

# BUSINESS ADMINISTRATION (BEHREND)

<b>Graduate Program Head</b>	Greg Filbeck
<b>Program Code</b>	BADM
<b>Campus(es)</b>	Erie (M.B.A.)
<b>Degrees Conferred</b>	Master of Business Administration (M.B.A.)
<b>The Graduate Faculty</b>	View ( <a href="https://secure.gradsch.psu.edu/gpms/?searchType=fac&amp;prog=BADM">https://secure.gradsch.psu.edu/gpms/?searchType=fac&amp;prog=BADM</a> )

The Penn State Behrend M.B.A., accredited by AACSB International, is designed to develop the analytical, problem-solving, and leadership skills needed to excel in today's complex and technology-driven business environment. With a curriculum that integrates advanced analytical tools, data-driven methodologies, and quantitative techniques, the program prepares graduates to make informed decisions and lead effectively in industries where innovation and technology are critical. Delivered in a hybrid format, the MBA offers flexibility by combining face-to-face instruction at the Erie campus or in the Pittsburgh metropolitan area at the Regional Learning Alliance in Cranberry Township with online learning components. Whether completing the program full-time in one year or part-time in under two years, students join a diverse, collaborative learning environment enriched by peers from various professional and cultural backgrounds. We position our graduates to excel in roles across operations, marketing, finance, and strategy, providing a competitive edge in the global job market and access to the largest alumni network in the world.

## Admission Requirements

Applicants apply for admission to the program via the J. Jeffrey and Ann Marie Fox Graduate School application for admission (<https://gradschool.psu.edu/admissions/how-to-apply/>). Requirements listed here are in addition to Graduate Council policies listed under GCAC-300 Admissions Policies (<https://gradschool.psu.edu/graduate-education-policies/>).

Admission is granted only to candidates who demonstrate high promise of success for graduate work.

Admission decisions are based on the following:

- undergraduate grade-point average;
- the degree of correspondence between the applicant's objectives and those of the program; and
- two letters of reference.

Favorable consideration will be given to applicants who have significant work experience. Applications are processed on a rolling basis with admission to the program granted in both the fall and the spring semesters.

## Degree Requirements

### Master of Business Administration

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

The Master of Business Administration degree program consists of two parts:

### Demonstration of Subject Matter Competence

Students are expected to demonstrate fundamental competence in accounting, finance, economics, management, marketing, operations management, and statistics prior to taking the Required Course Work. Applicants who, within seven years prior to the date of their admission to the degree program, completed a baccalaureate degree in business from an officially recognized institution that includes introductory courses in these disciplines will be considered to have demonstrated competence as long as the previously completed courses carry grades of B or higher. An applicant who, within seven years prior to his or her admission to the degree program, completed a baccalaureate degree in a non-business field from an officially recognized institution that includes equivalent undergraduate or graduate courses carrying a grade of B or higher will also be considered to have demonstrated competence. Applicants who completed a baccalaureate degree more than seven years prior to the date of their admission to the degree program, or those applicants not meeting the minimum grade requirements for undergraduate fundamental competence courses, will need to demonstrate competency through the completion of modules offered through a third-party provider.

### Required Course work

These courses provide greater depth of knowledge in the subject areas included. This component of the MBA program consists of seven 3-credit courses that cover advanced topics in cost management, managing effective organizations, quantitative methods for business, leadership and ethics, corporate finance, marketing strategy, and strategic management and business policy.

All students are required to complete the following courses unless they can demonstrate advanced knowledge of the course subject matter through prior course work. If approved, the student may substitute an additional elective course for a required course.

Code	Title	Credits
<b>Required Courses</b>		
BADM 510	Cost Management for Decision Making and Control	3
BADM 512	Managing Effective Organizations	3
BADM 513	Quantitative Methods for Business	3
BADM 526	Leadership and Ethics	3
BADM 532	Corporate Finance	3
BADM 854	Marketing Strategy	3
<b>Electives <sup>1</sup></b>		<b>9</b>
<b>Culminating Experience</b>		
BADM 514	Strategic Planning and Business Policy <sup>2</sup>	3
<b>Total Credits</b>		<b>30</b>

<sup>1</sup> All students are required to take 9 credits of elective courses covering advanced topics of their choice. MBA students may apply a maximum of 6 credits of approved 400-level course work toward elective requirements. Course work at the 400 level must be approved by the director of the MBA program and cannot have been used for another degree.

<sup>2</sup> The program capstone is BADM 514, which is a semester long industry and business analysis problem, culminating in a final, integrated paper.

## Transfer Credits

Credits earned at other institutions but not used to earn a degree may be applied toward the requirements for a graduate degree, subject to restrictions outlined in GCAC-309 Transfer Credit (<http://gradschool.psu.edu/graduate-education-policies/gcac/gcac-300/transfer-credit/>). Application of transfer credits to the student's academic program must be approved by the director of the MBA program.

## Minor

A graduate minor is available in any approved graduate major or dual-title program. The default requirements for a graduate minor are stated in Graduate Council policy GCAC-218 Minors (<https://gradschool.psu.edu/graduate-education-policies/gcac/gcac-200/gcac-218-minors/>).

## Student Aid

Graduate assistantships available to students in this program and other forms of student aid are described in the Tuition & Funding (<https://gradschool.psu.edu/funding/>) section of the J. Jeffrey and Ann Marie Fox Graduate School's website. Students on graduate assistantships must adhere to the course load limits (<https://gradschool.psu.edu/graduate-education-policies/gsad/gsad-900/gsad-901-graduate-assistants/>) set by the Fox Graduate School.

A limited number of scholarships and graduate assistantships are available. Many students work full time and take classes part time. In many cases, employers have a tuition-reimbursement plan paying for partial or full tuition. View student aid options (<https://behrend.psu.edu/admissions-financial-aid/financial-aid/incoming-students/graduate/>) available.

## Courses

Graduate courses carry numbers from 500 to 699 and 800 to 899. Advanced undergraduate courses numbered between 400 and 499 may be used to meet some graduate degree requirements when taken by graduate students. Courses below the 400 level may not. A graduate student may register for or audit these courses in order to make up deficiencies or to fill in gaps in previous education but not to meet requirements for an advanced degree.

Business Administration (BADM) Course List (<https://bulletins.psu.edu/university-course-descriptions/graduate/badm/>)

## Learning Outcomes

1. **KNOW:** Students use advanced analytical and quantitative methods to develop innovative solutions to complex, real-world business problems.
2. **THINK:** Students evaluate ethical challenges in individual and organizational contexts and apply ethical frameworks to recommend principled actions.
3. **APPLY/CREATE:** Students synthesize information from diverse sources to construct evidence-based arguments, evaluate alternatives, and devise strategic recommendations.
4. **COMMUNICATE:** Students produce clear, compelling, and professional written communications tailored to diverse business audiences.
5. **PROFESSIONAL PRACTICE:** Students integrate knowledge from core business disciplines to address global, ethical, and strategic challenges in dynamic business environments.

## Contact

### Campus

Erie

### Graduate Program Head

Greg Filbeck

### Director of Graduate Studies (DGS) or Professor-in-Charge (PIC)

Chuck Brown

### Program Contact

Chuck Brown  
5101 Jordan Road  
Burke Center  
Erie PA 16563  
[cab51@psu.edu](mailto:cab51@psu.edu)  
(814) 898-6432

### Program Website

View (<http://psbehrend.psu.edu/admissions-financial-aid/graduate-admissions/master-of-business-administration/>)