INVESTING IN YOU

Explore MBA, Master’s and Ph.D. Programs at Lerner
THE NUMBERS SPEAK FOR THEMSELVES.

At UD’s Lerner College, we deliver all of the resources you need to succeed, and this investment in you leads to impressive results. For example, 54% of our MBA students changed careers, received a promotion or received a raise while pursuing their degree. They saw an average salary increase of $16,381, and 94% of them rated their overall educational experience with the Lerner Graduate and MBA program as excellent or good.

We provide this excellent education to help you become a successful professional with a meaningful career that empowers you to make your mark. We’ve found that an investment in you is also an investment in our community, as our students and alumni use their skills to improve the world of business every day.

A key part of this work, and part of what makes Lerner exceptional, is the way that we’ve incorporated analytics into everything that we do. Today’s businesses are driven by data, which cuts across all industries to help companies make better decisions. In all of our graduate programs, we want to help our students to answer tomorrow’s big questions with big data.

HIGH-TECH EXPERIENTIAL LEARNING FACILITIES

At Lerner’s unique world-class learning centers, like our JPMorgan Chase Innovation Center, you can explore top internships and research opportunities thanks to our industry partnerships.

LERNER EXECUTIVE MENTORS

Develop a one-on-one relationship with a mentor in your field thanks to Lerner’s network of more than 34,000 active alumni.

A COMMUNITY OF TOP RESEARCHERS

Our diverse faculty conduct impactful research in a wide range of fields, and their work has been ranked at the highest Carnegie Classification level.
The Lerner MBA empowers you to build a degree that fits your career goals. The program’s business core courses will give you a rock-solid foundation in business management knowledge, and then you can choose the elective courses that motivate and inspire you.

**MAJORS**

Business Analytics *(STEM approved program for international students)*
Entrepreneurial Studies
Finance
Healthcare Management
Strategic Leadership

**CONCENTRATIONS**

Accounting  Hospitality Business Management
Business Analytics and Information Management  International Business
Entrepreneurial Studies  Marketing Analytics
Finance  Museum Leadership
Healthcare Management  Sport Management
Strategic Leadership

$96,502
Average salary of Lerner MBA graduates in 2019
Includes full-time, part-time and online students.

FULL-TIME • PART-TIME • HYBRID • ONLINE
M.S. IN ACCOUNTING
Advance your studies in each of the major fields of accounting, as well as finance and quantitative methods. Prepare for a leadership role in an accounting industry career, or for further study in a Ph.D. program.

M.S. IN ACCOUNTING PRACTICE
Take advantage of the growing need for qualified accountants and financial professionals with a CPA with this degree. Even if you did not major in accounting as an undergraduate, this program will prepare you to pursue the professional practice of accountancy and sit for the Uniform CPA Examination.

M.S. IN BUSINESS ANALYTICS AND INFORMATION MANAGEMENT
Cultivate the hybrid talent of both mastering technology and analytics and managing information with this degree, which qualifies as a STEM OPT program for international students. After graduation, you can choose to pursue many data centered roles, from data analyst to IT consultant.

M.S. IN ECONOMICS AND APPLIED ECONOMETRICS
Learn to apply economic analysis to any situation, whether you intend to work in private industry, government or academia, in the United States or abroad. Ideal for students who majored in economics as undergraduates and who seek more specialized training, this program provides a balance of diverse applied courses and core econometric theory.

M.S. IN FINANCE
Acquire specialized analytical knowledge and gain a competitive edge for careers across all industry sectors in the multifaceted field of finance. Experience our Geltzeiler Trading Center, designed to replicate Wall Street trading floors, as you build critical thinking skills and expertise in the business practices of the future.

M.S. IN HOSPITALITY BUSINESS MANAGEMENT
Pursue an academic career, work for a leading lodging, restaurant or entertainment brand, or start one of your own. This program, which includes a 6-week advanced lodging practicum at the Courtyard by Marriott in Newark, provides you with the perfect blend of analytic inquiry, management and customer service expertise and experiential learning.

M.S. IN INTERNATIONAL BUSINESS
Become a business leader with the international skills that are so important to our increasingly global world. Offered online and on campus, this program provides a firm grounding in international accounting, finance, marketing and human resources management.

M.A. IN ECONOMICS AND ENTREPRENEURSHIP FOR EDUCATIONS
Serve as an agent of change in your region’s educational system. This program is specifically designed for educators who want to become master educators of economics, entrepreneurship and personal finance to make a difference in their students’ lives.

CONNECT WITH US!

