

Drexel University

Catalog 2009/2010

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The Bennett S. LeBow College of Business

Graduate Programs

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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.

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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LeBow College of Business Faculty

Department of Accounting and Tax

The department builds its research activity on a broad base of interests relating to financial accounting, managerial accounting systems, information systems design, and taxation. Specific projects focus on federal and local taxation policy, internal accounting control system adequacy, software lifecycle, financial reporting policies, and managerial accounting effectiveness.

Department of Decision Sciences

Current research projects include supply chain management, management of service operations, scheduling and inventory modeling, quality control, and statistical process control.

Department of Economics and International Business

The department's research focus is on international economics and international business. Specific work is being done on international stock market relations, foreign trade, and comparative systems. Additional areas of research include competitiveness, human capital, energy economics, and industrial organization.

Department of Finance

Current research projects include capital budgeting, cash flow analysis, dividend policy, working capital management, international finance, multi-objective programming, portfolio theory, risk measurement, and mergers and acquisitions. The finance faculty is also highly involved in finance courseware and software development.

Department of Legal Studies

Current research and professional activities of department faculty include commercial law, employment discrimination, taxation, real estate, labor relations, and arbitration.

Department of Management

Areas of interest include entrepreneurial management, management of MIS functions, expert systems and artificial intelligence, organizational theory and behavior, human resources planning, human resources management and career management, business policy, and strategic management.

Department of Marketing

Current research projects include relationship marketing, product trial and attitude formation, competitive intelligence, international channel management decisions, promotional strategies, multivariate data analysis of market variables, and sales force productivity. Other research efforts cover a broad spectrum, ranging from professional personal selling to e-commerce; and consumer behavior to global marketing strategies.

MS Programs in Business

The MS degree includes many of the same foundation courses as the MBA degree. The advanced course work generally consists of a common core, specialization courses, and related electives.

The foundation level courses provide an introduction to the functional areas of business study primarily for students who do not have an undergraduate business degree. Students with a business degree, especially from an AACSB-accredited school, may qualify for a waiver of some of the foundation requirements.

Currently, Drexel offers MS degrees in the following areas:

- MS Accounting
- MS Finance

For additional information about the programs, visit the College's MS Programs in Business web site.

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MS 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 (for students entering prior to 2009.)

This program is not currently accepting new students.

| Enterprise management courses | | 6.0 Credits |
|-------------------------------|--|----------------|
| BUSN 501 | Measuring and Maximizing Financial Performance | 3.0 |
| BUSN 502 | Essentials of Economics | 3.0 |

| Required core courses | | 12.0 Credits |
|-----------------------|--------------------------------|-----------------|
| ACCT 601 | Managerial Accounting | 3.0 |
| ECON 601 | Managerial Economics | 3.0 |
| FIN 601 | Corporate Financial Management | 3.0 |
| STAT 601 | Business Statistics | 3.0 |

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

| Electives* | 15.0 Credits |
|------------|-----------------|
|------------|-----------------|

Additional elective courses may be acceptable with the permission of the Department Head or MS Accounting Advisor.

| | | |
|----------|--|-----|
| ACCT 620 | Asset Valuation and Income Determination | 3.0 |
| ACCT 621 | Liability and Equity Valuation | 3.0 |
| ACCT 636 | International Accounting | 3.0 |
| ACCT 698 | Special Topics in Accounting | 3.0 |
| BLAW 620 | Legal Aspects of Employment | 3.0 |
| BLAW 698 | Special Topics in Business Law | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |
| MIS 611 | Management Information Systems | 3.0 |
| MIS 641 | MIS Policy & Strategy | 3.0 |

