

ADELPHI

UNIVERSITY

NEW YORK

Named a Princeton Review
Best Business School



GRADUATE PROGRAMS

ROBERT B. WILLUMSTAD SCHOOL OF BUSINESS



WORLD-CLASS ACADEMICS. PERSONALIZED LEARNING. SUCCESSFUL FUTURES.



WHY SHOULD YOU PURSUE AN ADVANCED DEGREE IN THE WILLUMSTAD SCHOOL OF BUSINESS?

During the 2020–2021 academic year, **111 graduate business students** were awarded more than **\$1,041,500** in Adelphi University assistance in the form of scholarships, grants and tuition waivers.

100% of our 2019 Willumstad business graduates were working within six months of graduation.
(Adelphi's Career Outcomes Survey)

Bright job outlook: **14%** projected growth for management analysts through 2030 (U.S. Bureau of Labor Statistics)



Money magazine ranks Adelphi University a **2021 Best College for Your Money**

Around **90%** of MBA graduates received job offers.



Only **5%** of the world's business schools are accredited by AACSB.

ADVANCE YOUR CAREER WITHOUT PUTTING IT ON HOLD

Challenge yourself academically and gain the specific skills you need to succeed—all while you balance your job responsibilities and coursework. We're flexible. Enroll full time or part time; take classes in the evenings, on weekends or in blended or online formats. Take a generalized approach or specialize in your area of expertise with programs that respond to in-demand jobs.

Take your business career to new heights by selecting from our three MBA options:

TRADITIONAL MBA: You'll get a solid foundation in business fundamentals before taking a more general approach or specializing in eight areas of concentration, ranging from accounting and finance to human resource management, marketing and sport management.

ACCELERATED MBA: Fast-track your career by earning your degree in just 17 months by attending our in-person Saturday program or opt for our fully asynchronous program. We keep classes small, so you'll form close connections with both your professors and fellow students.

GLOBAL MBA: Offering insights into the global economy in small classes with personalized attention and industry-leading instructors, the curriculum is designed to meet the growing demand for jobs in such areas as accounting, global management, marketing and supply chain management.

Choose from three master's degree programs: MS, SUPPLY CHAIN MANAGEMENT WITH STEM DESIGNATION:

Getting goods delivered on schedule is more crucial than ever in today's global environment. Be ready to meet the demand for professionals skilled in managing increasingly complex supply chains. The supply chain's importance was seen in news headlines during the COVID-19 outbreak, when thousands of meat processing plant workers took ill and plants closed and farmers dumped milk and eggs after losing business from closed restaurants and schools.

MS, BUSINESS ANALYTICS WITH STEM DESIGNATION:

Help revolutionize business by exploring data-driven decision-making in a one-year full-time program that focuses on real-world business situations and uses the latest data visualization tools.

MS, PROFESSIONAL ACCOUNTING: Open doors to exciting career opportunities with this one-year program that provides access to internships and a yearlong professional CPA review program, the only on-campus program offered on Long Island or in Brooklyn or Queens, New York.

You can also jump-start your path to industry specialization with our eight business certificate programs, or add a dual focus to your degree with one of two joint programs.

ADVANCED CERTIFICATE IN HR: This certificate is designed to provide managers and human resource professionals with the knowledge, skills and abilities to enhance their organizations' performance without the time commitment needed for a degree program. All 15 credits earned can be transferred to the MBA program with a specialization in human resource management.

ADVANCED CERTIFICATE IN FINANCE: This certificate is designed to offer opportunities in career advancement to individuals with an interest in finance, without the commitment of pursuing a full MBA with finance specialization. All 15 credits earned can be transferred to the MBA program with a specialization in finance.

ADVANCED CERTIFICATE IN MANAGEMENT: This certificate provides the necessary knowledge, skills and abilities to both new professionals and experienced managers who have learned "on the job" to perform their jobs effectively and advance in their careers. This certificate is available to students with an undergraduate degree in any discipline and can be completed in only 15 credits.

ADVANCED CERTIFICATE IN BUSINESS ANALYTICS: This certificate is designed for all business/nonbusiness majors, decision-makers, managers and administrators who are seeking to gain analytical knowledge to advance their career and make data-driven decisions in the emerging data-driven world.

ADVANCED CERTIFICATE IN DIGITAL MARKETING: Employers seek marketers who are familiar with social media and digital marketing in order to take advantage of the latest development of such technology to communicate effectively with customers. The Advanced Certificate in Digital Marketing (ACDM) will provide students with the skills and knowledge to develop a comprehensive and effective digital marketing strategy. The ACDM will be open to any student with a bachelor's degree or higher in any discipline who wishes to build an expertise or career in this rapidly growing field of digital marketing.

