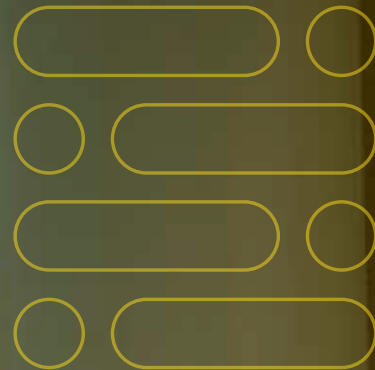


INVESTING IN *YOU*

Explore MBA,
Master's and
Ph.D. Programs
at Lerner



UNIVERSITY OF DELAWARE

**LERNER BUSINESS
& ECONOMICS**

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, **65%** of our MBA students changed careers, received a promotion or received a raise while pursuing their degree. They saw an average salary increase of \$16,000, and **95%** 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

Business Analytics and
Information Management

Entrepreneurial Studies

Finance

Healthcare Management

Hospitality Business
Management

International Business

Marketing Analytics

Museum Leadership

Sport Management

Strategic Leadership

\$88,203

Career outcomes survey
5 year average

Includes full-time, part-time
and online students.

FULL-TIME • PART-TIME • HYBRID • ONLINE

MASTER'S PROGRAMS

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.

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PH.D. PROGRAMS



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.

THE FUTURE IS **BRIGHT.**

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."

Top Job Titles

- Project Manager
- Product Specialist
- Director of Human Resources
- Vice President, Finance
- Director, External Partnerships and Innovation
- Supply Chain Specialist
- Senior Manager
- Facilities Manager
- Financial Services Consultant
- Senior Financial Analyst
- Director of Operations

Top Employers



ABOUT **UD**



- Founded in **1743**
- **24,120** total enrollment
- Ranked **38th** in public schools, *U.S. News and World Report 2021*
- Land grant, sea grant and space grant university
- Offers **51** doctoral and **131** master's degree programs
- Online MBA ranked **Top 50** in the nation, *U.S. News and World Report 2021, Fortune 2021, and Poets & Quants 2021*
- MBA program ranked in the **top tier** of North American programs and Online MBA program ranked **48th** in global online MBA rankings, *CEO Magazine*

DELAWARE, USA



NEW YORK, N.Y.

WASHINGTON, D.C.

GET TO KNOW OUR STUDENTS AND ALUMS!

Mariana Lockwood

MBA in healthcare management student



Lerner: Why did you choose this program?

Lockwood: 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.

Lerner: How has your career changed since you started this program?

Lockwood: 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.

Lerner: What was your favorite thing about this program and/or the most valuable lessons you learned?

Lockwood: 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.

Lerner: What advice would you have for someone considering a degree like this?

Lockwood: Plan to balance work and school the best way possible. It is hard, but worth it.



Andrea Caceres-Santamaria

Graduate of MAEEE program

Senior economic education specialist for the Federal Reserve Bank of St. Louis



Lerner: Why did you choose the MAEEE degree?

Caceres-Santamaria: 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.

Lerner: How has your career changed since you started this program? How did the program enable that change to happen?

Caceres-Santamaria: 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.

Lerner: What was your favorite thing about this program and/or the most valuable lessons you learned?

Caceres-Santamaria: 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.

Lerner: What advice would you have for someone considering a degree like this?

Caceres-Santamaria: 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.

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James Holden

MBA Candidate, Class of 2022

Assistant General Counsel for Interdigital, Inc.



Lerner: Why did you go back to pursue your MBA at Lerner?

Holden: I've been an in-house attorney since the late 1990s, and have been in and out of combined legal and business roles throughout my career. I generally avoided business classes as an undergrad, expecting that I would be heading off to law school and become a trial lawyer. Little did I know that I would be pulled into business over the course of my career! I finally realized that while I had picked up a lot of business knowledge along the way, having a better knowledge of the fundamentals would help me do my job better.

