

Dual Degree Program Handbook (UMass Medical School/UMass Lowell MBA)

2020-2021 Academic Year

Vision and Mission of the MBA Dual Degree Program

The University of Massachusetts Medical School (UMMS)/UMass Lowell (UML) dual degree MBA program will allow students in the School of Medicine, the Graduate School of Biomedical Sciences and the Graduate School of Nursing to complete an MBA while completing UMMS coursework and graduating on time. UMass Lowell's Manning School of Business offers MBA tracks in Entrepreneurship, Finance, Managerial Leadership, Information Technology and Healthcare. The program calendar has been tailored to individual UMMS graduate program schedules, allowing MBA coursework to take place without interfering with the UMMS curriculum. The program offers interprofessional, in-person and blended coursework during summer sessions, with subsequent coursework online.

Admissions and Enrollment

Candidates must first be accepted to a UMMS graduate/professional degree program; once accepted to UMMS, then the candidate must apply to the UML MBA program. The MBA application should be completed as described here: <https://www.uml.edu/MSB/Programs/Masters-Programs/MBA/>. A GMAT waiver may be available for students who have taken the MCAT or the GRE. The GMAT waiver process is outlined in detail on the UML MBA program website and is administered through the MBA admissions process.

Previously matriculated UMMS students who are interested in pursuing the MBA degree are advised to contact the program director for guidance ([Justine Cameron, MPP](#)). These students will need to complete the UMass Lowell MBA application and be approved by the UML admissions committee in order to participate in the dual degree program. In the case of matriculated UMMS students entering the dual degree program, it may be recommended that a student pause and take a leave of absence from the UMMS degree program to complete the UML MBA.

Once a student has been admitted to and enrolled in the dual degree program, the student must satisfactorily complete the requirements for both degrees in order to graduate from both UMMS and UML in the same year. Students in the dual degree program are UMMS students and are subject to all academic and school policies at UMMS. Accordingly, all students who are admitted to the dual degree program must remain in good academic standing at UMMS in order to continue to pursue the MBA degree through the dual degree program. Students who are not in good academic standing may be asked to pause in the MBA program until they are able to meet the academic requirements in the UMMS degree program.

A copy of the MBA Academic record will be maintained by the UMMS Registrar.

Tuition and Financial Aid

Students accepted into the UML MBA program must be accepted or matriculated students at UMMS and are subject to all academic, school and institutional policies at UMMS. Tuition and fees for the MBA program will be included in the UMass Medical School bill and financial aid package. Therefore, students are not expected to consult both UMMS and UML financial aid offices.

Tuition is charged per credit. Tuition rates are set annually for all students enrolled in the dual degree program, regardless of their year/progress in the MBA program. The rates will be posted annually on the [MBA dual degree program website](#). This rate is subject to change in future academic years.

The Financial Aid Office at the University of Massachusetts Medical School is part of the Office of Student Life and administers Federal and Institutional student loans and gift aid for the School of Medicine, the Graduate School of Biomedical Sciences and the Graduate School of Nursing. To be eligible for financial assistance, students must be accepted for admission to a UMMS degree program or be matriculated/enrolled in good standing and making satisfactory academic progress in a UMMS degree program.

Joint Program Curriculum Overview

The MBA program consists of foundation courses, core courses, and elective courses, totaling 42 credits.

Foundation Courses

Foundation courses may be waived if prior coursework meets the criteria described in the UMass Lowell course catalog. These courses consist of 12 credits total (6 courses, 2 credits each). They are typically completed in the summer prior to the first UMMS semester. This timing can be flexible to students admitted to the MBA program post-UMMS matriculation. Learners are eligible to receive a Certificate upon completion of the Foundation courses. These courses are described as follows:

ACCT.5010 Financial Accounting is an introduction to financial accounting within the context of business transactions and business decisions. This course is a broad introduction to using accounting information from the user's perspective with little emphasis on traditional debits, credits, journal entries and ledgers. Emphasis is placed on preparing and understanding financial statements.

FINA.5010 Business Financial Analysis introduces students to the finance function in a firm. Students are exposed to a variety of analytical techniques and to theory applied to financial decision making. Study will include effects of major financial decisions such as investment, financing, and dividends on the value of a firm, in the light of their risk-return relationship under the assumption that the maximization of shareholder wealth is the goal of management. [Prerequisite: ACCT.5010]

MKTG.5010 Marketing Fundamentals describes how marketing strategies and plans of a competitive enterprise are formulated, implemented, and adjusted over time. Behavioral, quantitative, and environmental aspects of forces affecting marketing decisions are examined.

POMS.5010 Operations Fundamentals provides students with an introduction to operation management and operation analysis. The latter furnished the student with a set of quantitative tools that are useful in designing and operating the former. These techniques are generally applicable to other functional areas/courses within the MBA program.

MGMT.5010 Organizational Behavior introduces students to management and organizational behavior. Its general purpose is to study and understand the behavior of individuals and groups in organizations. It is directed toward behavioral action components and emphasizes the close relationship between the study of organizational behavior and the practice of management.

MGMT.5110 Global Enterprise and Competition is an integrated investigation of global competitive issues to help students understand the processes of organization and technological innovation that

permit businesses to achieve competitive advantages in a global environment. This course also deals with the nature and techniques of industry analysis necessary to the formulation of effective global strategy for the firm. [Prerequisites: ACCT.5010, FINA.5010, MKTG.5010, POMS.5010, MGMT.5010]

Core Courses

Core courses total 21 credits (7 courses, 3 credits each). These courses can be taken in a blended format; some online and some in person. Core courses are described as follows:

ACCT.6010 Accounting Information for Management Decisions focuses on the manager's view as opposed to the accountant's view of the decision process and related quantitative and non-quantitative information needs. The course material examines accounting information that will achieve faster, better, and cheaper operations. New strategic cost management models, such as ABC and target costing, are explored and contrasted with traditional cost approaches.

