub has it.

Saint Joseph’s University

Haub School of Business | sju.edu/haubmba
Choose the MBA that will change your life.

What does it mean to live greater?
Live greater means to challenge yourself to dig a little deeper, work a little harder and develop your full potential. An MBA from Saint Joseph’s University will prepare you to become a successful, strategic, ethical leader, locally and globally; not only for yourself, but for others.

National and international recognition.
The Haub School of Business is part of an elite group of colleges and universities.
- One of less than 5% of schools in the world with dual AACSB accreditation
- Consistently ranked among the top in the nation in a number of subject areas for both online and campus programs, U.S. News and World Report
- One of the nation’s best business schools — Princeton Review

Flexibility.
We offer a variety of formats to complete your MBA.
Part-time  |  Full-time  |  On campus  |  Online
Relevant and applicable academics.

Our curriculum offers students a solid foundation in a variety of business disciplines while also allowing for flexibility to concentrate in an area of particular interest such as finance, leading, business intelligence, and international business.

We encourage creative thinking, effective communication, project management, application of technology, and new and different ways to approach business. Saint Joseph’s remains committed to providing its students with an education that is innovative, adaptive and relevant to present and future developments in business.

The dynamic classroom.

- Small classes allow for in-depth discussion and reflection, experiential exercises and writing assignments.
- International study tours complement your experience through cultural immersion and corporate site visits.
- Over 85 full-time faculty bring cutting-edge research into the classroom along with executives from industry.
- Guest speakers and topical lectures provide an opportunity to expand strategic perspective and explore emerging trends.
Networking and career development.

Through interaction with alumni and peers alike, Saint Joseph’s students and graduates have the power to actively shape their careers and live greater in pursuit of personal achievement and professional success. Our global alumni network is especially strong with more than 60,000 Hawks in 72 countries.

All students and alumni have lifetime access to the Career Development Center for assistance with vital techniques including resume writing, networking skills and interview performance.

Our diverse student body offers the opportunity for students to interact and network with peers from a variety of industry backgrounds.

Connect with us.

We encourage prospective students to learn more about our MBA program. We understand that the decision to attend graduate school is an important one, and we strive to help you make the best decision possible. Our friendly staff is always available to assist you, in addition to our information sessions.

Learn more.

We offer numerous on campus and virtual information sessions throughout the year. These sessions are held in the evening as well as virtually during the day. Prospective students are also welcome to schedule an in-person or phone appointment with an admissions advisor.

For a complete list of admissions events and registration information, please visit sju.edu/mba/info.
Admission requirements*

- Online application
- Personal statement
- Professional résumé
- Two letters of recommendation
- Baccalaureate degree and official transcripts from accredited institution(s)
  - Undergraduate
  - Graduate (if applicable)
- Official GMAT or GRE Scores

*Additional documents are required for international student admission. Please contact the Graduate Business Office at 610-660-1690 or sjumba@sju.edu for more information.

Financial aid
Financial aid is available for qualified graduate students. For more information about financial aid, please visit sju.edu/hawkcentral.

Scholarships
The Haub School of Business offers merit-based scholarships to qualified U.S. and international students. Prospective students are encouraged to apply as early as possible in the admissions cycle.

Yellow Ribbon Program
Through the Yellow Ribbon Program, Saint Joseph’s University offers tuition benefits to eligible military personnel and veterans.
Part-time, full-time, on campus, online. Haub has it.
A Top-Ranked MBA Program. Haub has it.

Saint Joseph’s University

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A Top-Ranked MBA Program. Haub has it.

_U.S. News & World Report_ Graduate Programs 2014
No. 19 Finance
No. 23 Marketing

_U.S. News & World Report_ Online Programs 2013
No. 18 Best Online Graduate Business

Princeton Review’s (Best 296 Business Schools: 2013 edition)

MBAOnline.com Top Online MBA Programs 2013
No. 24 Online Professional MBA

BusinessMBA.org Best Online MBA Programs 2012
No. 3 Best Online MBA Program
No. 11 Best Value Online MBA Program

GetEducated.com Best AACSB Online MBA Programs 2012
No. 51 Best Buy AACSB Accredited Online MBA

_Central Penn Business Journal_ Statewide MBA Programs 2012
No. 1 MBA Program in Pennsylvania

Beta Gamma Sigma Business Honor Society*
2012 Gold Chapter Award

* Beta Gamma Sigma members are eligible to waive the GMAT/GRE requirement for program admission.

For information about the Professional and Online MBA Programs, contact us at sjumba@sju.edu or 610-660-1690
A Message from the Director

An MBA from Saint Joseph’s University’s Haub School of Business offers students an academic experience for professionals who want more from their careers. As a student, you will expand your skills, enrich your business knowledge and graduate prepared to lead in an ever-changing world. You can expect this and more from the Haub School of Business. Over 80 tenure-track faculty will challenge you to develop your potential and become successful, ethical, strategic leaders locally and globally. Not just for yourself, but for others. Ours is the MBA that inspires you to Live Greater.

