

# Drexel University

## Catalog 2008/2009

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### **The LeBow College of Business**

Graduate business programs at Drexel University's LeBow College of Business provide a high-quality education which blends theory and practice. Designed to fill the needs of a diverse population, LeBow College's graduate business programs enable students to round out their educational requirements in a way that suits them.

The Drexel MBA at LeBow College enrolls approximately 800 students representing diverse backgrounds, 30 percent of whom are enrolled full-time. Approximately 60 percent of the full-time students are international. These students hail from more than 40 countries in Asia, the Pacific Rim, Europe, South America and Canada.

With backgrounds in both business experience and scholarly publications, Drexel business faculty combine strengths in teaching and research. They also enjoy strong ties with the corporate community. Corporate and entrepreneurial leaders add to the full-time faculty by coming to campus as guest lecturers or adjunct professors.

LeBow College of Business is among just 25 percent of business schools nationwide accredited by AACSB-- Association to Advance Collegiate Schools of Business. This status has been granted in recognition of the College's academic standards and curricular quality, the stature of its faculty and the resources it offers.

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### The LeBow College of Business

#### Facilities

Major advances in the technologies used in the corporate world are being constantly matched by upgrades on campus. LeBow College classrooms and seminar rooms are designed as professional-quality settings for student discussions and presentations.

Centers of Excellence are catalysts for research and innovation, think tanks for nationally significant trends and issues, and incubators for opportunities in business and integration among disciplines. LeBow's Centers of Excellence provide students with meaningful experiential learning and impact the performance of business in our region and around the world.

- Center for International Business and Economics
- Center for Corporate Governance
- Sovereign Institute for Strategic Leadership
- Laurence A. Baiada Center for Entrepreneurship in Technology
- Center for Research Excellence
- Center for Teaching Excellence

MBA Career Services optimizes MBA students' career management and job searches with resources available 24/7, including workshops, and programs InterviewStream™; and the Career Gateway, which provides a variety of essential career tools to assess leadership potential and develop an effective career plan.

The LeBow Network sponsors forums, lectures and events. These events enhance the educational experience and provide opportunities for students to meet and interact with fellow professionals

Student organizations such as LeBow Graduate Student Association (LGSA) and Drexel Women in Business (DWIB) make the LeBow experience more comprehensive.

#### Leonard Pearlstein Business Learning Center

Housed in the Center for Corporate and Executive Education in the state-of-the-art Leonard Pearlstein Business Learning Center at 33rd and Market, the Executive MBA program is LeBow's accelerated and integrated program designed to enable experienced professionals to leverage valuable work experience to maximize their leadership potential.

Made possible by a generous gift from George Krall '58 and his wife, Lois, the Center features the latest in classroom decor and technology, flexibly designed to comfortably accommodate business professionals.

Thanks to the gracious generosity of Drexel Trustee Melba Pearlstein and her family, LeBow students now have the distinct advantage of learning the intricacies of business in an ultramodern facility that combines high technology classrooms with a sophisticated corporate learning environment.

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### M.S. in Accounting

Total credits: 57.0

Additional information for students with limited background in accounting, and for students intending to maintain accounting skills and improve their accounting education is listed below the degree requirements.

#### Degree Requirements

<b>Enterprise management courses</b>		<b>6.0 Credits</b>
BUSN 501	<b>Measuring and Maximizing Financial Performance</b>	3.0
BUSN 502	<b>Essentials of Economics</b>	3.0

<b>Required core courses</b>		<b>12.0 Credits</b>
ACCT 601	<b>Managerial Accounting</b>	3.0
ECON 601	<b>Managerial Economics</b>	3.0
FIN 601	<b>Corporate Financial Management</b>	3.0
STAT 601	<b>Business Statistics</b>	3.0

<b>Required accounting courses</b>		<b>24.0 Credits</b>
ACCT 622	<b>Advanced Financial Accounting</b>	3.0
ACCT 623	<b>Financial Accounting Theory</b>	3.0
ACCT 631	<b>Advanced Managerial Accounting</b>	3.0
ACCT 640	<b>Auditing Theory and Philosophy</b>	3.0
ACCT 650	<b>Accounting Information Systems</b>	3.0
ACCT 790	<b>Seminar in Accounting</b>	3.0
TAX 620	<b>Individual Taxation</b>	3.0
TAX 630	<b>Corporate Taxation</b>	3.0

<b>Electives*</b>	<b>15.0 Credits</b>
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*Additional elective courses may be acceptable with the permission of the Department Head or MS Accounting Advisor.*

ACCT 620	<b>Asset Valuation and Income Determination</b>	3.0
ACCT 621	<b>Liability and Equity Valuation</b>	3.0
ACCT 636	<b>International Accounting</b>	3.0
ACCT 698	<b>Special Topics in Accounting</b>	3.0
BLAW 620	<b>Legal Aspects of Employment</b>	3.0
BLAW 698	<b>Special Topics in Business Law</b>	3.0
ECON 610	<b>Microeconomics I</b>	3.0
ECON 614	<b>Macroeconomics</b>	3.0