Lerner: What is an example of a course or concept that you were able to apply directly to your life and/or career?

Holden: Dr. Jack Baroudi's course, Building Emotional Intelligence and Critical Thinking, BUEC 601, was invaluable. I was in the middle of being considered for a new role and the knowledge I gained in that course, about myself and about how I "tick" was invaluable, and I put it to good use in the hiring process. Another course, BUAD 620 Fundamentals of Analytics, taught by Dr. Hemant Kher, introduced me to a method of establishing objective performance metrics that I've put into place at my job.

Lerner: Can you describe an important connection you have made through your graduate program?

Holden: Jill Pante has been a tremendous friend and resource, with her career services focus and expertise in branding and networking. Dr. Baroudi has likewise been an enormous influence; his course and his advice have helped me see a future I thought was far beyond my reach. Dr. Dustin Slesman challenged me during my first semester, made me look at situations from an entirely new perspective and proved that night classes after a long day at work could still be something to look forward to. Dr. Adam Fleischhacker made me look at old problems in a new way, understand how to make business work more smoothly and, most importantly, supported all of us when we were forced to modify our course because of COVID-19.

Lerner: What was the most impactful hands-on project or case competition that you were able to participate in?

Holden: The first was Dr. Baroudi's entire course on Building Emotional Intelligence. The impact on me, my recognition of my capabilities, and a clear and unbiased description of my weaknesses has been profound. The second was my end-of-course project for Dr. Fleischhacker's Operations Management course. The topic was about changes in management that need to be smooth and flowing, rather than abrupt. It brought to mind the old advice about waiting six months in a leadership role before instituting major changes, and I illustrated the point with various musical examples. I had a lot of fun doing the project, learned a number of major lessons about management along the way and brought some smiles to peoples' faces.

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Larynette Ndah

Graduate of MBA in Finance and Entrepreneurial Studies
Assistant Project Manager for Brailsford & Dunlavey, Inc.



Lerner: Why did you go back to pursue your MBA degree in finance and entrepreneurial studies at Lerner?

Ndah: I went back to pursue a graduate degree because I was interested in exploring other career paths. I have a bachelor of science in chemical engineering and I enjoyed working with clients and contractors; I am a people person. I also took a keen interest in financial management and entrepreneurship, thus I wanted to leverage my skills, passion and purpose. The Lerner College was

the perfect place for that since they offered MBA concentrations in finance and entrepreneurial studies and offered both online and on-campus classes.

Lerner: What did you learn through this opportunity that you wouldn't have learned anywhere else?

Ndah: The resources offered by Horn Entrepreneurship have been invaluable. I walked into class not knowing what to expect but learning and engaging in the startup space at UD has helped me to redefine and craft my own career path. The MBA career counselors work with me as I craft this path. I have enjoyed my leadership classes; learning how to be an effective leader that does not only create change but also motivates others to do the same. My business classes have provided me with the knowledge I need to make informed decisions as a manager and leader.

Lerner: What is an example of a course or concept that you were able to apply directly to your life and/or career?

Ndah: Prior to [starting as a student at] Lerner, I worked as a water and wastewater engineer. Learning about entrepreneurship and leadership at Lerner has changed my career trajectory. I am moving my career towards management and leadership, and I can use my skills, passion and purpose to achieve my potential. I just got a new job as assistant project manager in collegiate implementation.

Lerner: Can you describe an important connection you have made through your graduate program?

Ndah: Through the Lerner Executive Mentoring program I have had the opportunity to work with a wonderful mentor who has provided much needed advice and encouragement to keep me grounded and focused. Making a career shift or daring to craft a path for myself was unsettling, but she helped me remain confident in my ability to learn, grow and apply myself in whatever capacity I am needed.

Lerner: What are your plans or next steps for the future?

Ndah: Gain more experience managing people and projects through my work, with the ultimate goal of positioning myself as a leader in the construction and real estate industry or the energy industry. I plan to continue with my startup and entrepreneurial pursuits too.