FINA.6010 Corporate Finance relates working capital strategy, capital investment analysis, long-term financing, and capital structure decisions in a risk-return framework to the dynamics of the firm and the market in which it operates.

MKTG.6010 Analysis of Customers and Markets pursues the development of comprehensive and integrated marketing plans using industry/competitor analysis, market value chains, and forecasting. An emphasis is given to business-to-business marketing situations that require an in-depth analysis of the firms' complex organizational behavior and evolving buyer-seller relationship.

MIST.6010 Management Information Systems examines computer technologies, database management, and data communications as vehicles to improve and/or restructure business processes and decision-making effectiveness to create competitive advantage.

POMS.6010 Operations Management examines the strategic and tactical operations processes of manufacturing and service firms that foster global competitiveness. This course focuses on traditional and newer approaches including just-in-time, total quality management, MRP, flexible manufacturing systems, and capacity management that lead to an integrated operations strategy. Cost reductions, flexibility, and market responsiveness are also considered.

MGMT.6010 Managing Organization Design and Change examines how business enterprises are designed, managed and changed to operate efficiently and perform effectively within their competitive environments. It critically examines organizations that vary in terms of such characteristics as size, complexity, goals, and technology as they operate under different circumstances and at various stages of their life cycles. The role and impact of individual managers receive particular attention.

MGMT.6910 Strategy Formulation and Implementation reviews strategies for positioning a firm within its competitive environment. Fundamental concepts in strategic management; role of the CEO, levels and components of strategy, competitive analysis, and formulation and implementation of strategy are explored. [Capstone Course – Prerequisites: ACCT.6010, FINA.6010, MKTG.6010, POMS.6010, POMS.6010 and MGMT.6010]

Elective Courses

The elective coursework totals 9 credits (3 courses, 3 credits each). Electives allow students to concentrate on the areas of focus offered by the MBA program: finance, entrepreneurship, managerial leadership, information technology, and healthcare. Elective offerings can be reviewed within the [MBA course catalog here](#).

Leaves of Absence

A Leave of Absence (LOA) is a temporary interruption of studies for one or more semesters. An approved LOA at UMMS is generally not for more than one year, except in the case of students pursuing joint or dual degrees, either at UMMS or in conjunction with another degree-granting program. Leaves of Absence may have financial consequences for financial aid recipients. Please refer to the UMMS Bursar's Office or the Office of Financial Aid for details. Students should also refer to their specific UMMS Student Handbooks regarding the policies around the number of years to complete the degree. The MBA dual degree program has allotted time for students to complete both degrees with flexibility if needed. Students must adhere to their UMMS graduate/professional school's specific degree timing requirements and ensure that they are on track with those requirements.

Academic Policies

As noted in Admissions and Enrollment (above), students completing the dual degree must remain in good academic standing at UMMS in order to continue in the dual degree program. Students accepted into the dual degree program are also subject to the academic policies of UML and must remain in good standing at UML as well.

- Students enrolled in the MBA dual degree program will be subject to the criteria for Academic Review and Advancement as detailed in each UMMS graduate school's Student Handbook.
- The policies and processes of each UMMS graduate/professional school's academic evaluation board(s) are detailed in each school's student handbook.
- Student academic progress in the Dual Degree Program will also be monitored by the MBA Dual Degree Program Academic Oversight Committee (AOC). Membership of the AOC is described below.
- If a student's academic progress or student conduct is brought up as a concern at a UMMS graduate/professional school academic evaluation board, the AOC will be notified.
- A student who is not in good standing in the UMMS graduate/professional degree program may be required by that school's academic evaluation board to pause in the MBA program until satisfactory progress is made in the UMMS degree program.
- If the UMMS graduate/professional school academic evaluation board recommends that a student pause in the MBA studies, this will be communicated to the AOC.
- Determinations regarding adverse recommendations such as a pause in study in the MBA program will be made with a holistic understanding of a student's progress in both degree programs.
- Reciprocally, UMass Lowell reserves the right to consult UMMS' respective Dean of Students regarding a student's academic progress or conduct in the MBA degree program.
- If a student enrolled in the MBA dual degree program fails to make satisfactory progress in the UMMS graduate/professional degree program and is dismissed, or is dismissed for other reasons, including issues pertaining to student conduct, the student may request a transfer of academic credits from the dual degree program to UML, and may be permitted to complete the UML MBA outside of the dual degree program, subject to approval by UML. In this case, tuition and fees will be as published on the UML website at the time of transfer request.

Upon matriculation, students accepted to the MBA dual degree program will be required to sign an Academic Progress and Student Conduct Disclosure Consent Form, which allows the members of the AOC and the UMMS academic evaluation boards to contact each other should the student have academic or conduct issues in either school.

MBA Dual Degree Program Academic Oversight Committee (AOC)

The AOC will be comprised of the following individuals:

UML Manning School of Business

Dean (Co-Chair)

Graduate Program Director

UMMS

Vice Provost for Student Life (Co-Chair)

Dean, GSBS

Associate Dean for Advanced Practice Programs, GSN

Program Director

Registrar

Director of Financial Aid