FIN 649	<b>Comparative Financial Analysis</b>	3.0
MIS 611	<b>Management Information Systems</b>	3.0
MIS 641	<b>MIS Policy &amp; Strategy</b>	3.0
MIS 630	<b>Interactive Decision Support Systems</b>	3.0
POM 601	<b>Operations Management</b>	3.0
POM 620	<b>Management of Manufacturing Firms</b>	3.0
STAT 622	<b>Statistical Decision Theory I</b>	3.0
TAX 611	<b>Tax Research</b>	3.0
TAX 615	<b>Tax Practice and Procedure</b>	3.0
TAX 631	<b>Advanced Corporate Taxation</b>	3.0
TAX 650	<b>Estate and Gift Taxation</b>	3.0
TAX 660	<b>Tax Basis for Decision Making</b>	3.0
TAX 698	<b>Special Topics in Taxation</b>	3.0
TAX 790	<b>Tax Policy Seminar</b>	3.0
MGMT 698	<b>Business Communication</b>	3.0
BUSN 751	<b>Special Topics in CIE</b>	3.0

**\*At least two elective graduate courses must be in accounting (ACCT) or tax (TAX).**

**Students with limited background in accounting:**

Students with limited background in accounting will require a total of 60 credits to complete the program and are required to take ACCT 620 and ACCT 621 as electives. These courses are prerequisites to the program requirements ACCT 622, ACCT 623, and ACCT 601.

*Note:* ACCT 620 is only offered in the **Fall** term and ACCT 621 is only offered in the **Winter** term. Therefore, it is imperative that these prerequisite courses be taken during the first Fall and Winter term after entering the program. Students should be aware that cycling of these courses makes for difficulty in scheduling for full-time students entering in the Winter or Spring terms, since two of the three terms will pass before a fundamental prerequisite course is offered.

**Students intending to maintain accounting skills/ improve accounting education:**

Students with undergraduate degrees in Accounting from AACBS accredited schools are not required to take all the ACCT 601, ACCT 620, or ACCT 621, but may begin the required accounting courses in the M.S. Accounting program immediately. Students who fulfill the waiver requirements may obtain credit from ACCT 601 as an elective toward the degree.

In addition, if the requirements for waiving 601-level graduate courses are met, students may be able to waive either FIN 601 or STAT 601. Consequently, for a student with an undergraduate degree in Accounting from an AACSB school, waiver of BUSN 501 and BUSN 502 would reduce the total number of credits to 54; a waiver of ACCT 602 would reduce the total credits to 51; a waiver of FIN 601 or STAT 601 would reduce the total number of credits to 48.

Students should contact the Accounting and Tax Department for additional information.

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### M.S. in Finance

Total credits: 54.0

#### Degree Requirements

Enterprise management courses		Credits
BUSN 501	Measuring and Maximizing Financial Performance	3.0
BUSN 502	Essentials of Economics	3.0
<b>Required core courses</b>		
STAT 601	Business Statistics	3.0
ECON 601	Managerial Economics	3.0
ACCT 601	Managerial Accounting	3.0
OPR 602	Managerial Decision Models and Simulation	3.0
<b>Required finance courses</b>		
FIN 601	Corporate Financial Management	3.0
FIN 602	Advanced Financial Management	3.0
FIN 622	Financial Institutions and Markets	3.0
FIN 626	Investment Management	3.0
FIN 790	Seminar in Financial Management	3.0
or		
FIN 794	Seminar in Investments	3.0
<b>Elective graduate courses (students select seven of the following courses)*</b>		
ACCT 620	Asset Valuation and Income Determination	3.0
ACCT 621	Liability and Equity Valuation	3.0
ACCT 622	Advanced Financial Accounting	3.0
ECON 610	Microeconomics	3.0
ECON 614	Macroeconomics	3.0
ECON 630	International Economics	3.0
FIN 624	Risk Management	3.0
FIN 635	Entrepreneurial Finance	3.0
FIN 640	Mergers and Acquisitions	3.0
FIN 648	International Financial Management	3.0
FIN 649	Comparative Financial Analysis	3.0
FIN 650	Derivative Securities	3.0
POM 601	Operations Management	3.0
STAT 622	Statistical Decision Theory I	3.0
STAT 628	Regression and Correlation Analysis	3.0
TAX 620	Individual Taxation	3.0
TAX 630	Corporate Taxation	3.0
TAX 790	Tax Policy Seminar	3.0

\*At least two electives must be finance courses. Courses other than those listed are acceptable with approval of the Finance Department Head or the MS Finance Advisor.

Additional specialization can be achieved by concentrating the seven electives in one of the following fields: banking, investments, or systems management.

