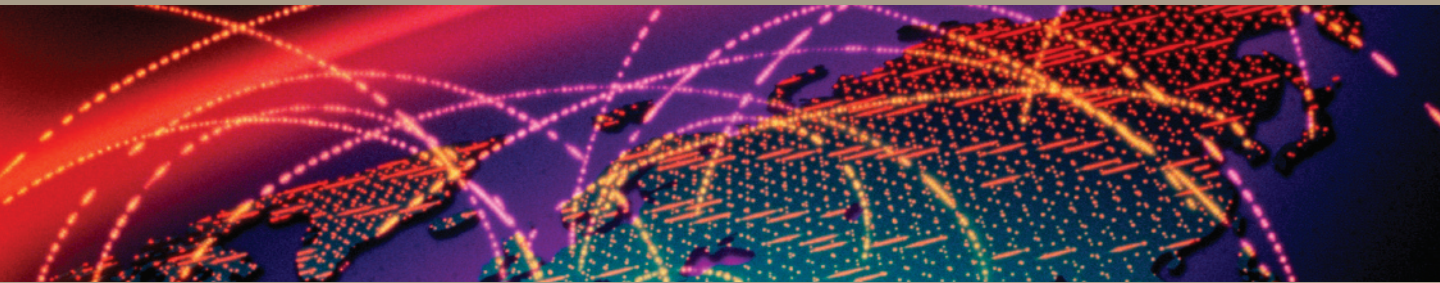


Graduate Business Programs

The Western New England College Advantage



WESTERN
NEW ENGLAND
COLLEGE



- In its annual "America's Best Colleges" ranking, *U.S. News & World Report* lists Western New England College 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
- Online classes offer convenience and flexibility, complemented by optional classroom instruction
- Individual attention and advising
- Beautiful 215-acre campus
- Free, well-lit parking
- Financial aid available to those who qualify
- Convenient payment plans and tuition reimbursement



WESTERN
NEW ENGLAND
COLLEGE

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

Western New England College
also offers graduate programs in
engineering, education, and law. Visit
www.wnec.edu/graduatestudies
for a complete list of graduate programs.

Western New England College is committed to the principle of equal opportunity in education and employment. The College does not discriminate on the basis of sex, race, color, creed, national origin, age, religion, sexual orientation, gender identity, gender expression, veteran status, 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: Executive Director of Human Resources, Western New England College, 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.



GRADUATE PROGRAMS | SCHOOL OF BUSINESS



Business as Usual Is a Thing of the Past



“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.”

Dr. Julie Siciliano
Dean
School of Business

VIEW BUSINESS FROM A NEW PERSPECTIVE

School of Business Dean Julie Siciliano has assembled a Graduate Studies Leadership Team with the vision, credentials, and commitment to transform today's emerging leaders into tomorrow's leading executives and entrepreneurs.

AACSB INTERNATIONAL ACCREDITATION: EARNED EXCELLENCE

Western New England College is the only private college in western Massachusetts accredited by the Association to Advance Collegiate Schools of Business—AACSB International—and among fewer than 10 percent 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.



Graduate Study at Western New England College

Options and Opportunities

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 beyond.

With new concentrations and study options that fit your schedule, graduate study at the Western New England College School 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 MBA and MSA programs mirror the challenges and realities of your daily business experience. Starting with your first class, you will apply what you learn the very next day. 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.

GET THERE FASTER—FOUR 11-WEEK TERMS PER YEAR

Graduate programs at the School of Business do not follow the traditional academic schedule you may be accustomed to. We've accelerated the graduate schedule to help you complete your degree faster. **With four 11-week terms, you can earn your MBA in as little as 18 months of part-time study.**

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. This experience helps them bring a real-world perspective of the business world to the classroom.



STUDY ONLINE WITH OPTIONAL CLASSROOM INSTRUCTION

Our course delivery model provides what we believe to be the ultimate in flexibility by blending online study and optional classroom instruction. We utilize our *Manhattan* virtual classroom software to deliver a distinctive program that allows you to balance the demands of life with your studies.

Each course consists of 11 classes. All 11 classes are offered online via *Manhattan*, 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, the choice is yours.

THE MANHATTAN VIRTUAL CLASSROOM—POSTING, PODCASTING, AND MORE!



Through the *Manhattan* Virtual Classroom, you can access and post assignments, view grades, and participate in chats with classmates and

your professors. Faculty also post audio recordings of lectures via Podcasts so that you can listen to or review classes at your leisure.

Manhattan was developed by Western New England College and has been used to provide online learning since 1998. It has been adopted by colleges around the globe and translated into several languages.

