Log in to a Distinguished Tradition.  
Since 1819.

MASTER OF  
Business Administration  
Online
Program Overview

Program Outcomes More Than How to Succeed in Business

Students will:

- Have a working knowledge of the key concepts of strategic resource management, managerial finance, marketing management, operations management, and strategic management.

- Understand and be able to apply the key concepts used in the primary functional areas of business management.

- Acquire the critical and creative thinking skills to identify business problems and recommend implementable solutions that meet business objectives.

- Demonstrate an understanding of the process for solving business problems and making sound business decisions.

- Be able to write and orally present ideas and proposals persuasively and effectively.

More Than How to Succeed in Business

Does the world really need more business school graduates? After the recent financial meltdown and failures of leadership, there are probably many people asking themselves whether Wall Street or Main Street would benefit from another MBA. At Norwich, we believe that people of integrity with a strong moral foundation and personal ethics are needed in business today more than ever.

With the complexity of the financial markets, the interconnectedness of our global system and the speed with which modern enterprises adapt to technology, the knowledge and skills acquired in a graduate-level business program are critical. Couple that with the courage to lead and you’ve arrived at something in short supply: the qualities that typify the Norwich MBA.

The MBA program is structured as follows:

- Four start dates per year: March, June, September, and December.
- Six eleven-week courses of six credits each.
- Concentrations of specialized study in Finance, Organizational Leadership, Project Management, Supply Chain Management and Logistics, Construction Management, Energy Management, or choose a General MBA.
- A course of study no longer than 18 months (date of graduation depends on your start date).
- One-week residency preceding graduation.
If you can dream it, you can accomplish it — thanks to Norwich University’s expert faculty and dedicated student support advisers. Your team works together to keep you motivated and build the skills needed for a rewarding career. From program start to finish, you’ll never be alone. Our dedicated faculty and program staff are genuinely invested in your success and will go out of their way to provide the mentorship and support you need. Norwich provides 24/7 access and technical support to an online learning platform, enabling you to contribute to class discussions and complete your coursework at any time from any location.

Jennifer Brown, MBA Alumna

“I am so impressed with the level of intelligence and commitment that the educators have. The administrators have been amazing and responsive. I have been so amazed with the people who have been accepted into the program because of their work ethic and determination.”

The Norwich Advantage

In Your Corner. A Motivating Force.

Access to Extensive Resources

The Kreitzberg Library serves all online students and faculty. You will access to our library’s 100 online databases, 54,000 full-text electronic journals, and hundreds of thousands of e-books.

To help you succeed as an online learner, our dedicated distance learning librarian and reference staff members provide research assistance via email, phone, and chat. Our staff can also ship you books anywhere in the world from our circulating collection of over 140,000 titles, and provide journal articles not available online through our material request services.
Curriculum

Overview

Norwich University’s Master of Business Administration program, which is accredited by the Accreditation Council for Business Schools and Programs (ACBSP), is an 18-month program that consist of six, six credit courses for a total of 36 credits. The program culminates in a one-week residency and a graduation ceremony at Norwich University in June. There are four program start dates per year: March, June, September, and December.

Upon completion of the core, students can choose a General MBA, which provides an enhanced breadth of foundational courses in business management, or select a specialized concentration in Finance, Organizational Leadership, Supply Chain Management and Logistics, Construction Management, Energy Management, or Project Management.

For students who specialize in one of the six concentrations, the online MBA program culminates in an independent research project that students complete during their final three courses. Using concepts learned in each course, students develop a set of strategies for identifying business solutions and achieving business improvement in their current workplaces or other relevant organizations. Depending on their case study subjects, students can present this substantive body of research to their current employers to generate immediate value within their organizations or use it as a work sample for prospective employers.