# Drexel University

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### Professional MBA

#### Goals of the MBA Program

Drexel University's innovative, high-quality MBA program is recognized for its excellence and for its preparation of students for successful professional careers. We seek to attract and retain students with excellent undergraduate academic records and a commitment to graduate education, along with a Graduate Co-op focus. From its inception, Drexel has been a technology-oriented university, and we are committed to focusing our graduate curricula to reflect the importance and use of technology in both business and not-for-profit organizations.

The MBA program is designed to:

- *Integrate the foundations of business, problem-solving, and decision-making skills; organization theory; and practical aspects of institutional management*
- *Prepare students for managerial positions in business and other institutions*
- *Offer specializations in various areas of management*
- *Capitalize on communication skills, people skills, global perspectives, technological competence, pragmatic emphasis, and ethical perspectives*
- *Offer students the opportunity to participate in the Graduate Co-op option, in which they hold a full-time management position for a six-month period once they have completed about half of their graduate program*

#### Academic Preparation

All applicants to master's programs in business are expected to hold a four-year baccalaureate degree or its equivalent from an accredited institution. The curriculum assumes that the student has knowledge of calculus. In addition, the curriculum assumes that students have personal access to and working knowledge of personal computers to facilitate their academic work. Please note that introductory microeconomics and introductory macroeconomics courses are prerequisites to all advanced-level courses in economics.



# Drexel University

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### **Professional MBA**

#### **Academic Preparation**

All applicants to master's programs in business are expected to hold a four-year baccalaureate degree or its equivalent from an accredited institution. The curriculum assumes that the student has knowledge of calculus. In addition, the curriculum assumes that students have personal access to and working knowledge of personal computers to facilitate their academic work. Please note that introductory microeconomics and introductory macroeconomics courses are prerequisites to all advanced-level courses in economics.

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### Professional MBA

Total credits (single concentration): 51.0

#### Curriculum

Enterprise Management Sequence		Credits
BUSN 501	Measuring and Maximizing Financial Performance	3.0
BUSN 502	Essentials of Economics	3.0
Functional Core Sequence		
ACCT 601	Managerial Accounting	3.0
ECON 601	Managerial Economics	3.0
FIN 601	Corporate Financial Management	3.0
MKTG 601	Marketing Strategy and Planning	3.0
POM 601	Operations Management	3.0
STAT 601	Business Statistics	3.0
Technology Management Sequence		
MGMT 602	Management and Technology Innovation	3.0
MIS 611	Management Information Systems	3.0
or		
MIS 641	MIS Policy & Strategy	
Leadership Sequence		
ORGB 625	Leadership and Professional Development	3.0
ORGB 631	Leading Effective Organizations	3.0
MGMT 780	Strategic Management	3.0
Electives		
Four elective (or concentration) courses		12.0

**Concentration Courses.** Investment Management, Management Information Systems, Marketing Concentration, Organization Management

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### Professional MBA

#### Concentrations

Students select one of the following areas of concentration.

#### Accounting Concentration 9.0 Credits

##### Required course(s)

ACCT 790	<b>Seminar in Accounting</b>	3.0
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##### Two of the following\*

ACCT 620	<b>Asset Valuation and Income Determination</b>	3.0
ACCT 621	<b>Liability and Equity Valuation</b>	3.0
ACCT 622	<b>Advanced Financial Accounting</b>	3.0
ACCT 623	<b>Financial Accounting Theory</b>	3.0
ACCT 631	<b>Advanced Managerial Accounting</b>	3.0
ACCT 640	<b>Auditing Theory and Philosophy</b>	3.0
ACCT 650	<b>Accounting Information Systems</b>	3.0

#### Business electives

Students are encouraged to take 6.0 credits of business courses (accounting courses are acceptable) that will benefit career goals.

\*Other M.S. accounting courses are acceptable, with permission of the student's advisor. Students with undergraduate degrees in accounting will choose two of the following courses for their concentrations: ACCT 623, ACCT 631, or ACCT 650..

#### Economics Concentration 9.0 Credits

##### Required course(s)

ECON 614	<b>Macroeconomics</b>	3.0
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##### Two of the following

ECON 616	<b>Public Finance and Cost-Benefit Analysis</b>	3.0
ECON 630	<b>International Economics</b>	3.0
ECON 650	<b>Game Theory</b>	3.0
ECON 661	<b>Health Economics</b>	3.0
ECON 662	<b>Economic Analysis of Health Systems</b>	3.0
INTB 632	<b>Economic Analysis of Multinational Corporations</b>	3.0
ECON 790	<b>Seminar in Managerial Economics</b>	3.0

#### Entrepreneurship Concentration

**9.0 Credits**

##### Required course(s)

MGMT 652	<b>New Venture Planning</b>	3.0
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**Two of the following:**

MGMT 650	<b>Corporate Venturing</b>	3.0
MGMT 653	<b>Practicum in Entrepreneurship</b>	3.0
BLAW 646	<b>Legal Issues in New Ventures</b>	3.0
FIN 635	<b>Entrepreneurial Finance</b>	3.0
MKTG 638	<b>New Product Development</b>	3.0