The MBA curriculum offers students a solid foundation in a variety of disciplines while also allowing for flexibility to concentrate in an area of particular interest, such as Finance, Leading, Business Intelligence or International Business. With an online program ranked No. 3 in the US, you have the option of earning your MBA degree part-time, full-time, on-campus or on-line.

Return on investment? Haub has it. The Haub School of Business earned a No. 4 national ranking among business schools for ROI by Payscale, 2013. Graduates of the MBA program are poised for career advancement as students in the program develop the repertoire of skills in demand by today’s global business environment.

Over 60,000 Hawks in 73 countries understand the importance of a degree from Saint Joseph’s University. Join us today.

Christine Hartmann, MBA

Professional MBA Program Staff

Christine Hartmann, MBA
Director

Stella Jacobs, M.S.
Market Development Manager

Open
Assistant Director

Kate Walker, MBA Candidate
Administrative Assistant
Erivan K. Haub School of Business
Dean’s Office
Joseph DiAngelo, Jr., Ed.D.
Dean, Haub School of Business

Stephen Porth, MBA, Ph.D.
Associate Dean, Haub School of Business

University Faculty
Department of Accounting
Joseph Ragan, M.A., MBA, CPA
Department Chair
Professor of Accounting

Waqar Ghani, M.A, M.S, MBA, Ph.D.
Associate Professor of Accounting

A.J. Stagliano, MBA, Ph.D.
Professor of Accounting

E. Kent St. Pierre, Ph.D.
Professor of Accounting

Department of Decision & System Sciences
Richard Herschel, M.A.S, Ph.D.
Department Chair
Professor of Decision & System Sciences

Vipul Gupta, MBA, Ph.D.
Associate Professor of Decision & System Sciences

Iljoo Kim, M.S., Ph.D.
Assistant Professor of Decision & System Sciences

Ronald Klimberg, M.S., Ph.D.
Professor of Decision & System Sciences

Rashmi Malhotra, M.S., Ph.D.
Associate Professor of Decision & System Sciences

Virginia Miori, M.S., Ph.D.
Assistant Professor of Decision & System Sciences

Ruben Mendoza, M.A.B.A., Ph.D.
Assistant Professor of Decision & System Sciences

John Yi, M.S., Ph.D.
Associate Professor of Decision & System Sciences

Department of Finance
Rajneesh Sharma, MBA, Ph.D.
Department Chair
Associate Professor of Finance

Christopher Coyne, MBA, Ph.D.
Associate Professor of Finance

Morris Danielson, MBA, Ph.D.
Associate Professor of Finance

Jean Heck, MBA, Ph.D.
Brian Duperreault ’69 Chair
Associate Professor of Finance

Karen Hogan, Ph.D.
Professor of Finance

P. Daniel Jubinski, MBA, Ph.D.
Assistant Professor of Finance

Amy Lipton, Ph.D.
Assistant Professor of Finance

Ginette McManus, MBA, Ph.D.
Professor of Finance

Steve Miller, Ph.D.
Assistant Professor of Finance

Carolin Schellhorn, MBA, Ph.D.
Assistant Professor of Finance

Ahmet Tezel, MBA, Ph.D.
Associate Professor of Finance

Department of Management
Claire Simmers, MBA, Ph.D.
Department Chair
Professor of Management

Lucy Ford, Ph.D.
Assistant Professor of Management

Elena Lvina, M.A., Ph.D.
Assistant Professor of Management

William McDevitt, JD
Associate Professor of Management

Michael McGrann, M.A., MBA
Director, Initiative for Family Business and Entrepreneurship
Visiting Instructor of Management

Eric Patton, M.S., Ph.D.
Associate Professor of Management

Stephen Porth, MBA, Ph.D.
Professor of Management

Sancheol Song, MBA, Ph.D.
Assistant Professor of Management

David Steingard, M.A., Ph.D.
Associate Director of the Pedro Arrupe Center for Business Ethics
Associate Professor of Management

Timothy Swift, MBA, Ph.D.
Assistant Professor of Management

C. Ken Weidner II, MBA, Ph.D.
Assistant Professor of Management

Department of Marketing
David Allan, MBA, Ph.D.
Department Chair
Professor of Marketing

James Kelley, M.S., MBA, Ph.D.
Assistant Professor of Marketing

Diane Phillips, M.S., Ph.D.
Associate Professor of Marketing

Feng Shen, M.S., Ph.D.
Assistant Professor of Marketing

Brent Smith, MBA, Ph.D.
Director, Office of Fellowships
Associate Professor of Marketing

Michael Solomon, M.S., Ph.D.
Professor of Marketing

William Trombetta, MBA, JD, Ph.D.
Professor of Pharmaceutical & Healthcare Marketing

Natalie Wood, M.S., Ph.D.
Assistant Professor of Marketing
How to Apply

- Online Application
- Personal Statement
- Professional Resume
- Two Letters of Recommendation
- Baccalaureate Degree and Official Transcripts from Accredited Institution(s)
  - Undergraduate
  - Graduate (if applicable)
- Official GMAT or GRE Scores
  GMAT or GRE waivers may be granted for members of Beta Gamma Sigma or for students with terminal degrees or Masters degrees that required standarized testing.