Learn more about this easy-to-use software at:
<http://manhattan.wnec.edu>.

IMMERSIVE CLASSROOM TECHNOLOGY—LIVE AND ONLINE

Faculty in the MBA program 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 presentation themselves. The *Manhattan* Virtual Classroom provides unique opportunities to learn at your own pace and use today's technology to enhance your learning experience.

SMALL CLASSES. BIG DIVIDENDS.

Our class sizes typically enroll no more than 25 students. This helps your professor get to know you by name and respond personally to your *Manhattan* posts and class discussions. Through the “Class” and “Team/Teacher” discussions and the “People” modules in *Manhattan*, you will interact and network with classmates whose diverse professional backgrounds bring an added dimension to the virtual classroom.



**Jill Grant, MBA Student
Manager, Client Services
The Hartford
Hartford, CT**

Jill Grant is pursuing her MBA to gain the skills that will help her to stand out in a crowded corporate environment. While a master's degree is not required by her employer, she recommends it to colleagues who want to be prepared for future advancement.

Working in the Springfield/Hartford region, Jill had many choices when it came to selecting a graduate business program. “I chose the Western New England College program because I liked the 11-week semesters and the class setup,” said Jill.

“It’s a great option if you don’t want to take a class completely online, or if you don’t want to go to campus *every* week.”





Michele Walker, MBA Student
Program Manager
Hamilton Sundstrand
Windsor Locks, CT

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

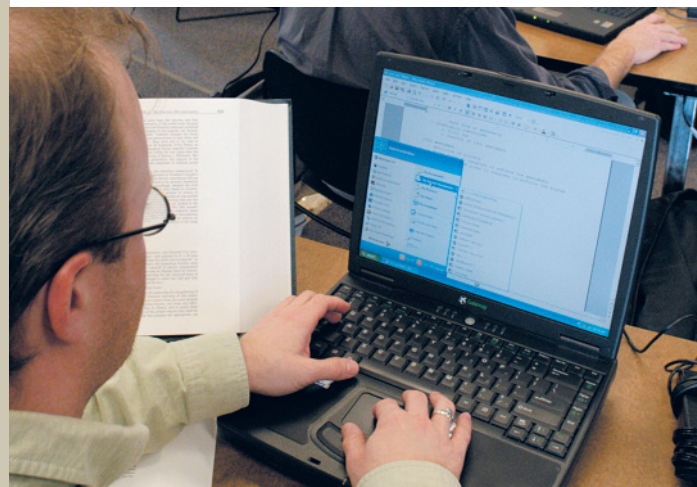
"I recommend the program to colleagues because of the convenience of the online delivery method. Being able to 'log-in' to class at any time is efficient, convenient, and very effective for me."

A CITY OF ENTREPRENEURS

In Springfield (MA) an entrepreneurial spirit is thriving, and students looking to start-up or expand their own businesses will find our programs uniquely suited to give them the important skill set to turn an idea into a thriving business venture. The participation in the Small Business Law Clinic at the new Western New England College Law and Business Center for Advancing Entrepreneurship offers all students an opportunity to learn how to make the American Dream a reality for themselves or their future clients.

RUN WITH THE BEST

Our graduate programs 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.



The MBA Program

Change. Challenge. Choice.

WE OFFER A RELEVANT CURRICULUM THAT PREPARES YOU TODAY TO FACE THE CHALLENGES OF TOMORROW.

Managing change is the 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, generate innovative solutions, and turn obstacles into opportunities.

MBA CURRICULUM OVERVIEW

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

- **Decision Making and Problem-Solving**
- **Leadership and Management**
- **Global Environmental Analysis**
- **Ethics and Social Responsibility**

MBA PROGRAM PREREQUISITES

As an AACSB International accredited program, the MBA at Western New England College requires that all applicants satisfy specific core business requirements prior to beginning the program. This core knowledge includes an introductory understanding of:

- **Accounting**
- **Finance**
- **Quantitative Methods**
- **Economics**

Students who do not have an undergraduate business degree or do not have the business requirements will need to complete the relevant undergraduate coursework in each of the prerequisite areas, or complete the *Manhattan*-assisted 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.

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



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.

Core Course Requirements

30 credit hours

BUS 605	Problem Solving: Transformation and Innovation	3 cr.
MAN 600	Team Leadership	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.

The MBA curriculum develops leadership, team-building, and change management skills.

Elective Course Requirements

6 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.

18 MONTHS START TO FINISH!

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.” Following our accelerated program of four 11-week terms per year, you can complete your degree and start exploring that earning potential in just 18 months!