Concentration Courses

<table>
<thead>
<tr>
<th>General MBA</th>
<th>Finance</th>
<th>Project Management</th>
<th>Energy Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Choose two courses from:</td>
<td>Multinational Business Finance</td>
<td>Project Management Techniques, Tools and Practices</td>
<td>Energy Resources and Markets</td>
</tr>
<tr>
<td>Leading Change in Organizations</td>
<td>Investments and Portfolio Management</td>
<td>Project Management Leadership, Communications and Teams</td>
<td>Managing Energy Savings and Efficiency Projects</td>
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<tr>
<td>Strategic Management</td>
<td>Strategic Management in Finance</td>
<td>Strategic Management in Project Management</td>
<td>Managing Corporate Energy Needs</td>
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<td>Supply Chain Management Strategy, Planning and Operations</td>
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<tr>
<td>Energy Resources and Markets</td>
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| Organizational Leadership                                                 | Supply Chain Management & Logistics                                      | Construction Management                                                                   |
| Strategic Organizational Behavior                                         | Supply Chain Management Logistics, Design and Execution                  | Contracts and Insurance in Construction                                                   |
| Strategic Management in Organizational Leadership                         | Supply Chain Management Assessment, Integration, and Optimization        | Project Finance and Accounting                                                            |
|                                                                         |                                                                         |                                                                                  |

Core Courses

- Strategic Resource Management
- Managerial Finance
- Strategic Marketing and Operation Management
Rooted in theory and practice, our online MBA curriculum gives students a comprehensive foundation in core business areas including operations, finance, marketing, and strategic resource management as well as ongoing opportunities to apply that core knowledge to case studies and projects geared toward their workplaces and other organizations. Depending on their career goals, students can pursue a general MBA degree or focus their studies on one of six concentrations in construction management, energy management, finance, organizational leadership, project management, or supply chain management & logistics.

The Norwich Advantage

Unique Blend of Theory and Practicality

Rooted in theory and practice, our online MBA curriculum gives students a comprehensive foundation in core business areas including operations, finance, marketing, and strategic resource management as well as ongoing opportunities to apply that core knowledge to case studies and projects geared toward their workplaces and other organizations. Depending on their career goals, students can pursue a general MBA degree or focus their studies on one of six concentrations in construction management, energy management, finance, organizational leadership, project management, or supply chain management & logistics.

Superb Teacher-Practitioners

Our faculty members have broad industry and research experience that informs and enriches their teaching, providing students with real-world insight and a context for applying their expanded skills and knowledge. Our MBA faculty includes current and former business executives, business owners, and consultants from around the world. Many of the faculty hold terminal degrees.

Faculty work closely with students and inspire them to produce their best work, motivate them to reach higher and further than they thought possible, and encourage them to make a difference. The MBA faculty’s mission is to inspire, teach, and mentor the next generation of business leaders.

Tom LaBatt, MBA Alumnus

“The MBA program broadened my view and increased my knowledge of how to run a business. Implementing what I learned and then seeing the positive results has proven to me that this education is truly invaluable.”

* The opinions expressed herein are those of the authors and do not represent the opinions of any branch of the United States armed forces or the Department of Defense. No branch of the United States armed forces or the Department of Defense has approved, endorsed, or authorized Norwich University or its educational programs.
For leaders who are driven to serve.

Leading change takes commitment, compassion, and the skills and knowledge needed to inspire and motivate. Norwich University channels your motivation to serve into a strong ability to lead within your organization and community.

The Norwich Advantage

The pace for each course is designed with busy schedules in mind

Through our flexible online platform, you can access program content and contribute to class discussions on your own schedule and at your own pace each week. This format gives you extra time to contemplate questions and compose well thought out responses. Small classes and students from diverse professional and cultural backgrounds foster in-depth discussions and unique perspectives.

Your learning community can become an invaluable network

You will progress through the program in small classes called cohorts. Small classes of 16 or fewer students encourage frequent student-student and student-faculty interactions, while a team of dedicated program staff provides students with additional support and guidance as needed. When students enroll at Norwich, they not only gain access to a dynamic learning community but also to an extensive career network of successful alumni from around the globe.

