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 MBA 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 sj.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.
The Saint Joseph's MBA program will empower you to succeed in an ever-changing world by expanding your business knowledge, developing your leadership potential, and strengthening your managerial acumen. You will be challenged by our expert faculty to dig a little deeper and work a little harder becoming a more strategic and ethical leader — locally and globally.

**Prestigious**

The Haub School of Business has earned national and global recognitions, and is part of an elite group of colleges and universities worldwide.

- 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 — The Princeton Review

**Flexible**

We offer a variety of formats to complete your MBA degree. Students attend part time or full time and select courses online, on campus or both. Tuition is the same for online and campus courses. Graduate in one year or take up to six years to complete your degree.

**Relevant**

Our curriculum provides students with a broad-based foundation in core business disciplines and allows students to concentrate in a subject area, such as finance, business analytics, health and medical services, marketing, international business, and more. Opportunities for waivers of foundation courses are determined for every applicant. Designed to strengthen leadership skills and managerial effectiveness, the curriculum also strives to foster a genuine sensitivity to the ethical, moral and cultural aspects of contemporary society. Focus is placed on key competencies including: leading, critical thinking, interpersonal and communication skills, value-based decision making, and global perspective.

**Dynamic**

Small classes allow for in-depth discussion and reflection, experiential exercises, and writing assignments.

- Over 80 full-time academics contribute scholarly research to the classroom along with executive practitioners who are from industry.
- Online courses include synchronous and asynchronous sessions as well as other collaborative learning tools.
- Students have the option to take any combination of online and campus courses.
- Optional, international study tours complement the classroom experience.

**Want to learn more?**

Connect with us to learn more about the MBA program and how it will work for you. You may attend any of our information sessions, on campus or virtually or call us to schedule a personal appointment.

Appointments are offered in person and by phone. Applicants are also invited to visit a class and experience the dynamic Saint Joseph’s classroom for themselves.

You may apply at any time. Admissions are rolling.

Visit us on the web or contact us at sjumba@sju.edu or 610-660-1690.

We take a personal interest in you and your success.

Become a more strategic leader — locally and globally.

Haub has it.

Over 60,000 Hawks in 73 countries understand the value of a degree from Saint Joseph’s University. Saint Joseph’s students and alumni embrace the power to shape their careers in pursuit of personal achievement, organizational success, and the greater good.

Numerous formal and informal events and activities allow students to network with each other, alumni, topical lecturers and business representatives. With lifetime access to the Career Development Center, students receive guidance on vital techniques including resume writing, interviewing, networking, and job search.

You may apply at any time. Admissions are rolling.

Visit us on the web or contact us at sjumba@sju.edu or 610-660-1690.

We take a personal interest in you and your success.
Excellence. Haub has it.
SAINT JOSEPH’S UNIVERSITY

AACSB
Dual Accreditation for Business School and Accounting Program

No. 13 Executive MBA
No. 14 Graduate Marketing
No. 26 Online Graduate Business
No. 17 Graduate Finance
No. 59 Online MBA
No. 113 MBA

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

Topmanagementdegrees.com
No. 9 Best Schools for Online Master’s in Healthcare Management
No. 14 Best Affordable Online MBA
No. 30 Best Online MBA

HAUB SCHOOL OF BUSINESS

The Princeton Review
Best 295 Business Schools

Eduniversal
No. 12 Master of Science in Food Marketing
No. 25 Master of Science in Managing Human Capital
No. 36 Executive MBA in Food Marketing
No. 39 MBA in North America
No. 39 Master of Science in Business Intelligence and Analytics
No. 39 Master of Science in International Marketing
No. 72 Pharmaceutical and Healthcare Marketing MBA for Executives

For information about the Master of Business Administration, contact us at sjumba@sju.edu or 610-660-1690.
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, Business Analysis & Financial Reporting
- 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
  - DSS 545  Big Data & Analytics From a C-Suite Perspective
  - MGT 545  Global Revolutions in Business
  - MGT 545  Applied Project Team Skills
  - MKT 545  Sustainability: A Global Perspective
  - PMK 545  Healthcare: A Global Perspective

### Core Courses
5 courses required

- ACC 550  Creating & Measuring Shareholder Value
- FIN 550  Shareholder Value Management
- MGT 551  Empowering Human Potential at Work
  - or -
  - MGT 553  Excellence in Organizations
- MKT 550  Marketing Strategy
- DSS 560  Business Analytics

### Capstone Course
1 course required

- MGT 795  Global Business Strategy
  - or -
  - MGT 789  Global Business Strategy Simulation

### Elective Courses
3 courses required for 1 concentration,
6 courses required for 2 concentrations

- Accounting*
- Business Intelligence & Analytics
- Finance
- General Business
- Health & Medical Services Administration
- International Business
- International Marketing*
- Leading
- Marketing

*Concentration available on campus only
**Tuition & Fees**

- Application Fee: $35
- Tuition: Charged per credit basis
- Other Fees: $0

All students are charged on a per credit basis for enrolled courses. Tuition can be paid by check or money order, or it 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)
How to apply

- Online Application
- Professional Resume
- Personal Statement
- Two Letters of Recommendation
- Baccalaureate Degree and Official Transcripts from Accredited Institution(s)
  - Undergraduate
  - Graduate (if applicable)
- Official GMAT or GRE Scores (test must be taken within last 7 years)
  GMAT or GRE waivers may be granted for qualified applicants.
  Please contact the MBA Office for more information.