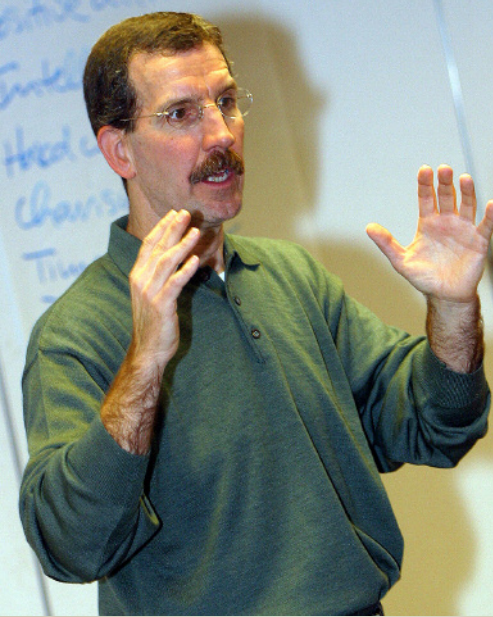
FACULTY FOCUSED ON YOU

Whether in the classroom or online, you will work closely with our full-time faculty teaching in our master’s programs. From the Dean of the School of Business to department chairs, long-standing professors to practicing business professionals, our faculty bring 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 working professionals studying part-time. That is why they make themselves accessible to students to respond to questions or concerns about coursework or career goals.

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

MBA students explore topics in business ethics and social responsibility.



Dr. Peter Hess
Professor of Management
School of Business

“We pay attention to our students and they respond to it.

“There simply is a level of interest by the faculty in the students’ development and in their progress that by all indications is very unusual. Large colleges and universities simply aren’t able to provide it. Even schools of similar size have not been as effective as we have been,” asserts Dr. Hess, an instrumental player in helping the School of Business achieve AACSB International accreditation.

“Every year our graduates come back and tell us they can’t believe what an advantage they have over students from other colleges in terms of their presentations skills, computer skills, and level of comfort they have working in groups.”



MBA Sport

In a League of Its Own

RESOURCE MANAGEMENT IS THE KEY TO THE SPORT INDUSTRY'S SUCCESS IN THE 21ST CENTURY.

Sport is a business—BIG business. In fact, it's a \$213 billion a year industry. The MBA Sport program focuses on the business side of sport. Courses discuss sport marketing, revenue, customer service, facilities planning, and entrepreneurship.

Western New England College's MBA Sport program is one of the only programs in the nation to focus on resource management. Our program is designed for working professionals, giving you the educational edge needed in the highly competitive sport industry.

The MBA Sport program combines two of the School of Business's strongest areas of study. Western New England College boasts more than 5,000 MBA alumni while the Sport Management program, the largest undergraduate major in the School of Business, enjoys an excellent reputation regionally and nationally. Western New England College graduates have gone on to work for the United States Tennis Association, the Jacksonville Jaguars, ESPN, and New Balance, to name a few.

OUR FACULTY WILL GO THE DISTANCE FOR YOU

The MBA Sport offers some of the most well respected and talented faculty in the industry and our personalized approach gives them an opportunity to get to know you as a person not just a number.



Curt Hamakawa L'83, assistant professor of sport management and director of The Center for International Sport Business, worked for over 20 years in amateur athletics at the NCAA and the United States Olympic Committee (USOC). For 16 years, he held various positions with the USOC, including associate general counsel, director of athlete services, and director of international relations. During his time at the USOC, Professor Hamakawa traveled throughout the world and cultivated professional relationships with sport executives around the globe. As a student in the MBA Sport program, you will benefit from these contacts.

WORLD CLASS—THE CENTER FOR INTERNATIONAL SPORT BUSINESS AT WESTERN NEW ENGLAND COLLEGE

Globalization has infiltrated all aspects of business, even sport. Today more than ever, sport organizations are looking to foreign markets for new sources of revenue and pools of emerging fans. Established in 2007, the Center for International Sport Business (CISB) is a forum for the study of the business of sport, but with an international focal point. The CISB organizes conferences and seminars around the business of sport and its impact on the global economy for students, scholars, industry professionals, and other interested stakeholders.

ALL THE RIGHT MOVES—COURSES DESIGNED TO GET YOU INTO THE GAME

Successful completion of the program requires 42 credits and can be finished in 18-21 months.