| | | |
|----------|---|-----|
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| POM 601 | Operations Management | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| STAT 622 | Statistical Decision Theory I | 3.0 |
| TAX 611 | Tax Research | 3.0 |
| TAX 615 | Tax Practice and Procedure | 3.0 |
| TAX 631 | Advanced Corporate Taxation | 3.0 |
| TAX 650 | Estate and Gift Taxation | 3.0 |
| TAX 660 | Tax Basis for Decision Making | 3.0 |
| TAX 698 | Special Topics in Taxation | 3.0 |
| TAX 790 | Tax Policy Seminar | 3.0 |
| MGMT 698 | Business Communication | 3.0 |
| BUSN 751 | Special Topics in CIE | 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 MS 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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MS 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 |

| Required core courses | | |
|-----------------------|---|-----|
| 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 |

| Required finance courses | | |
|--------------------------|------------------------------------|-----|
| 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 |

| Elective graduate courses (students select seven of the following courses)* | | |
|---|--|-----|
| 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 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 |
| BUSN 698-099 | Special Topics in Business | 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.

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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.

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Professional MBA

Total credits (single concentration): 51.0

Curriculum

| Enterprise Management Sequence | | 51.0 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 641 | MIS Policy & Strategy | 3.0 |
| Leadership Sequence | | |
| ORGB 625 | Leadership and Professional Development | 3.0 |
| ORGB 631 | Leading Effective Organizations | 3.0 |
| MGMT 780 | Strategic Management | 3.0 |
| Electives/Concentrations | | |
| Four elective (or concentration) courses | | 12.0 |

Concentration Options

Students selecting a concentration can choose from the following options:

- (1) Finance
- (2) Marketing
- (3) Entrepreneurship/Innovation Management
- (4) or a customizable option.

Each concentration offers two tracks: **global** and **management**.

Students opting for a concentration (12 credits) would be required to take, at minimum, two 3-credit required courses and a maximum of two 3-credit courses chosen from a set of electives for that concentration.

Students could opt to take all four courses from the required column. The tables below indicate the areas of specialization and the recommendations for courses in each area.

Finance Concentration

12.0

Finance Required Courses

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global track

| | | |
|---------|--|-----|
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 622 | Financial Institutions and Markets | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 626 | Investment Management | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| FIN 790 | Seminar in Finance | 3.0 |

Management track

| | | |
|---------|---------------------------------------|-----|
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 626 | Investment Management | 3.0 |
| FIN 635 | Entrepreneurial Finance | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |
| FIN 650 | Derivative Securities | 3.0 |
| FIN 790 | Seminar in Finance | 3.0 |

Finance Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global track

| | | |
|----------|--|------|
| ACCT 620 | Asset Valuation and Income Determination | 3.0 |
| ACCT 621 | Liability and Equity Valuation | 3.0 |
| BLAW 698 | Special Topics in Legal Studies | var. |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 650 | Derivative Securities | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management track

| | | |
|----------|--|------|
| ACCT 620 | Asset Valuation and Income Determination | 3.0 |
| ACCT 621 | Liability and Equity Valuation | 3.0 |
| BLAW 620 | Legal Aspects of Employment | 3.0 |
| BLAW 698 | Special Topics in Legal Studies | var. |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 622 | Financial Institutions and Markets | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |

| | | |
|----------|-----------------------------|-----|
| POM 624 | Management of Service Firms | 3.0 |
| TAX 620 | Individual Taxation | 3.0 |
| TAX 630 | Corporate Taxation | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Marketing Concentration **12.0 Credits**

Marketing Required Courses

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global track

| | | |
|----------|---|-----|
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy, and Development | 3.0 |
| MKTG 650 | Marketing Management in the New Economy: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |

Management track

| | | |
|----------|--|-----|
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 634 | Integrated Marketing Communications Management | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |

Marketing Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global track

| | | |
|----------|---|------|
| BLAW 698 | Special Topics in Legal Studies | var. |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| INTB 620 | International Business Management | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 634 | Integrated Marketing Communication Management | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management track

| | | |
|----------|---|------|
| BLAW 698 | Special Topics in Legal Studies | var. |
| ECON 650 | Game Theory | 3.0 |
| FIN 602 | Advanced Financial Management | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |

| | | |
|----------|--|-----|
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 650 | Marketing Management: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Entrepreneurship/Innovation Management Concentration **12.0 Credits**