@UDLERNER
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302-831-2221
LERNERGRAD@UDEL.EDU
PH.D. IN ECONOMICS
Build strong skills that will lead to a successful career in the economic field with this program’s small class sizes and personal attention. You’ll have the option to specialize in fields like development, health, industrial organization, labor, and macroeconomics, or to complete a concentration in financial economics or agricultural economics.

PH.D. IN ECONOMIC EDUCATION
Master the development and evaluation of economic and financial literacy programs and curricula in the K-12 school system, universities and outreach programs. This dual-focus program, offered by the Lerner economics department in combination with UD’s College of Education and Human Development, allows you to specialize in economics or education.

PH.D. IN FINANCIAL SERVICES ANALYTICS
Experience this first of its kind interdisciplinary program, designed for students with high quant skills who want to advance data-driven decision-making tools and technologies. This program’s unique focus means that you benefit from the strengths of Lerner College and its institute for Financial Services Analytics as well as UD’s College of Engineering.

PH.D. IN HOSPITALITY BUSINESS ANALYTICS
Discover ways to apply your interest in business analytics to the hospitality industry’s vast amounts of valuable data. Prepare for a career with a top institution while utilizing the resources available at the Lerner College’s Department of Hospitality Business Management and Institute for Financial Services Analytics as well as UD’s Data Science Institute.
Once you’ve chosen the program that’s right for you, you’ll be ready to take the next step in building the career of your dreams.

By choosing Delaware as the place to take this step, you’ll be joining a legacy of more than 100 years of excellent business education in a unique location among the nation’s most important centers of business. More than one million businesses, including two-thirds of all Fortune 500 companies, are incorporated here, which helps us to go above and beyond to students like you to succeed.

As you move forward on your educational journey, we hope that you will join us in creating not only a successful career, but a better business world. In everything that we do, we are inspired by the words of our namesake, Alfred Lerner:

“Great success is based on who has the best judgment and cares the most about other people, not just because it is good business, but because it is right.”

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**Top Job Titles**

- Project Manager
- Product Specialist
- Director of Human Resources
- Vice President, Finance
- Sales and Marketing Associate
- Supply Chain Specialist

- Senior Manager
- Facilities Manager
- Financial Services Consultant
- Senior Financial Analyst
- Director of Operations

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**Top Employers**

- Christiana Care Health System
- Capital One
- Amtrak
- JPMorgan Chase & Co.
- Agilent
- Sallie Mae
- BlackRock
- Gore
- Northrop Grumman
- Ashland
ABOUT UD

• Founded in 1743

• 24,120 total enrollment

• Ranked 33rd in public schools, U.S. News and World Report 2018

• Land grant, sea grant and space grant university

• Offers 51 doctoral and 131 master’s degree programs

• Top 100 for both full- and part-time MBA programs, U.S. News and World Report 2021

• Online MBA ranked Top 50 in the nation, U.S. News and World Report 2020

• MBA program ranked in the top tier of North American programs and Online MBA program ranked 21st in global online MBA rankings, CEO Magazine
GET TO KNOW OUR STUDENTS AND ALUMS!

Mariana Lockwood
MBA in healthcare management student

Q: Why did you choose this program?
A: I have a doctor of dental surgery degree from Brazil. When I decided to fix residence in the U.S., I needed to determine if I was going to pursue a career in dentistry or switch career paths. I did not want to go back to school and redo dental school, but I wanted to stay in healthcare. I found the MBA in healthcare management when looking for a graduate program and thought it was the ideal combination to work in the industry in a business setting.

Q: How has your career changed since you started this program?
A: I was able to understand more about healthcare in the United States and connect with amazing people. It opened my eyes to career opportunities that I could not think of before joining the program.

Q: What was your favorite thing about this program and/or the most valuable lessons you learned?
A: My favorite thing was the curriculum, which exposes the students to different areas of healthcare that need a business approach. The most valuable lesson was to be open-minded for inputs that, as a provider, you would not often consider at first. A different approach can be the answer to the questions you have.

Q: What advice would you have for someone considering a degree like this?
A: Plan to balance work and school the best way possible. It is hard, but worth it.
Q: Why did you choose the MAEEE degree?
A: Dr. William Bosshardt and Brett Burkey of The Florida Atlantic University Center for Economic Education hired me as a master teacher in 2011. They introduced me to so many networks and great professional development opportunities that I did not even know existed in economic education. Brett Burkey is graduate of the program, and then I had the pleasure of being a participant in the Training of Writers program with Bonnie Meszaros and Mary Suiter at the St. Louis Fed in 2013... I learned more about their Econ Ed program including that Mary Suiter was a graduate as well, and learned that Bonnie worked with the teachers in the MAEEE program. I made it my goal to apply for the program. I knew that graduating from the program would increase my opportunities in being able to contribute to economic education and make an impact like these people that I look up to have.