In addition to the MBA core course requirements, the MBA Sport curriculum includes the following sport-specific courses:

MAN 670 The Business of Sport

MAN 671 Sport Law

MAN 672 Sport Marketing

MAN 673 Elective or Sport Business Consulting/Internship Project*

Sport Electives: Includes courses related to International Sport, Collegiate Athletics Management, or Facility Development.

** Students not currently working in the sport industry will conduct a consulting internship with a sport organization.*



Dean O'Keefe
Vice President of Marketing and Sales
Basketball Hall of Fame
Springfield, MA

Springfield is home to the Naismith Memorial Basketball Hall of Fame, which has enjoyed a close association with Western New England College for many years.

Dean O'Keefe, vice president of marketing and sales for the Hall of Fame, brings a unique perspective to assessing the need for advanced education for sport industry professionals.

Says Dean, "The important thing to remember is the sport industry is as much a business as any other industry. I'm dealing with dollars and cents a lot more than I'm dealing with points and rebounds."

JD/MBA Program

A Powerful Combination

THE JD/MBA IS AN INCREDIBLE ASSET THAT CAN TRULY 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.

From labor law to contract negotiation, expertise in corporate law touches many facets of business operations. Western New England College offers you a remarkable opportunity to become one of the most versatile members of your management team.

The MBA 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 this program a unique perspective supported by valuable skill sets.

Learn proven business strategies from faculty with extensive business experience.



Brian J. Heisman JD/MBA 2007 asserts, "In business today, you need to take advantage of any tool that will increase your marketability. The JD/MBA provides a good background not just in law, but also in business enterprise. Overall, the mix of the two different programs teaches you to think in two different ways. The law program gives you an outside perspective *into* the business world. The business program offers an inside perspective looking outward. The JD/MBA simply gives you a more global education."

EARN TWO DEGREES IN JUST THREE YEARS

In cooperation with Western New England College School of Law, we offer a comprehensive business and legal curricula that can be completed in just three years of study.

You will receive two separate degrees: one in business (MBA) and one in law (JD). Pursuing both degrees allows students to take advantage of cross-credits, where 12 credits of business coursework can be applied toward the 88 credits required for the JD degree; and six (6) credits of law coursework can be applied toward the 36 credits for the MBA degree.

Students are required to apply to the MBA program through the School 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 the Law School, visit www.law.wnec.edu, contact the Law School at 413-782-1406 or email admissions@law.wnec.edu.



Tammy Hui
JD/MBA Student
Edmonton, Alberta, Canada

"Knowing that the School of Business had earned AACSB accreditation was important to me," says Tammy, who came to Western New England College to pursue her law degree but then decided to also earn her MBA through the AACSB International accredited School of Business. As a Canadian who may one day work internationally, it was important to her to attend programs that had the highest credential possible—an ABA-accredited law program and an AACSB-accredited business program.

The online/on-campus flexibility of the MBA program courses is another plus Tammy appreciates as she juggles her combined degree studies and serves as Editor-in-Chief of the *Western New England Law Review*.



Western New England College

Law and Business Center for Advancing Entrepreneurship

Owning your own business is part of the American Dream. The pursuit of that dream has made Springfield, MA, one of the fastest growing cities for entrepreneurship in the country. A rich history of invention, a strong entrepreneurial spirit, and a highly supportive network of civic organizations and area colleges make the Pioneer Valley a great place to launch or grow your own business.

STUDY AT THE INTERSECTION OF LAW AND BUSINESS

The Western New England College Law and Business Center for Advancing Entrepreneurship was established to provide graduate business and law students with an opportunity to offer practical consultation to entrepreneurs starting new and building existing small businesses in the community. This initiative builds on existing alliances within the region to use the combined resources of our School of Law and School of Business to foster new business development.

CROSS-DISCIPLINARY TEAM LEARNING

The Small Business Clinic, one of five clinics associated with the School of Law, is the cornerstone program of the Center. In conjunction with this clinic, graduate business students can elect to take a three credit course entitled Enterprise Consulting Practicum. This practicum enables law and business students to provide legal and business consultation to small businesses in the region.

Selected clients are assigned to a team consisting of two law and two business students who interview them and conduct a thorough business analysis.

Throughout the course, students meet with their faculty advisors and maintain journals and time sheets as if they were practicing lawyers and business consultants. At the final client meeting, students present their finished project, be it a contract, employee handbook, or marketing plan.

INSIGHT. EXPERIENCE. EXPERTISE.

Whether you are an entrepreneur yourself or work with small or emerging businesses, you can gain insight and expertise from national experts through the many programs offered through the Law and Business Center. Many are offered mid-day so that working professionals can attend during their lunch.