Entrepreneurship/Innovation Management Required Courses

Students are required to take, at a *minimum*, two 3-credit courses from the following:

Global track

| | | |
|----------|---|-----|
| FIN 635 | Entrepreneurial Finance | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MKTG 638 | New Product Planning, Strategy, and Development | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |

Management track

| | | |
|----------|---|-----|
| BLAW 620 | Legal Aspects of Employment | 3.0 |
| BLAW 646 | Legal Issues in New Ventures | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| POM 620 | Management of Manufacturing Firms | 3.0 |
| POM 624 | Management of Service Firms | 3.0 |

Entrepreneurship/Innovation Management Electives

Students can take a *maximum* of two 3-credit courses from the following:

Global track

| | | |
|----------|---|-----|
| BLAW 646 | Legal Issues in New Ventures | 3.0 |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 630 | International Economics | 3.0 |
| FIN 642 | Business Conditions and Forecasting | 3.0 |
| FIN 648 | International Financial Management | 3.0 |
| INTB 620 | International Business Management | 3.0 |
| INTB 632 | Economic Analysis of Multinational Corporations | 3.0 |
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 640 | Strategic Human Resource Management | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 624 | Channels of Distribution Management | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 634 | Integrated Marketing Communication Management | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |

| | | |
|----------|---|-----|
| MKTG 650 | Marketing Management: Cases and Problems | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| POM 602 | Strategic Operations and Quality | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

Management track

| | | |
|----------|--|------|
| BLAW 698 | Special Topics in Legal Studies | var. |
| ECON 614 | Macroeconomics | 3.0 |
| ECON 650 | Game Theory | 3.0 |
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 624 | Risk Management | 3.0 |
| FIN 635 | Entrepreneurial Finance | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |
| INTB 790 | Seminar in International Business | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MGMT 655 | Knowledge Management in a Global Economy | 3.0 |
| MIS 624 | E-commerce Systems I | 3.0 |
| MIS 630 | Interactive Decision Support Systems | 3.0 |
| MIS 632 | Database Analysis and Design for Business | 3.0 |
| MKTG 630 | Global Marketing | 3.0 |
| MKTG 638 | New Product Planning, Strategy and Development | 3.0 |
| MKTG 650 | Management: Cases and Problems | 3.0 |
| MKTG 652 | Marketing Information: Management and Research | 3.0 |
| ORGB 640 | Negotiations for Leaders | 3.0 |
| OPR 601 | Managerial Decision Models and Simulation | 3.0 |
| POM 625 | Advanced Supply Chain Management | 3.0 |
| STAT 634 | Quality & Six-Sigma | 3.0 |

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, 28-32 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 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. The program also includes leadership and communications coaching.

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.

To close the program, students participate in a capstone 12-day international residency.

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

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
- 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
- Strategic Management
- International Residency Seminar

Leadership and Executive Workshop Coaching

Throughout the program, guest lecturers will speak to students on various topics, including negotiations for leaders, sustainability, high impact communications, and building high performance teams.

Executive Leadership Coaching

Students work individually with an executive coach during and beyond the 20-month program to design and implement a personal career development plan.

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.

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., PhD, 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

MBA in Pharmaceutical Management

Curriculum

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

PhD 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.

PhD 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 PhD 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 PhD program without a master's degree must complete their studies for their PhD within seven years after initial graduate registration. Those who enter the PhD program with a master's degree in hand are permitted five years after initial registration to complete the PhD 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 PhD 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 PhD 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 PhD Director.

Full-time Status

The PhD Program in Business expects all PhD students to maintain full-time status during their course of study. PhD 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 PhD candidate registering for at least three credits.
- A PhD 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 PhD 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 PhD 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

PhD 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 PhD Program in Business web site.

PhD 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 PhD 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 PhD 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 PhD program.

Admission Procedures

The PhD 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 PhD student. Therefore, each applicant to the PhD 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

PhD 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 PhD 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 PhD Program in Business offers specializations in seven areas.