Q: How has your career changed since you started this program? How did the program enable that change to happen?
A: Ever since I visited the Fed and met Mary Suiter I made it my professional goal to gain the knowledge and skills to be a good candidate for when the opportunity became available to be a Senior Economic Education Specialist at the St. Louis Fed. Scott Wolla, who joined the St. Louis Fed team 10 years ago, is also a graduate of the program. Noticing this pattern, I knew that the MAEEE program provided the content knowledge, skills, and professional networking that was needed in order to be a candidate for a position in the future.

Q: What was your favorite thing about this program and/or the most valuable lessons you learned?
A: It made me a much better teacher. Beyond completing the coursework and networking, going back to being a student and seeing how I learn instead of teach the content was one of my favorite things about the program... It is because of that experience that when someone brought up to me the suggestion to pursue a Ph.D. in educational psychology, I did. I start this fall through the University of Missouri St. Louis.

Q: What advice would you have for someone considering a degree like this?
A: Get ready for a rigorous, engaging, professional, and personal growth experience that is worth two summers and more. Making the most of it increases your knowledge and skills as an educator that you see yourself applying every day in the classroom. You also find yourself sharing with other educators what you gained, resources, and increasing your drive to seek out more people within the network so that you can contribute even more to economic education. Take advantage of the continued support that the entire team of educators and advisors from the program that they provide to all of the alumni.
Q: Why did you choose the MBA and MS international business program?
A: I originally chose the MBA program and was nearing completion with a concentration in international business. I really enjoyed those international business courses that acted as electives, and more specifically, the perspective that they provided me while working for a multinational corporation. I discovered the dual degree program and applied in order to try and further my understanding of international business and distinguish myself as a leader.

Q: How has your career changed since you started this program? How did the program enable that change to happen?
A: My career has changed significantly. I started graduate school working for the State of Delaware, transitioned to Honda Financial Services, and am now working for Honda Motors. The move to Honda came about from an internship that I began after meeting some of the team at the UD career fair.

Q: What was your favorite thing about this program and/or the most valuable lessons you learned?
A: My favorite thing about this program was the diversity of coursework. The MBA provided me with a solid background in economics, finance, accounting, and marketing, while the dual program allowed for specialization and further electives that provided more insight to other aspects of business.

Q: Can you talk a bit about your experiences with case competitions during your time at Lerner?
A: Case competitions were a great opportunity for me to learn how to formally present solutions to companies and small businesses. Some of the most coveted job opportunities for MBAs are in consulting, and involvement in these competitions has given me professional training and direction for my career.

Q: What advice would you have for someone considering a degree like this?
A: My best advice would be to recognize early on that the program is a marathon and not a sprint. Learning how to manage your time to keep other aspects of your life balanced is essential.
Q: Why did you choose the BAIM program?
A: When I was searching master’s programs to further my goal to grow as a product manager, the BAIM program at UD stood out from most other courses. It was unique in that it provided a combination of technology and business subjects, both of which are key to advancing in the technology field. I noticed that the program offered courses on some of the most sought-after tech skills like Business Analytics and Data Mining. Thus, I felt that this course will equip me with much needed skills to stand out amongst the crowd and that’s why I chose the BAIM program.

Q: How has your career changed since you started this program? How did the program enable that change to happen?
A: Through the program, I got the opportunity to learn various topics such as business analytics, IT project management, data visualization, data mining, systems analysis and many more. To add to these, business management centric courses such as IT and Organizational Effectiveness helped me build a well-rounded skillset. This particularly helped me when I attended one of the most sought-after tech conferences, the Grace Hopper Celebration of Women in Computing. It was at this conference that I secured my dream job of being a product manager at American Express. This would not have been possible without the support from the department, the skills I gained through the course and the practical knowledge I attained via the internship opportunities I got at UD.

Q: What was your favorite thing about this program and/or the most valuable lessons you learned?
A: I liked that the courses were structured in a way that encouraged learning by doing. I believe putting theoretical knowledge to practical use speeds up the learning process. Not only did this make learning more interesting, it also helped me retain what I learnt better. The faculty helped source live projects for students to work on as assignments. This gave me a good flavor of working in the BAIM domain. Another thing I liked is the fact that students came from varied backgrounds and levels of experience. This made classroom discussions an interesting mix of perspectives with something to learn from each one of them.

Q: What advice would you have for someone considering a degree like this?
A: My advice would be to seize this opportunity to ramp up on some of the most sought-after skills and make the most of the well-rounded environment offered by the program and the university. Most importantly, make the most of the innumerable networking opportunities offered by UD, something that can go a long way in growing one’s career.