The **"How To" Entrepreneurship Institute** is a two-day business seminar designed to help entrepreneurs at every stage of the business cycle, whether you're just starting out or a seasoned pro. Topics have ranged from "How To Market Cross-culturally" to "How to Create a Succession Plan."

The **Extreme Business Makeover** invites experts in the fields of law, accounting, marketing, and finance to offer advice on entrepreneurship, marketing, profitability, and much more for two preselected local businesses.

Presented four times a year, the **Speaker Series** provides opportunities for students to gain firsthand advice and insight from some of the nation's leaders in entrepreneurship. Past speakers include Social Entrepreneur Bill Strickland, Warm Spirit CEO Nadine Thompson, Professor Robert Suggs, and Inspirational Speaker Dr. Fran Harris.

Information Sessions and **Workshops** such as "Dealing with Government Red Tape" present great opportunities for aspiring entrepreneurs to get a wealth of information about a single subject in a short amount of time.

To learn more, visit

www1.law.wnec.edu/lawandbusiness.



Aimee Griffin Munnings L'03
**Director, Law and Business Center
for Advancing Entrepreneurship**

"The Center is a catalyst for change in the community. It brings people together and infuses hope and opportunity into the surrounding area."

Aimee Griffin Munnings has devoted her career to championing business development and entrepreneurship, particularly for small business owners. She is also the founder and executive director of the New England Black Chamber of Commerce.

"We all have the capacity to be social engineers," Munnings recently told Springfield's *Unity First News*, which named her a 2008 "Leader by Example." In 2007, Munnings was honored as *Western Mass Business Woman Magazine's* "Business Woman of Distinction" and was named one of the "Up and Coming" attorneys of the year by *Mass Lawyers Weekly*.



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 degree, successful graduates earn two degrees in less time by taking advantage of credits for courses that can be applied to both programs.

MSEM PROGRAM

The School of Engineering is accredited by the Accreditation Board for Engineering and Technology (ABET). Our interdisciplinary program integrates engineering and business courses, including core courses in engineering administration, quality assurance, and the economic impact of engineering decisions.

You will be prepared to help your organization make the most effective use of its resources: people, equipment, capital, materials, information, and energy. You will learn proven strategies to increase productivity, encourage flexibility, and focus on customer satisfaction.

The MSEM degree is earned after 30 credit hours of study. You 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 THREE YEARS

Completing both degrees separately would require 66 credits of coursework. The combined degree would require 54 credits of coursework, taking advantage of 12 cross-credits from the two programs.

You will complete seven engineering management courses and your first three courses in the MBA program.

The MBA courses include:

- | | | |
|----------------|-------------------------------------|-------|
| BUS 605 | Problem-solving and Decision Making | 3 cr. |
| BUS 610 | Changing Business Environment | 3 cr. |
| MAN 600 | Team Leadership | 3 cr. |

Upon completion of the Master of Science in Engineering Management, you will complete the MBA application and be formally admitted into the MBA program. At this time you will finish the remaining 24 credit hours to earn your MBA. As a MSEM/MBA candidate, the GMAT requirement will be waived since you will hold a Master's degree with six or more credits of quantitative content.

For a complete list of course descriptions, visit:

www.wnec.edu/catalogue

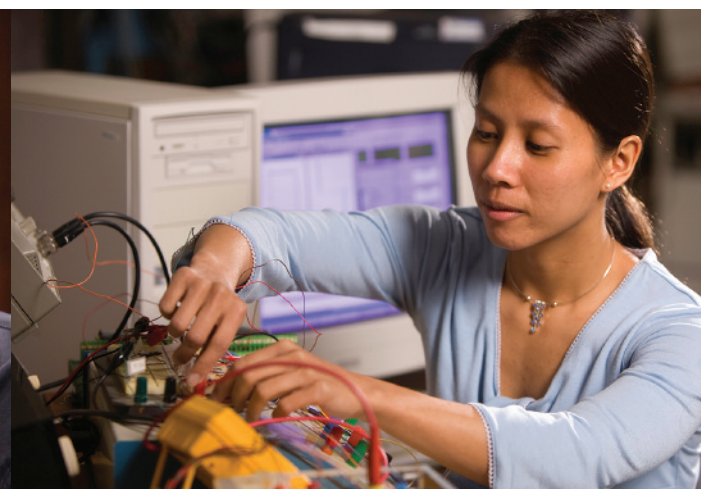


Dr. Thomas Keyser
Professor and Chair of the
Industrial Engineering Department
School of Engineering

"The MSEM/MBA program capitalizes on the combined strengths of our business and engineering faculty. From the business faculty, students learn about the environment beyond engineering and where they fit in to the overall corporate hierarchy.