Career Preparation

Norwich University's online MBA program provides you with a foundation for success in a broad range of careers in the private, public, and nonprofit sectors. Our alumni have gone on to positions at top organizations including JPMorgan Chase and Co., Ford Motor Company, the American Red Cross, Deloitte, Citigroup, and the U.S. Department of the Treasury.

Residency

The culmination of the 18 months of study is the one-week residency at the beautiful campus in the Green Mountains of Vermont. Residency is held in June of each year. During residency, students meet to permanently cement their relationships with their cohort and faculty, exchange ideas, create and foster professional networks, and immerse themselves in the Norwich campus and legacy.
Norwich seeks goal-oriented individuals who have high standards of personal ethics and have demonstrated excellence in their professional lives and academic studies.

Applicants should have a desire to make a positive contribution to their field. Selective admissions standards are intended to ensure that those admitted will have the greatest prospect of successfully completing the program and contributing to the field.

Choosing a school to pursue your MBA is a major decision. We invite you to contact our Admissions Advisors who are available to guide you in your decision-making and provide as much information and assistance as you need.

Admission Criteria

- A bachelor’s degree from a regionally or nationally accredited institution or an equivalent degree from a foreign institution, as evaluated by WES, IERF, Span Tran or CED.
- The GRE/GMAT is not required to apply.
- If English is not your first language, proof of English language proficiency is required. This can be demonstrated in one of two ways:
  - TOEFL - a minimum score of 550 (paper-based test) or 80 (internet-based test) is required.
  - IELTS - a minimum composite score of 6.5 is required.

Application Process

Call an Admissions Advisor to begin the application process and submit the following items:

- Application form
- Resume
- Official transcript from undergraduate degree-granting institution
- Letter of intent
- One letter of recommendation (professional or academic)
- Proof of English language proficiency TOEFL, if applicable

Financial Aid Information

Financing your graduate school education can be a daunting task if you are unfamiliar with the process, timeline, expectations, and options. Norwich University wants to make this process a smooth journey for you.

To speak with one of our Admissions Advisors about financial aid:
Call 1-800-460-5597 ext. 3376 or Email mba@online.norwich.edu.

Visit online.norwich.edu for more information.
Master of Business Administration **Online**

About Norwich University

Founded in 1819, Norwich University is a small, private, not-for-profit university that offers professional and liberal arts programs to military and civilian students. The campus is located in Vermont. The College of Graduate and Continuing Studies builds upon nearly 200 years of Norwich University traditions while offering a variety of degree programs online in a rigorous academic environment. By enrolling in our MBA program, you’ll become part of a long tradition of public service education and leadership at Norwich, which goes all the way back to our founding as the nation’s first private military college.

Norwich University is accredited by the New England Association of Schools and Colleges, Inc., through its Commission on Institutions of Higher Education.

Norwich University’s MBA program is accredited by the Accreditation Council for Business Schools and Programs (ACBSP).

Recognized as offering the Best Value with respect to high academic quality and low net cost of attendance, U.S. News & World Report ranks Norwich University in the top Regional Universities in the North. Rankings are based on undergraduate programs and on students who received the average level of need-based financial aid.

Norwich University’s MBA Project Management concentration is accredited by the PMI Global Accreditation Center for Project Management Education Programs (GAC).*

College of Graduate and Continuing Studies

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Email: mba@online.norwich.edu

Visit our online master's programs at **online.norwich.edu:**

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- Master of Arts in History
- Master of Arts in International Relations
- Master of Arts in Military History
- Master of Arts in Strategic Studies
- Master of Business Administration
- Master of Civil Engineering
- Master of Public Administration
- Master of Science in Criminal Justice
- Master of Science in Executive Leadership
- Master of Science in Information Security & Assurance
- Master of Science in Leadership
- Master of Science in Nursing

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