- Accounting
- Decision Sciences
- 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 PhD 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 PhD 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.

PhD Program in Business

Areas of Specialization

The PhD Program in Business offers specializations in seven areas.

- Accounting
- Decision Sciences
- 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 PhD Program Areas of Specialization web page:

PhD Program in Economics

The mission of the PhD program in Economics is to prepare economists for careers in academia and industry by providing a solid background in economic theory, quantitative analysis, and analytical tools at the advanced level.

Currently, the fields of specialization that are offered include International Trade, Industrial Organization, and Open Economy Macro/International Finance. The department of Economics and International Business holds an external seminar and an internal research workshop every week. The PhD students attend both seminars and also have the opportunity to present their research in the internal workshop.

Students typically complete their coursework in two years. Although the student will be advised and encouraged to finish the degree in four years, it is typical to complete the PhD within five years.

For additional information about the program visit the PhD Program in Economics page on the LeBow College of Business website.

PhD Program in Economics

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.

In reviewing an applicant's credentials, the faculty will 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 expects applicants to demonstrate a substantially higher level of accomplishment than these minimum requirements. A master's degree is not a requirement.
- **Graduate Record Examination (GRE):** Applicants are required to submit GRE scores. 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 PhD 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 PhD program.

Financial Aid

Admitted students usually receive financial aid which provides a full tuition waiver plus an annual stipend of at least \$20,000 per academic year up to four years. Additional scholarship funds are also available, based on demonstrated potential and academic performance.

For additional information contact:

Dr. Bang Jeon, PhD Coordinator, Department of Economics
Tel: (215) 895-2125
E-mail: jeonbana@drexel.edu

or

Dr. Paul Jensen, Director, LeBow College of Business PhD Program
Tel: (215) 895-2146
E-mail: jensenpe@drexel.edu

PhD in Economics

60 credits (Post-Master's degree)

90 credits (Post-Bachelor's degree)

The PhD in economics, housed in the Department of Economics and International Business, prepares economists for careers in research, teaching, business, and government. It is designed to provide students with not only a broad understanding of modern economics, but also the opportunity to explore a number of specific fields of study including industrial organization, international economics, and health economics.

Degree Requirements

- 12.0 credits of core courses
- 33.0 credits of economics requirements
- 15.0 - 45.0 credits of dissertation research
- (45.0 total credits for students without Master's degree)

Core Program

All PhD 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 Business Courses | | 12.0 Credits |
|-----------------------|-------------------------|-----------------|
| 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.

| Economics Courses | | 18.0 Credits |
|--|----------------------------|-----------------|
| Students take the following six economics courses: | | |
| ECON 910 | Advanced Microeconomics I | 3.0 |
| ECON 911 | Advanced Microeconomics II | 3.0 |
| ECON 920 | Advanced Macroeconomics I | 3.0 |
| ECON 921 | Advanced Macroeconomics II | 3.0 |
| ECON 940 | Econometrics I | 3.0 |
| ECON 941 | Econometrics II | 3.0 |

| Economics Sequence Courses | 15.0 - 18.0 Credits |
|----------------------------|---------------------------|
| <hr/> | |

Students complete two sequences of courses from the following options:

- a three course sequence in industrial organization
- a three course sequence in industrial trade
- a two course sequence in open economy macroeconomics

Industrial Organization Courses

| | | |
|----------|--|-----|
| ECON 950 | Industrial Organization | 3.0 |
| ECON 951 | Industrial Organization II | 3.0 |
| ECON 959 | Industrial Organization Seminar | 3.0 |

Industrial Trade Courses

| | | |
|----------|--------------------------------------|-----|
| ECON 960 | International Trade | 3.0 |
| ECON 961 | Empirical International Trade | 3.0 |
| ECON 969 | International Trade Seminar | 3.0 |

Open Economy Macroeconomics Courses

| | | |
|----------|------------------------------------|-----|
| ECON 962 | Open Economy Macroeconomics | 3.0 |
| ECON 979 | Open Economy Macro Seminar | 3.0 |