"The engineering management faculty provides a set of engineering tools, analysis and software based solutions, so engineers can evaluate engineering related projects, personnel, and financial decisions. For example, students learn how to analyze the value of a potential engineering project and present its merits and deficits to management in a comprehensive and understandable format," says Dr. Keyser.

Dr. Keyser came to Western New England College six years ago as a trained ABET evaluator and has led accreditation efforts. He has published over 30 works in multiple journals and conference proceedings and has received over \$1.5 million in funding from organizations such as the National Science Foundation, National Institute of Standards and Technology, GTE, and General Electric Aircraft Engines.



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.

With four 11-week terms, the part-time evening program can be completed in as little as 15 months. An accelerated full-time option can be completed in 10 months.

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 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 Taxation	3 cr.
AC 419	Auditing and Assurance Services	3 cr.
FIN 214	Introduction to Finance	3 cr.

Core Courses

21 credit hours

AC 607	Ethics in the Accounting Profession	3 cr.
AC 610	Cost-Based Decision Making	3 cr.
AC 611	Municipal and Fund Accounting	3 cr.
AC 614	Advanced Topics in Taxation	3 cr.
AC 620	Advanced Topics in Auditing	3 cr.
AC 622	Accounting Theory and Contemporary Issues	3 cr.
FIN 630	Managerial Finance	3 cr.

Other Business Courses

9–12 credit hours

The other business courses requirement may be satisfied with any graduate courses offered by the School 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:
www.wnec.edu/catalogue



Dr. John Coulter
Director of the MSA Program
Chair of the Department of Accounting and Finance, and AACSB Coordinator
School of Business

Dr. John Coulter doesn't just teach his students the skills to sit for the CPA Exam, he practices what he preaches. In 2006, Dr. Coulter received the Gold Medal for earning the highest score on the CPA Exam in Massachusetts.

With his intimate knowledge of the exam, Dr. Coulter and his faculty continue to refine the MSA program, consulting professionals from the Big Four public accounting firms and other accounting professionals to keep our students on the leading edge of best business practices.



NEW MSA Concentrations



The MSA program at Western New England College has been expanded to offer two new concentrations in Forensic Accounting/Fraud Investigation and Taxation 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.

“The two new MSA concentrations will afford our students the opportunity to pursue a more focused set of electives as they pursue their degree, and should position them well for career advancement in any accounting position.”

Dr. John Coulter
Director of the MSA Program
School of Business

FORENSIC ACCOUNTING/FRAUD INVESTIGATION CONCENTRATION

The Sarbanes-Oxley Act, which was passed in response to multibillion dollar corporate scandals, has created a strong demand for forensic accountants. 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 College’s accounting and business law faculty, the program will provide advanced training for accountants in fraud investigation, forensic accounting, and litigation support.

Required Concentration Courses

9 credit hours

AC 692	Introduction to Fraud	3 cr.
AC 693	Forensic Accounting/Systems	3 cr.
BL 690	Law for Accountants	3 cr.

TAXATION CONCENTRATION

The Sarbanes-Oxley legislation has also led to a greater demand for tax expertise and for more tax practitioners. 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.

The Taxation Concentration is pending final approval and is tentatively scheduled to begin in the fall of 2008.



Lindsay Ermo-Owens MSA '07
Associate Auditor
PricewaterhouseCoopers
Simsbury, CT

“I think that the Big Four accounting firms view Western New England College as offering excellent programs,” says Lindsay Ermo-Owens who chose to pursue her MSA degree directly after earning her bachelor’s degree in preparation for her first accounting position at PricewaterhouseCoopers.

“The online/on-campus format offered great flexibility and was a great choice for me and my schedule. Online or in-person, the professors really care about you. They are always available to answer your questions and are very helpful and knowledgeable. You can tell they really love to teach!”



The Admissions Process

Graduate Business Programs



When to Apply for Admission

Western New England College has a “rolling” admissions policy, not a set admission deadline, which gives students greater flexibility in applying. The College urges MBA and MSA 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 School of Business informs applicants of admission decisions. MBA candidates have the option of starting in the fall, winter, or spring terms. MSA candidates can start in any of the four graduate terms offered — fall, winter, spring, or summer.

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 College.

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 College financial aid at that time.

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.

For a detailed overview of the Academic Calendar, visit:
www.wnec.edu/graduatestudies

Application Requirements

Applicants to the graduate programs offered through the School 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), 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*.
2. Official transcripts from all undergraduate and graduate institutions attended.
3. Two Recommendation Forms with letters sent directly to the College by the evaluators.
4. Two essay responses.
5. An official score report for the GMAT 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 about waiving the GMAT.
6. A current résumé.