**Financial Management Concentration 9.0 Credits**

**Required Courses**

FIN 602	<b>Advanced Financial Management</b>	3.0
FIN 790	<b>Seminar in Financial Management</b>	3.0

**One of the following**

FIN 635	<b>Entrepreneurial Finance</b>	3.0
FIN 640	<b>Mergers and Acquisitions</b>	3.0
FIN 642	<b>Business Conditions and Forecasting</b>	3.0
FIN 648	<b>International Financial Management</b>	3.0

**Health Care Management Concentration 9.0 Credits**

**Required Courses**

ECON 661	<b>Health Economics</b>	3.0
ECON 662	<b>Economic Analysis of Health Systems</b>	3.0
MIS 650	<b>Management of Health Care Information Systems</b>	3.0

**International Business Concentration 9.0 Credits**

**Chose any of the following courses**

ECON 630	<b>International Economics</b>	3.0
INTB 620	<b>International Business Management</b>	3.0
INTB 790	<b>Seminar in International Business</b>	3.0
INTB 632	<b>Economic Analysis of Multinational Corporations</b>	3.0
ECON 790	<b>Seminar in Managerial Economics</b>	3.0
FIN 648	<b>International Financial Management</b>	3.0
MKTG 630	<b>Global Marketing</b>	3.0

**Investment Management Concentration 9.0 Credits**

**Required Courses**

FIN 624	<b>Risk Management</b>	3.0
FIN 626	<b>Investment Management</b>	3.0

**One of the following**

FIN 622	<b>Financial Institutions and Markets</b>	3.0
FIN 642	<b>Business Conditions and Forecasting</b>	3.0
FIN 649	<b>Comparative Financial Analysis</b>	3.0

FIN 650	<b>Financial Derivatives</b>	3.0
FIN 794	<b>Seminar in Investments</b>	3.0

**Management Information Systems Concentration 9.0 Credits**

**Three of the following courses**

MIS 620	<b>Telecommunications Management</b>	3.0
MIS 624	<b>E-commerce Systems I</b>	3.0
MIS 632	<b>Database Analysis and Design for Business</b>	3.0
MIS 698	<b>Special Topics in MIS</b>	3.0

Students also can take either MIS 611 (Introduction to MIS) or MIS 641 (MIS Policy and Strategy) if they did not take that course to fulfill the requirement for the Technology Management Sequence.

It is also recommended that all students pursuing an MIS concentration take MGMT 655 (Knowledge Management in a Global Economy) as a free elective.

**Marketing Concentration 9.0 Credits**

**Required Courses\***

MKTG 652	<b>Marketing Information: Management and Research</b>	3.0
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**Two of the following courses**

MKTG 622	<b>Buyer Behavior Theory</b>	3.0
MKTG 624	<b>Channels of Distribution Management</b>	3.0
MKTG 628	<b>Logistics and Supply Chain Management</b>	3.0
MKTG 630	<b>Global Marketing</b>	3.0
MKTG 632	<b>Sales Management Seminar</b>	3.0
MKTG 634	<b>Integrated Marketing Communications Management</b>	3.0
MKTG 636	<b>Business-to-Business Marketing</b>	3.0
MKTG 638	<b>New Product Planning, Strategy, and Development</b>	3.0
MKTG 646	<b>Services Marketing</b>	3.0
MKTG 650	<b>Marketing Management in the New Economy: Cases and Problems</b>	3.0
MKTG 790	<b>Seminar in Marketing</b>	3.0

\*It is also recommended that all students pursuing a Marketing concentration take MKTG 790 as a free elective.

**Organization Management Concentration 9.0 Credits**

**Three of the following courses\***

MGMT 640	<b>Strategic Human Resource Management</b>	3.0
MGMT 650	<b>Corporate Venturing: Entrepreneurs in Organizations</b>	3.0
MGMT 655	<b>Knowledge Management in a Global Economy</b>	3.0
MGMT 685	<b>Implementing Strategies Using Project Teams</b>	3.0

\*It is also recommended that all students pursuing an Organization Management concentration take the remaining (fourth) course from the concentration area as a free elective.

12.0 Credits

**Production and Operations Management Concentration**

**Three of the following courses\***

POM 620	<b>Management of Manufacturing Firms</b>	3.0
POM 622	<b>Materials Management</b>	3.0
POM 624	<b>Management of Service Firms</b>	3.0
POM 625	<b>Advanced Supply Chain Management</b>	3.0

**One of the following courses**

OPR 620	<b>Operations Research I</b>	3.0
OPR 622	<b>Operations Research II</b>	3.0
STAT 924	<b>Multivariate Continuous Analysis</b>	3.0
STAT 636	<b>Experimental Design</b>	3.0

\*The remaining POM courses may also be used to fulfill the requirement. For example, taking all four of the above POM courses will be sufficient to earn the concentration.