In addition to the above, international students must also submit:
- Official TOEFL, IELTS, or PTE scores (test must be taken within the last 2 years)
- Proof of ability to pay educational expenses from a bank and an affidavit of financial support.
- An official course-by-course evaluation of undergraduate and graduate education. Course evaluations can be completed by the World Education Service (WES) or Saint Joseph’s University.

Application deadlines for international students are as follows:
Fall Semester deadline: May 15; Spring Semester deadline: November 15;
Summer Semester deadline: February 15

Information about the ELS Language Center at SJU can be found at [www.sju.edu/els](http://www.sju.edu/els)

Connect With Us

Open houses and virtual open houses are offered frequently. To schedule your visit to campus, visit [www.sju.edu/mba/info](http://www.sju.edu/mba/info).

Professional MBA Program
Facebook: [www.facebook.com/SaintJosephsMBA](http://www.facebook.com/SaintJosephsMBA)
Twitter: @SaintJosephsMBA
LinkedIn: [http://tinyurl.com/c6a5uaW](http://tinyurl.com/c6a5uaW)

Erivan K. Haub School of Business
Facebook: [www.facebook.com/HaubSchool](http://www.facebook.com/HaubSchool)
Twitter: @HaubSchool
LinkedIn: [http://tinyurl.com/8e3fm92](http://tinyurl.com/8e3fm92)
Hawk Central
Hawk Central is the combined registrar and bursar at Saint Joseph’s University. Students can visit counselors to inquire about the registration process, academic records, financial aid, and billing.
Phone: 610.660.2000 | Email: hawkcentral@sju.edu

Drexel Library
The Drexel Library and Post Learning Commons serve as a place for students to receive 24-hour help from reference librarians, bind dissertations and theses, utilize campus computers and printers, and access to a wide variety of research tools.
Phone: 610.660.1901 | Email: refhelp@sju.edu
Business Liaison: Cynthia Slater | Phone: 610.660.1139 | Email: cslater@sju.edu

Office of Information Technology
The Office of Information Technology offers nearly 100 different services to SJU students, faculty, employees, alumni, and other populations that are associated with the University.
Phone: 610.660.3070 | Email: techhelp@sju.edu

Career Development
The Career Development center offers students resources and advising on career options, resume and cover letter review, internship assistance, mock interviews, and more!
Phone: 610.660.3100 | Email: careerhelp@sju.edu

Counseling and Psychological Services
CAPS promotes the psychological well-being of the SJU community through preventive programming and therapeutic interventions. CAPS provides individual and group counseling, workshops, guest lectures, referral services, consultation and training.
Phone: 610.660.1090

Learning Resource Center
The Learning Resource Center promotes learning and provides academic programs and resources that help students to achieve scholarly competency and success. The center offers tutoring, supplemental instruction, and workshops tailored to SJU student needs.
Phone: 610.660.1775

Center for International Programs
The Center for International Programs is available to advise and assist all current and prospective international students with employment-related and immigration issues.
Phone: 610.660.1835 | Email: cip@sju.edu

Adult Student Life
The role of the Adult Student Life Office is to assist adult and off-campus students in overcoming obstacles, and provide Student Life resources to foster academic success. The ASL Office seeks to help adult students develop a personalized plan for success, coordinate adult student groups, organize programs to meet adult student needs, and provide adult student advocacy as needed.
Phone: 610.660.1074
Email: adultstudentlife@sju.edu

Writing Center
The Writing Center serves student writers at any level of expertise, in any stage of the writing process. The Center is staffed primarily by Writing Fellows, students who have been trained as peer tutors and who have a keen interest in both writing and tutoring. Writing Center services are free of charge.
Phone: 610.660.1341

Adult Student Campus Tours
Visit the surroundings and buildings with a guided tour to get familiar with everything you need to know to make the most out of your SJU experience.
Email: adultstudenthelp@sju.edu
MBA Curriculum at a glance.