Economics Electives

Students may select additional electives from the following list:

| | | |
|----------|--|-----|
| ECON 930 | Monetary Economics | 3.0 |
| ECON 952 | Health Economics | 3.0 |
| ECON 955 | Public Economics | 3.0 |
| ECON 964 | Economic Development | 3.0 |
| ECON 980 | Game Theory | 3.0 |
| ECON 990 | Special Topics: Ph.D. Economics | 3.0 |
| ECON 992 | Independent Study: Ph.D. Economics | 3.0 |
| | Additional courses with the permission of the advisor | 3.0 |

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 PhD 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 Research | | 15.0 - 45.0 Credits |
| ECON 998 | Dissertation Research in Economics | 1.0 - 12.0 |

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.

Advanced Business Certificate

12.0 credits

The Advanced Business Certificate (ABC) program is available to applicants possessing an earned master's degree or doctoral degree from a fully accredited university or college. The program is designed to permit qualified candidates the opportunity to update their skills in a professional field of specialization in which they have had previous academic experience, or to acquire competence in a new business discipline.

The Advanced Business Certificate requires completion of a four-course sequence and may include the following specialization areas:

- entrepreneurship
- finance
- leadership
- marketing
- or a customized certificate option

Upon acceptance to the ABC program, students will meet with an advisor to review program/course prerequisites (if applicable), select courses, and finalize the certificate programs options. Sample course sequences in the specialization areas are listed below. Those interested in pursuing a cross disciplinary Customized Certificate Option will work with an advisor to develop an individual "plan of study" to establish course sequence and completion timeline before commencing studies.

The ABC program is administered through the Corporate and Executive Education Center at Drexel University's LeBow College of Business. Participants in this part-time certificate program have a three-year timeframe within which to complete the certificate requirements. ABC students are enrolled in courses in Professional MBA sections (pending availability). No additional sections are created for this certificate program.

The ABC 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 Drexel University, unless all applicable entrance criteria for the anticipated program are met.

Requirements

Students must complete a four-course series. Upon completion of individual courses or the entire program, Continuing Education Units (CEU) credits and/or Continuing Professional Educational (CPE) credits may be applicable.

For further ABC information, including how to apply to the program, contact the Corporate and Executive Education Center:
215.895.0578
executive@drexel.edu

Sample Sequences

All sample sequences are subject to change based on availability and individual student academic and professional background.

Sample Entrepreneurship ("Leading Like an Entrepreneur") sequence:

| | | |
|----------|---|-----|
| FIN 635 | Entrepreneurial Finance | 3.0 |
| MGMT 650 | Corporate Venturing: Entrepreneurs in Organizations | 3.0 |
| MGMT 652 | New Venture Planning | 3.0 |
| MKTG 638 | New Product Planning, Strategy, and Development | 3.0 |

Sample Finance ("Strategic Financial Management") sequence:

| | | |
|---------|--------------------------------|-----|
| FIN 601 | Corporate Financial Management | 3.0 |
| FIN 602 | Advanced Financial Management | 3.0 |
| FIN 640 | Mergers and Acquisitions | 3.0 |
| FIN 649 | Comparative Financial Analysis | 3.0 |

Sample Leadership ("Strategic Leadership Essentials") sequence:

| | | |
|----------|---|-----|
| MGMT 602 | Managing Technological Innovation | 3.0 |
| MGMT 780 | Strategic Management | 3.0 |
| ORGB 625 | Leadership and Professional Development | 3.0 |
| ORGB 631 | Leading Effective Organizations | 3.0 |

Sample Marketing ("Creating, Communicating and Delivering Value") sequence:

| | | |
|----------|--|-----|
| MKTG 601 | Marketing Strategy and Planning | 3.0 |
| MKTG 622 | Buyer Behavior Theory | 3.0 |
| MKTG 634 | Integrated Marketing Communications Management | 3.0 |
| MKTG 646 | Services Marketing | 3.0 |