9.0 Credits

**Taxation Concentration**

**Required course(s)**

TAX 611	<b>Tax Research</b>	3.0
TAX 790	<b>Tax Policy Seminar</b>	3.0
	<b>Plus any graduate-level (600) tax elective</b>	3.0

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### **Executive MBA**

The LeBow Executive MBA is LeBow's accelerated and integrated program designed to help experienced professionals leverage valuable work experience to maximize leadership potential. The Executive MBA Program is closely aligned with the needs of students and the business community and centers around five relevant and comprehensive modules: Enterprise Management, Functional Core, Technology Management, Industry Perspectives and Strategic Leadership.

The program is designed for students to learn within a small group of fellow students who begin and complete the program together. Students actively learn from faculty, as well as fellow classmates. Networking for executives is a crucial part of the Executive MBA experience and connecting with the right people is even more important. The program also includes leadership and communications coaching.

The curriculum is distinct from that of a traditional MBA, which emphasizes knowledge a practitioner needs; the EMBA Program focuses on what decision makers need to know.

#### **Program Delivery**

The Executive MBA Program begins each September with a three-day immersion phase where students spend a concentrated period working with fellow students and laying the foundations for subsequent coursework and collaboration. The program meets one Friday and two Saturdays to minimize time away from the office and home while keeping students on a steady path to completion in 20 months. One week per month is an on-line or project week. In addition, the program includes off-campus learning during the summer months at the end of the program.

Students participate in a capstone workshop co-taught by Drexel University and Wharton School faculty at the Aresty Institute of Executive Education at the Wharton School, followed by an international residency overseas.

For additional information about the program, visit the Executive MBA web page..

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### **Executive MBA**

#### **Admission Requirements**

The EMBA program has separate admission procedures. A personal interview is required. Students admitted to the program have, on average, 15 years of work experience and significant potential for advancement in their organizations. Students must be admitted to the Executive MBA program to register for EMBA cohorted classes. For further information, please contact:

Elie Farhat  
Director  
Executive MBA Program  
215-895-6629  
[elie.farhat@drexel.edu](mailto:elie.farhat@drexel.edu)



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### **Executive MBA**

#### **Curriculum**

A major strength of the LeBow Executive MBA program is the focus on leadership development. At the core of this instruction is a team-based learning approach. Designed to help enhance the transfer of experiences, each student will progress through the program in diverse teams of three to five members, working on as many as 20 different assignments throughout the program. Both orientation sessions involve team building exercises in which students work together to achieve common goals.

The Executive MBA is closely aligned with the needs of students and the business community and centers around five relevant and comprehensive modules. Starting with Enterprise Management, the program follows a sequential plan of study, building upon material learned from each of the previous modules. The fifth and final module, Strategic Leadership, is designed to assist students in discovering and focusing their individual talents to increase leadership ability.

#### **Enterprise Management**

This module is designed to develop skills and an understanding of social, political, economic and legal foundations and trends essential to organizations. Specific courses include:

- Measuring and Maximizing Financial Performance
- Managing the Total Enterprise
- Principles of Macro and Micro Economics

#### **Function Core**

This module is designed to build a solid core of advanced business learning, this module will expose students to the latest academic trends from our internationally recognized research faculty. Specific courses include:

- Managerial Accounting
- Corporate Finance
- Decision Making for Business
- Marketing Strategy and Planning
- Operations Management
- Mergers & Acquisitions and Corporate Governance
- International Business Management
- Managerial Economics

#### **Technology Management**

This module is designed to develop planning skills and an understanding of constantly emerging technological trends. Specific courses include:

- Managing Technological Innovations
- Strategic Information Technology Management

#### **Strategic Leadership**

This module is designed to help professionals increase their leadership ability by exposing them to the latest self-assessment tools, industry best practices and strategies. Specific courses include:

- Leading High Performance Organizations
- Business Communications Seminar
- Business Ethics and Leadership
- Strategic Management
- Global Human Capital Management
- International Residency

**Business Communications Coaching**

Throughout the program, guest lecturers will speak to students on various topics, including effective presentations, effective written communications, negotiating skills and effective team building.

**Executive Leadership Portfolio**

Students participate in several interactive workshops on topics such as *High Impact Communications, Negotiations and Conflict Resolution, and Leading Effective Teams.*

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### **MBA in Pharmaceutical Management**

The Drexel MBA in Pharmaceutical Management is accredited by AACSB International—the Association to Advance Collegiate Schools of Business—the top ranking available to a business school. Less than 20 percent of the world's business schools hold this status.

The program aligns the strengths of Drexel University with the academic needs of students and those of the pharmaceutical industry to ensure the curriculum is innovative, relevant and responsive to industry changes. The program integrates leadership and ethics, technology management and industry perspectives—hallmarks of the distinctive Drexel MBA education.

The MBA in Pharmaceutical Management program serves the needs of those who aspire to achieve advanced positions in management, policymaking or stakeholder relations. Participants develop skills and professional networks both online and in person within the learning community. Students learn to think strategically from world-renowned faculty and top practitioners. Working in a dynamic learning environment, participants master the fundamentals of business, identify leadership strengths and industry trends, and can immediately apply classroom learning to job performance. Residencies enhance the rigorous online coursework with advanced learning and promote teambuilding through interactive class discussions. This interactivity facilitates networking and mentoring opportunities and is critical to professional development.