* The \$30 application fee can be waived if a Western New England College alumnus/a signs the application.



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,” says MBA alumnus Willie Deese who is responsible for Merck’s Global Manufacturing and Operational Excellence functions, leading an organization of more than 15,000 employees spanning 31 plants in 25 countries. He also has responsibility for a procurement transformation that is projected to save the pharmaceutical giant \$1.2 billion over five years.

“We live in a very dynamic, global, competitive environment where the ability to adapt to, 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.”



Send all application materials to:

Admissions Office

Western New England College
1215 Wilbraham Road
Springfield, MA 01119-2684

Transfer Credit

Students may request the transfer of up to 6 credit hours for the MSA 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).

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 School of Business. Your advisor will assist you with the registration process and other academic related issues.

For more information

1-800-325-1122 ext. 1517
413-782-1517
study@wnec.edu

Visit

www.wnec.edu/graduatestudies
to learn more about:

- Upcoming Information Sessions
- Download an Application for Admission
- Course Schedules
- Current Catalogue
- Academic Calendar
- Program Curricula
- *Manhattan* Virtual Classroom
- Tuition and Financial Aid

A Quality Investment

Financing Your Education

Tuition

Visit our website at www.wnec.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 six credit hours per term. Western New England College 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 College'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 College via the Federal Direct Student Loan program. Federal Stafford Loans obtained elsewhere are not accepted at Western New England College.

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 Scholarship

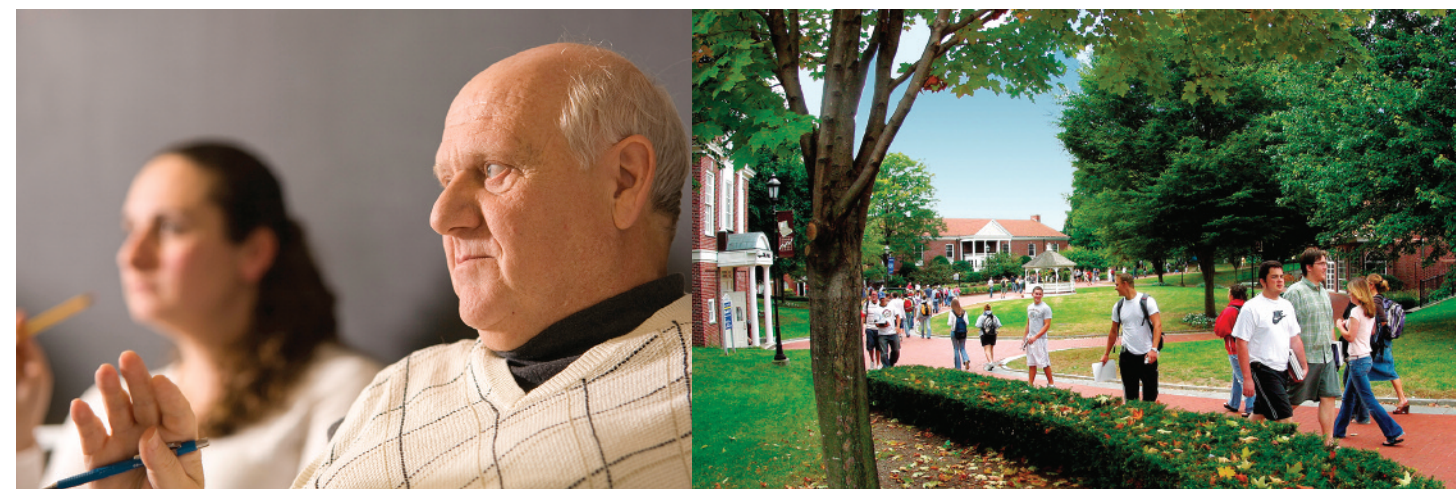
Adult Learner Scholarships are awarded to degree-seeking graduate students. Eligible students must have a financial need. In order to be considered for this scholarship, you will need to submit the FAFSA.

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 reimbursement to be processed by the employer. 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 www.wnec.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 Office website at <http://www1.wnec.edu/sas/>, and click on "Making a Payment."