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Shaili Patel

Dual Biological Sciences Ph.D. and MBA Candidate, Class of 2021



Lerner: Why did you go back to pursue a dual graduate degree in biological sciences and an MBA with the University of Delaware?

Patel: Since I was a child, I was always curious about how different species develop and how things work inside the body. I was tied between engineering, biology and business since my parents and grandparents were all from different professional backgrounds. Being exposed to all these backgrounds, I decided to do my undergrad in civil engineering, but soon I realized that biology was

something I was driven to. However, after pursuing an undergraduate degree in biological sciences and now being in the Biological Science Ph.D. program, I was still very interested in the business world. My department, here at UD, was offering a dual degree with a Ph.D. and MBA, therefore I decided to pursue both!

Lerner: What did you learn through this opportunity that you wouldn't have learned anywhere else?

Patel: I've seen first-hand use of accounting and marketing from my Dad, however, I loved that when I took my MBA classes, it was an amazing experience how one can apply so much from theoretical knowledge to practical applications in the real world. The MBA classes helped me do just that!

Lerner: What is an example of a course or concept that you were able to apply directly to your life and/or career?

Patel: Currently, I am a Ph.D.-MBA student and haven't had a chance to do many application-based things from my classes. However, one thing I can definitely say is that I learned and applied. I am getting really good at managing my finances, analyzing company data sheets, their yearly reports, etc. This helps me manage my finances better for sure.

Lerner: Can you describe an important connection you have made through your graduate program?

Patel: When I took the marketing class, I made a great connection with one of the professors in the Lerner College, Dr. Sundaram. Outside of UD, I have met many people at conferences and networking events who are from the business background and I always have fun and learn so much by interacting with these people.

Lerner: What are your plans or next steps for the future?

Patel: I've been very driven towards biology and public service. Therefore, I want to work in the field of science policy and learn more about it. I am sure my MBA will help me a lot moving forward no matter what I end up doing

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Muhammad Usman

**MBA and M.S. in Business Analytics and Information
Management Candidate, Class of 2021**

Sr. Database Administrator at Fiserv



Lerner: Why did you go back to pursue your graduate degree with Lerner?

Usman: For me, motivation in life each day, getting challenged intellectually to achieve my goals. That helped me grow in my career. As a first-generation immigrant, I come from a diverse background both personally and professionally. I am well-traveled and very aware of the value of learning. A good education and determination are the only keys to success. I set high goals for

myself so I can work harder to achieve them. The opportunity I got to study at the Lerner College was a dream come true to get challenged in every class and learn new things every day.

Lerner: What did you learn through this opportunity that you wouldn't have learned anywhere else?

Usman: The first impression, even before we started the program at the Lerner College, was that everyone in our orientation session was emphasizing making new connections. That one sentence "Lerner is all about making new connections" was a constant factor throughout my program that I wouldn't have had the opportunity to make anywhere else.

Lerner: What is an example of a course or concept that you were able to apply directly to your life and/or career?

Usman: I have been in my dual degree program for almost four years now and over the years I have learned so many new ways of leadership, organization effectiveness, emotional intelligence, lateral and critical thinking. If I had to choose one course that wouldn't do justice to many great professors I have learned from, I would name Professor Wendy Smith from my BUAD 870 class for her great insight and making you think outside the box in each class. MISY 873 was one of the best classes I ever took. Professor Andrea Everard is a fearless leader and amazing mentor that pushes you to your limit in order to bring the best out of yourself.

Lerner: Can you describe an important connection you have made through your graduate program?

Usman: MISY 873 was probably the only class I ever took where I made a connection with the whole class. I still remember how none of us wanted that class to end soon.

Lerner: Fill in this sentence: "My graduate program helped me become..."

Usman: A better leader and a person who understands the impact of social responsibility on a corporation and is motivated to implement it in my organization.

Lerner: What are your plans or next steps for the future?

Usman: I am hoping to do my Ph.D. at Lerner after I graduate this fall.

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