#### **Format of the Program**

Four of the 20 courses offered in the program are offered in face-to-face formats during three- to six-day onsite sessions at the beginning, middle, and end of the program. Sixteen of the courses are conducted online during 10-11 week sessions. Email, chat rooms, streaming video, and online threaded discussions support extensive communications among students and faculty members. Online accessibility extends to student services as well.

For more information, view the College's MBA in Pharmaceutical Management web page.

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### **MBA in Pharmaceutical Management**

#### **Who should apply?**

The MBA in Pharmaceutical Management is intended to serve the needs of those employees who currently occupy or aspire to achieve advanced positions in management, policymaking, and/or stakeholder relations (whether research scientists, the medical profession, consumers, affiliates, partners or subcontractors). It is assumed that applicants hold at least five years of relevant professional experience.

#### **Academic Preparation**

Admission to the Drexel MBA in Pharmaceutical Management program at LeBow College of Business is competitive. The Admissions Committee seeks an exceptionally talented, well-rounded and diverse group of students that will succeed in an environment that is academically rigorous, professionally rewarding and personally enriching.

All applicants must have earned a four-year bachelor's degree from an accredited college or university. Degrees earned abroad will be evaluated and must be deemed equivalent. The Committee reviews applications based on undergraduate record, Graduate Management Admission Test (GMAT) score, quality and quantity of professional experience, clarity of career goals, professional references, statement of purpose and professional resume. Students whose native language is not English and who do not hold a bachelor's degree from a U.S. institution are required to submit a Test of English as a Foreign Language (ToEFL) score.

The GMAT is waived for any applicant holding a terminal degree (for example, Pharm.D., Ph.D., M.D.).

#### **Goals and Objectives**

The MBA in Pharmaceutical Management program is designed for students to:

- Acquire new skills and knowledge that can be applied immediately to improve job performance and the productivity of their teams, divisions, or organizations.
- Understand the economic, medical, political and technological forces that will help shape the success of pharmaceutical companies in increasingly competitive global markets.
- Learn concepts, terms and languages to improve their ability to understand the needs of and communicate with people both inside and outside of their organizations who are key to positioning a new product in the market or simply "getting the job done" whatever that job may be.
- Create more extensive social networks within and across their organizations, thus easing the flow of information about best practices and innovative solutions to problems that span functional units.

Students may apply online or via the paper-based application. To apply online, visit [www.lebow.drexel.edu/apply](http://www.lebow.drexel.edu/apply)

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### MBA in Pharmaceutical Management

#### Curriculum

<b>Enterprise Management Sequence</b>		<b>Credits</b>
BUSN 501	<b>Measuring and Maximizing Financial Performance</b>	3.0
BUSN 502	<b>Essentials of Economics</b>	3.0
BUSN 503	<b>The External Environment of Business</b>	3.0
<b>Advanced Business Core Component</b>		
	<b>High Impact Communications: Team Building</b>	3.0
ACCT 601	<b>Managerial Accounting</b>	3.0
FIN 601	<b>Corporate Financial Management</b>	3.0
STAT 601	<b>Business Statistics</b>	3.0
ECON 601	<b>Managerial Economics</b>	3.0
MKTG 601	<b>Marketing Strategy and Planning</b>	3.0
POM 601	<b>Operations Management</b>	3.0
<b>Technology Management Sequence</b>		
MGMT 602	<b>Management and Technology Innovation</b>	3.0
MIS 611	<b>Management Information Systems</b>	3.0
<b>Leadership Sequence</b>		
ORGB 625	<b>Leadership and Professional Development</b>	3.0
	<b>Ethics and Leadership</b>	3.0
MGMT 780	<b>Strategic Management</b>	3.0
BUSN 701	<b>Industry Management Perspectives</b>	3.0
<b>Advanced Pharmaceutical Management Component</b>		
PBHL 601	<b>Management of Healthcare Outcomes</b>	3.0
PBHL 530	<b>Epidemiology</b>	3.0
	<b>The Drug Development Process</b>	3.0
	<b>Health Care Law &amp; Pharmaceutical Regulation</b>	3.0
	<b>Advanced Concepts in Managed Care</b>	3.0

# Drexel University

## Catalog 2008/2009

### **Ph.D. Program in Business**

The newly revised program enables students to complete their doctoral coursework in two years. Students can begin specializing in a chosen area as early as the first year of study. Specializations are available in seven areas: accounting, decision sciences, economics, finance, management information systems, marketing, and organization and strategy.

Ph.D. students complete a minimum of 60 quarter credits beyond the master's degree. Students who enter the program without a master's degree must complete 90 credits beyond the bachelor's degree. The degree requirements describes the basic structure of the Ph.D. in Business curriculum.