Graduate Studies Faculty



Julie Siciliano

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



Marilyn Pelosi

Associate Dean, Director of MBA Programs, and Professor of Business Information Systems
Sc.B., Brown University
M.S.I.E.O.R., Ph.D., University of Massachusetts



John Coulter

Director of the MSA program, Chair of the Department of Accounting and Finance, and AACSB Coordinator, School of Business
B.B.A., M.S., Ph.D., University of Massachusetts

Lynn W. Bakstran

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

Tuncay Bayrak

Associate 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

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

R. Loring Carlson

Professor of Finance
B.S.B.A., Northeastern University
J.D., University of Connecticut
School of Law
LL.M., Boston University School of Law

Bruce Clemens

Assistant Professor of Management
B.S., Cornell University
M.P.A., Harvard University
Ph.D., University of Tennessee

Daniel Covell

Associate Professor of Sport Management
B.A., Bowdoin College
M.S., Ph.D., University of Massachusetts

Jeanie Forray

Associate Professor of Management
B.A., University of California Berkeley
Ph.D., University of Massachusetts

Janelle Goodnight

Associate Professor of Marketing
B.A., University of Wyoming
M.S., Ph.D., Florida State University

Sang-Kyu Lee

Assistant Professor of Accounting
B.A., Seoul National University
M.A., Yonsei University
M.B.A., Boston University
D.B.A., Boston University

Sharon Lee

Associate Professor of Accounting
B.S., University of Kentucky
M.B.A., University of Kentucky
D.B.A., University of Kentucky

Jerzy J. Letkowski

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

May H. Lo

Professor of Accounting
M.S., University of Massachusetts
Ph.D., Drexel University

Li Qin

Assistant Professor of Business Information Systems
B.A., B.S., Tianjin University
M.B.A., Rutgers University
Ph.D., Rutgers University

David Russell

Associate Professor of Business Information Systems
B.A., University of Wisconsin
M.S., Rensselaer Polytechnic Institute
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

Robert Statchen

Assistant Clinical Professor of Law/Professional Educator
B.A., Clark University
J.D., Chicago-Kent College of Law
M.B.A., University of Connecticut
LL.M., Boston University

Sharianne Walker

Associate Professor of Sport Management
B.A., Smith College
M.S., Ph.D., University of Massachusetts



Getting Around



- 1. Kevin S. Delbridge Welcome Center**
Undergraduate Admissions
Graduate Studies
& Adult Learning
Professional Development
& Off-Campus Programs
Pharmacy Offices
Academic Scheduling
Visitors Center
- 2. Herman Hall**
Classrooms/Laboratories
School of Arts and Sciences
- 3. Joseph J. Deliso Sr. Hall**
Administration
Controller's Office
Payroll
Student Disability Services
- 4. Emerson Hall**
Classrooms
- 5. D'Amour Library**
Digital Learning Center
Educational Technology Center
Student Administrative Services
TV Studio/Classroom
Java City Café
- 6. Churchill Hall**
Classrooms
Information Technology
School of Business
- 7. D. J. St. Germain Campus Center**
Bookstore
Campus Events
Campus Ministry
CareerCenter
Convenience Store
Counseling
Dean of Students
Dining Halls
Diversity Programs

Food Court
Freshman & Transfer Programs
Human Resources
Java City Café
Residence Life
Student Activities

- 8. Sleith Hall**
Classrooms/Laboratories
School of Engineering
- 9. Rivers Memorial Hall**
Drama/Music Programs
Radio Station
Student Publication Offices
- 10. S. Prestley Blake Law Center**
School of Law
- 11. Law Clinics**
- 12. Marketing and External Affairs**
- 13. Marketing and External Affairs**
- 14. Faculty Offices**
- 15. Faculty Offices**
- 16. Commonwealth Hall**
Residence Hall
- 17. Windham Hall**
Residence Hall
- 18. LaRiviere Center**
Residential Living and Learning Center
- 19. Evergreen Village Townhouses**
Resident Townhouses
- 20. Campus Utilities Building**
Campus Post Office
Facilities Management
Printing Services
Procurement Services

- 21. Franklin Hall**
Residence Hall
- 22. Hampden Hall**
Residence Hall
- 23. Berkshire Hall**
Residence Hall
- 24. Tennis Courts**
- 25. Golden Bear Multipurpose Turf Stadium**
- 26. George E. Trelease Memorial Baseball Park**
- 27. Suprenaut Field**
Soccer Field
- 28. Alumni Healthful Living Center**
Athletics
Health Services
- 29. Softball Field**
- 30. Public Safety**
- 31. Plymouth Residence Complex**
- 32. ROTC**
- 33. Advancement Office**
- 34. Faculty Offices**
- 35. Advancement Operations**
- 36. Residence Houses**
- 37. Residence House**
- 38. Gateway Village**
Resident Apartments