In addition to the above, international students must also submit:
- Official TOEFL, IELTS, or PTE scores (test must be taken within the last two 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.
- Information about the ELS Language Center at SJU can be found at www.sju.edu/els

Application deadlines are as follows:

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<th>INTERNATIONAL</th>
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<tr>
<td>FALL SEMESTER DEADLINE:</td>
<td>June 15</td>
<td>July 15</td>
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<td>SPRING SEMESTER DEADLINE:</td>
<td>October 15</td>
<td>November 15</td>
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<td>SUMMER SEMESTER DEADLINE:</td>
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Connect With Us
Open houses and virtual open houses are offered frequently. To schedule your visit to campus, visit www.sju.edu/mba/info

Master of Business Administration Program
Facebook: www.facebook.com/SaintJosephsMBA
Twitter: @SaintJosephsMBA
LinkedIn: http://tinyurl.com/c6a5uaW

Erivan K. Haub School of Business
Facebook: www.facebook.com/HaubSchool
Twitter: @HaubSchool
LinkedIn: 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 & 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

Office of Veterans Services
The Office of Veterans Services is the only permanent office in this region dedicated to serving student-veterans that is staffed by two combat veterans. In addition to serving as a one-stop location for issues ranging from benefits, veteran resources, and employment, the office also delivers entrepreneurship programs for veterans from across the country.
Phone: 610.660.3329 | Email: veterans@sju.edu

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: internationalstudents@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
Academic Scholarship and Real World Experience

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 Larkin, Ph.D., CPA, CMA, CIA
Department Chair
Associate Professor of Accounting

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

Joseph Ragan, M.A., MBA, CPA
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

Kathleen Campbell, M.S., Ph.D.
Assistant 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.
Associate 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
Karen Hogan, Ph.D.
Department Chair
Professor of Finance

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

Robert Dean, M.S., MBA
Visiting Instructor of Finance

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

Amy Lipton, Ph.D.
Associate 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

Rajneesh Sharma, 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

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.
Associate Professor of Management

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

Department of Marketing
Natalie Wood, M.S., Ph.D.
Department Chair
Assistant Professor of Marketing

David Allan, MBA, Ph.D.
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

Department of Pharmaceutical & Healthcare Marketing
George Sillup, M.S., Ph.D.
Department Chair
Associate Professor of Pharmaceutical & Healthcare Marketing

Thani Jambulingam, M.S., Ph.D.
Associate Professor of Pharmaceutical & Healthcare Marketing

William Trombetta, MBA, JD, Ph.D.
Professor of Pharmaceutical & Healthcare Marketing
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 will change your life.

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 Analytics or International Business. With an online program ranked No. 3 in the United States, you have the option of earning your MBA degree part-time, full-time, on-campus, on-line or both.

Graduates of the MBA program are poised for career advancement because 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

MBA Program Staff

Christine Hartmann, MBA
Director

Kate Walker, MBA
Program Manager/Recruiter

Lauren Rose, B.A.
Administrative Assistant

Saint Joseph’s University
Haub School of Business | sju.edu/haubmba
Big Data Explosion

- The unprecedented increase in the volume, variety, velocity and veracity of data created the era of Big Data (IBM).
- Big Data is roaring across functions, from operations to marketing, and industries from healthcare and packaged goods to retail and entertainment.
- The United States will need 1.5 million more data-literate managers by 2018 (McKinsey Global Group Institute).
- “Companies have more information than ever and not enough people to make sense of it.” (Domo)

Why The Data Intelligent MBA® program?

- Companies need people with the technical skill and leadership acumen to leverage data, create insights, uncover opportunities, and lead initiatives across the enterprise.
- The Data Intelligent MBA® program provides the knowledge and skills needed for success.
- Broad-based business learning through MBA courses with an emphasis on strategic leadership, critical reasoning, ethical decision making and global perspective.
- Functional skills in business intelligence and analytics through coursework endorsed by SAS.
Six MBA courses in Accounting, Finance, Management, Marketing, and Business Strategy provide broad-based business learning and leadership development

- Stakeholder Theory & Social Responsibility
- Creating & Measuring Shareholder Value
- Shareholder Value Management
- Excellence in Organizations
- Marketing Strategy
- Global Business Strategy

Note: Additional Foundation courses may be required.

Five MBA courses in Business Intelligence & Analytics provide technical and managerial expertise

- Big Data and Analytics from a C-Suite Perspective
- Business Analytics for MSBI
- Choose three electives in One track of Your choice:
  - Data Track
    - Database Management Theory & Practice
    - Enterprise Data
    - Critical Performance Management or Web Analytics
  - Data Mining Track
    - Concepts and Practices of DSS Modeling
    - Introduction to Data Mining
    - Predictive Analytics
  - Process Analysis Track
    - Business Process Modeling & Analysis
    - Critical Performance Management
    - Management Issues in BI or Six Sigma Applications & Foundations or Business Analytics for Supply Chain

“People who understand data and discover opportunities to exploit it are an extremely valuable asset. They are the new agents of opportunity and change.”

– Richard Herschel, Ph.D., Professor, Saint Joseph’s University

For information please visit sju.edu/haubmba or contact the MBA Office at 610-660-1690 or sjumba@sju.edu
### MBA curriculum at a glance

#### Foundation Courses* (up to 8)
- ACC 500 Accounting, Business Analysis & Financial Reporting
- 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
- MGT 552 Stakeholder Theory & Social Responsibility

#### 5 Core Courses
- ACC 550 Creating and Measuring Shareholder Value
- DSS 610 Business Analytics
- FIN 550 Shareholder Value Management
- MGT 551 Empowering Human Potential at Work or MGT 553 Excellence in Organizations (online)
- MKT 550 Marketing Strategy

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

#### 1 Capstone Course
- MGT 795 Global Business Strategy or MGT 789 Global Business Strategy Simulation (online)

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*Up to seven Foundation Courses may be waived due to previous undergraduate or graduate coursework.