#### **Time Requirements for Program Completion**

Time requirements are placed on graduate programs of study to ensure that students receive instruction in, and graduate with, the most up-to-date, current knowledge available in their discipline. It is expected that all graduate students will be able to complete their degrees within the stated time requirements.

University policy provides that students who enter the Ph.D. program without a master's degree must complete their studies for their Ph.D. within seven years after initial graduate registration. Those who enter the Ph.D. program with a master's degree in hand are permitted five years after initial registration to complete the Ph.D. degree.

Students who find that these time requirements are inadequate due to special circumstances must discuss this with their specialization coordinator and the director of the Ph.D. program. Together they may request an extension prior to the end of the student's stated time limit (either seven or five years). All formal extension requests must give a reasonable time for completion with an accompanying revised plan of study. Should an extension be required, please be aware that all courses will be reviewed for timeliness; some earlier coursework may have to be repeated.

Extension requests must be forwarded, after approval by the specialization coordinator and the LeBow Ph.D. Director, to the Graduate Studies Office, which will make the final decision. The extension request for doctoral students must consist of a new plan of study and a letter of request, signed by the student, the specialization coordinator and the LeBow Ph.D. Director.

#### **Full-time Status**

The Ph.D. Program in Business expects all Ph.D. students to maintain full-time status during their course of study. Ph.D. students are considered to be full-time if they meet any of the following criteria:

- Registered for nine or more credits.
- Serve as a teaching, graduate or research assistant and are registered for at least three credits.
- Hold a fellowship, traineeship or scholarship and are registered for at least

three credits.

- A Ph.D. candidate registering for at least three credits.
- A Ph.D. candidate in absentia registering for two credits.

### **Registration Requirements**

University policy requires that doctoral students register for at least three credits in the term in which they take their candidacy exam. Those who successfully pass their candidacy exam and become Ph.D. candidates must register for at least three credits every term until completion of the degree. Students nearing the completion of their work usually register for research or dissertation credits.

If Ph.D. candidates are not working on campus, taking courses or otherwise using campus facilities during the summer, students may petition to take the summer off by completing the summer registration release form. This form is available in the Graduate Studies Office. With the support of the supervising professor and graduate adviser and final approval granted by the Graduate Studies Office, a doctoral student may be released from the registration requirement for summer term only.

### **In Absentia Status**

Ph.D. candidates who have completed all coursework and residency requirements, who will not be using campus facilities, but may occasionally consult with their supervising professor, may request in absentia status. Such requests take the form of a letter from the student, with the support of the supervising professor and graduate advisor indicated by their signatures or accompanying letters. The Graduate Studies Office grants final approval. Doctoral candidates in absentia must register for two credits each term they are in this status. Doctoral candidates may not be considered in absentia during the term in which they defend their dissertation.

### **Leave Of Absence**

Doctoral students may take time off from their studies for family or medical emergency, military service or other extenuating cause. The time clock does not stop except for military service. Students will be expected to finish the degree in the normal time allotted.

For additional information about the program visit the Ph.D. Program in Business web site.

# Drexel University

## Catalog 2008/2009

### Ph.D. Program in Business

#### Admissions and Financial Aid

The LeBow College of Business seeks applicants with exceptional ability and motivation who can succeed in a research-oriented program. Admission to this full-time program is competitive and highly selective. Applicants are only admitted for full-time status. Applicants must specify their proposed area of specialization, and their credentials are ultimately compared to the credentials of other applicants in the same specialization area. There may be relatively few openings in a given area. A master's degree is not a requirement, although most admitted students have one.

In reviewing an applicant's credentials, the faculty consider the following factors:

- *Prior Academic Accomplishments:* The faculty will examine all course work taken prior to application, paying particular attention to the specific courses that have been completed. Applicants should have attained a minimum grade point average of 3.0 (on a 4.0 scale) for all undergraduate course work completed. They also should have attained a minimum 3.3 average for any graduate-level course work taken. The faculty generally expect applicants to demonstrate a substantially higher level of accomplishment than these minimum requirements.
- *Graduate Management Admissions Test (GMAT):* Applicants to all specializations within the Ph.D. program are required to submit scores from the GMAT, except for applicants to the specializations in decision sciences and economics which accept either the GMAT or the GRE. GMAT and GRE scores are not accepted if they are more than five years old.
- *Test of English as a Foreign Language (TOEFL):* applicants whose native language is not English and who have not already received a degree from a U.S. university, must also submit scores from the Test of English as a Foreign Language (TOEFL).
- *Personal Statement/Essay:* Each applicant must submit a personal statement. The personal statement should explain the applicant's educational and personal experiences that have influenced the decision to pursue a Ph.D. and should discuss the candidate's career plans and goals. The faculty are especially interested in learning about an applicant's prior research experience and the commitment to future research in the applicant's area of specialization.
- *Letters of Recommendation:* Two letters of recommendation must be submitted in support of the application. Applicants are strongly encouraged to seek recommendations from academics or other professionals who can assess the applicant's likelihood of success in a research-oriented Ph.D. program.