11 upper level courses
Up to 8 foundation courses*

**Foundation Courses** (up to 8)
- ACC 500 Accounting Concepts
- DSS 525 Contemporary Info Technologies
- FIN 500 Managerial Economics
- FIN 503 Financial Management
- MGT 500 Managing Work Organizations
- MKT 501 Marketing Concepts

1 Credit Online Courses
- DSS 500 Math for Graduate Business Studies
- DSS 510 Statistics Proficiency

2 Gateway Courses
- 545 (Prefix Varies) Gateway Introduction Course

5 Core Courses
- ACC 550 Creating and Measuring Shareholder Value
- DSS 560 Business Analytics
- FIN 550 Shareholder Value Management
- MGT 551 Empowering Human Potential at Work
  or
- MGT 553 Excellence in Organizations
  (only available for students in Online MBA)

3 Electives
- 600+ Elective #1
- 600+ Elective #2
- 600+ Elective #3

1 Capstone Course
- MGT 795 Global Business Strategy
  or
- MGT 796 Strategic Management in Health Organizations
  (only for students in HMS concentration)
  or
- MGT 789 Global Business Strategy Simulation
  (only available for students in Online MBA)

*Up to seven Foundation Courses may be waived due to previous undergraduate or graduate coursework.
The MBA degree requires successful completion of **11 upper-level courses** for 33 credits, as specified below, and up to 8 foundation courses. Based on an evaluation of student academic coursework or successful completion of a challenge exam, foundation courses may be waived. Courses are distributed as follows:

### Foundation Courses
**8 courses required** unless a waiver is granted based upon undergraduate or graduate academic transcript
- ACC 500  Accounting Concepts
- DSS 525  Contemporary Information Technologies
- FIN 500  Managerial Economics
- FIN 503  Financial Management
- MGT 500  Managing Work Organizations
- MKT 501  Marketing Concepts

1 credit online courses
- DSS 500  Math for Graduate Business Studies
- DSS 510  Statistics Proficiency

### Gateway Courses
**2 courses required**
- MGT 552  Stakeholder Theory & Social Responsibility*
- Choose ONE (1) of the following:
  - ACC 545  Cooking the Books: Lessons in Business Ethics
  - FBE 545  Family Business & Global Development
  - MGT 545  Global Revolutions in Business
  - MGT 545  Applied Project Team Skills
  - MKT 545  Sustainability: A Global Perspective
  - PMK 545  Healthcare: A Business Perspective

### Core Courses
**5 courses required**
- ACC 550  Creating & Measuring Shareholder Value
- FIN 550  Shareholder Value Management
- MGT 551  Empowering Human Potential at Work*
- MKT 550  Marketing Strategy
- DSS 560  Business Analytics

### Capstone Course
**1 course required**
- MGT 795  Global Business Strategy*
- MGT 796  Strategic Management of Healthcare Organizations (for Health & Medical Services Administration concentration only)

*Online MBA students have the option of taking
- MGT 554  Ethical Practices in Business in place of
- MGT 552  Stakeholder Theory & Social Responsibility,
- MGT 553  Excellence in Organizations in place of
- MGT 551  Empowering Human Potential, and MGT 789 Global Business Strategy Simulation in place of

### Elective Courses
**3 courses required** for 1 concentration, 6 courses required for 2 concentrations
- Accounting
- Business Intelligence*
- Family Business & Entrepreneurship**
- Finance*
- General Business*
- Health & Medical Services Administration
- International Business*
- International Marketing
- Leading*
- Managing Human Capital*
- Marketing*

*Concentration also available online
** Concentration only available online

If a student chooses to pursue 2 concentrations, neither concentration may be General Business.
**Tuition & Fees**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Application Fee</td>
<td>$35</td>
</tr>
<tr>
<td>Tuition for the 2013-2014 Academic Year</td>
<td>$918/credit</td>
</tr>
<tr>
<td>Other Fees</td>
<td>$0</td>
</tr>
</tbody>
</table>

All students are charged on a per credit basis for enrolled courses. Fees can be paid by check or money order, or they can be charged to American Express, Visa or MasterCard.

Students who qualify for tuition reimbursement through their employer must complete a tuition deferral form every semester in order to participate in this program. More information about this program and other tuition needs can be found at [www.sju.edu/hawkcentral](http://www.sju.edu/hawkcentral).

**Financial Aid**

Financial aid is available for qualified graduate students. For more information about financial aid, visit [www.sju.edu/hawkcentral](http://www.sju.edu/hawkcentral).

**Scholarships**

The Haub School of Business offers merit-based scholarships to qualified U.S. and International students. Prospective students are encouraged to apply as early as possible in the admissions cycle.

**Yellow Ribbon Program**

Through the Yellow Ribbon Program, Saint Joseph’s University and the Haub School of Business offer tuition assistance to eligible military personnel and veterans. For more information on the Yellow Ribbon Program, visit [www.sju.edu/hawkcentral](http://www.sju.edu/hawkcentral).