#### Admission Procedures

The Ph.D. Program in Business admits students each fall. To be considered for admission, the completed application must be received by the Office of Graduate Admissions no later than January 15th. It is the applicant's responsibility to ensure that all transcripts, test scores and letters of recommendation, as well as the application form and the personal statement, are received by Drexel University no later than January 15th.



**Assistantships and Financial Aid**

The LeBow College of Business strives to provide a graduate assistantship to each entering Ph.D. student. Therefore, each applicant to the Ph.D. program is automatically considered for a graduate assistantship as well as for admissions into the program. First-year graduate assistants are assigned to work with a faculty member on research activities. During the second and subsequent years, graduate assistants are generally assigned a combination of teaching and research responsibilities. Assistants receive a stipend and 27 credits of tuition remission per academic year. Doctoral students who are making satisfactory progress toward the degree can expect to be provided with an assistantship for four years.

To obtain an application, please contact:

Graduate Admissions Office  
Bennett S. LeBow College of Business  
Drexel University  
3141 Chestnut Street  
Philadelphia, PA 19104-2875  
(215) 895-6704

# Drexel University

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### Ph.D. Program in Business

60 credits (Post-Master's degree)

90 credits (Post-Bachelor's degree)

#### Degree Requirements

- 12.0 credits of core courses
- 33.0 credits of specialization requirements
- 15.0 credits of dissertation research
- 45.0 credits for students without Master's degree

#### Core Program

All Ph.D. students pursue a common set of core courses during their first year of study. This core consists of course work in economics (one course), quantitative methods (two courses), and behavioral science (one course). In addition to these core courses, students also take courses in their specializations during their first year in the program.

Core Courses		Credits
ECON 901	Foundations of Economic Analysis	3.0
or		
ECON 902	Mathematical Economics	
STAT 901	Quantitative Methods I	3.0
STAT 902	Quantitative Methods II	3.0
MGMT 904	Behavioral Science	3.0

#### First-Year Examination:

After the completion of the core coursework, students are examined on their competence in the core material and their readiness to proceed to their specialization area.

#### Specialization:

The Ph.D. Program in Business offers specializations in seven areas.

- Accounting
- Decision Sciences
- Economics
- Finance
- Management Information Systems
- Marketing
- Organization and Strategy

Each specialization area consists of 11 courses (33 credits). Some of these courses are required and others are selected by the student with the approval of his or her adviser. The requirements of each area of specialization are discussed in detail on the Lebow College of Business Ph.D. Program Areas of Specialization web page.

**Candidacy Examination:**

At the completion of their coursework, students take written and oral candidacy examinations. These examinations test each student's preparation for dissertation research. Once the candidacy examinations are passed, the student is recognized as a Ph.D. candidate.

**Doctoral Dissertation:**

The doctoral dissertation is a piece of original research designed to make a contribution to the student's chosen discipline. Each candidate selects a dissertation adviser and an advisory committee of additional faculty members is formed. The candidate prepares a detailed dissertation proposal that is defended before the University community. After successfully defending the proposal, the candidate conducts the research (15-credit minimum) and prepares a written dissertation. The completed dissertation is then defended in a final oral examination.

**Dissertation Format Review**

In addition to meeting the Thesis Advisory Committee's standards of originality and scholarly content, all doctoral dissertations must conform to university format requirements. Students should obtain a copy of the Thesis Manual from the Graduate Studies Office or from the Thesis Reviewer in 5038 MacAlister Hall.

# Drexel University

## Catalog 2008/2009

### **Ph.D. Program in Business**

#### **Areas of Specialization**

The Ph.D. Program in Business offers specializations in seven areas.

- Accounting
- Decision Sciences
- Economics
- Finance
- Management Information Systems
- Marketing
- Organization and Strategy

After the completion of the core examination, students begin coursework in their chosen area. Each specialization area consists of 11 courses (33 credits). Some of these courses are required and others are selected by the student with the approval of his or her adviser. The requirements of each area of specialization are discussed in detail on the Lebow College of Business Ph.D. Program Areas of Specialization web page:

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### **Advanced Professional Certificate Program**

The Advanced Professional Certificate program is available only to applicants who have earned a master's or doctoral degree. The program permits qualified candidates to update their skills in a field of specialization in which they have had previous academic experience or to acquire competence in a new business discipline.

The program does not lead to a degree, and the credits earned in the program are not applicable to any current or future degree program offered by the LeBow College of Business or by Drexel University. The certificate is awarded through the Dean's Office of the LeBow College of Business.

The program normally requires a minimum of 18 advanced (second-year) graduate credits. These must include a minimum set of three courses and a seminar in one of areas of specialization (students planning to study in the area of taxation are advised to take six tax courses, excluding TAX 660). Students must observe any stipulated prerequisites to courses they wish to take and must file a plan of study immediately after admission. Applicants are admitted upon the approval of the Director of Master's Programs in Business.