ADVANCED CERTIFICATE IN MARKETING ANALYTICS: Employers seek marketers who can collect, track and/or measure the performance of their marketing activities and analyze and interpret marketing data in order to develop effective marketing strategies. The Advanced Certificate in Marketing Analytics (ACMA) will provide students with the skills to collect, analyze and interpret marketing data to develop a data-driven marketing strategy. The ACMA will be open to any student with a bachelor's degree or higher in any discipline who wishes to build an expertise or career in this rapidly growing field of marketing analytics. If students decide to continue their studies, all of the credits completed in the certificate will be fully transferable to the MBA programs at Adelphi.

SUCCESS STORIES IN THE WILLUMSTAD COMMUNITY

Professor
GITA SURIE, PhD

THE BUSINESS OF ENERGY

Dr. Surie is an author and professor who has worked at the highest tiers of business and economics in the United States and India. She is the recipient of a Fulbright Fellowship to study how government and nongovernmental organizations interact to make renewable energy more accessible to rural communities in India.



Associate Professor

MURAT SAKIR EROGUL, PhD

TALKING ENTREPRENEURSHIP

Dr. Erogul brings years of entrepreneurship and business development experience to the classroom. The co-founder of two enterprises, he provides coaching and consulting services to businesses. He is a national team member of the Canada Global Entrepreneurship Monitor, studying entrepreneurial activity to help develop policy for the Canadian government. He currently leads Adelphi's Business Plan Competition.

Associate Professor

FAN LIU, PhD

PUTTING A FACE ON CONSUMER BEHAVIOR

Dr. Liu's research takes an interdisciplinary approach, combining marketing and psychology. She has been exploring how facial characteristics used in marketing materials affect consumer behavior.



NOTABLE ALUMNI

Our alumni network totals **nearly 21,000** and includes top professionals in their fields, such as:

Patrick Adams '83, MBA '86, chief marketing officer, Bluevine Inc.; former head of consumer marketing, PayPal, North America

William Fuessler '79, retired partner and vice president, global leader, Finance, Risk and Fraud, IBM

Kim Petry '91, president and chief financial officer, Be Balanced

Al Trautwig '78, '17 (Hon.), Emmy Award-winning sports broadcaster for television's MSG Network, NBC, NBC Sports Network and USA Network

FIT RIGHT IN

Our graduate programs have:

- 524 students
- 22 percent of enrolled students over age 30, with 11 percent over 40
- 59 percent male; 41 percent female
- A 12:1 student-to-faculty ratio



Small classes

12:1
student-to-faculty ratio

Adelphi's Innovation Center and Annual Business Plan Competition promote entrepreneurial thinking.

Connected to nearly 21,000 successful Willumstad alumni who will be part of your New York-centered network

ADMISSION REQUIREMENTS

- Application and \$50 fee
- Essay*
- One letter of recommendation
- Official transcripts from all prior institutions
- Résumé
- TOEFL, IELTS or Duolingo English test scores required for international candidates
- Official GMAT scores**
- Course-by-course evaluation prepared by an NACES member organization required for international candidates***

*Our MS in Business Analytics program requires a video statement in lieu of a written statement.

**All Robert B. Willumstad School of Business graduate program applicants will receive a GMAT waiver through Fall 2023. Other graduate admissions tests may be accepted in lieu of the GMAT.

***Beginning with the Spring 2023 semester

ACADEMIC PROGRAMS	TOTAL CREDITS	ADDITIONAL PROGRAM-SPECIFIC REQUIREMENTS/INFORMATION	AVAILABLE LOCATION			FULL TIME PART TIME*		TERMS AVAILABLE FOR ADMISSION	
			GARDEN CITY	MANHATTAN CENTER	ONLINE	FT	PT	FALL	SPRING
Traditional MBA (optional specializations in Accounting, Finance, Health Services Administration, Human Resource Management, Management, Management Information Systems, Marketing, Sport Management)	33-51 credits	Open to students with business experience as well as recent graduates. The graduate program's office evaluates each student's prior academic background to determine if certain prerequisite and foundation core courses can be waived, thus reducing the total number of credit hours required to complete the degree. Accounting specialization** requires completion of 24 credits in undergraduate U.S.-based accounting. This is a weeknight program.	●			●	●	●	●
Accelerated MBA	42 credits	A minimum of four years' managerial experience	●			●	●	●	●
Accelerated MBA (Online)	42 credits	A minimum of four years' managerial experience			●	●	●	●	●
Global MBA	45-48 credits	Open to students with a business-related bachelor's degree		●		●	●	●	●
MS in Professional Accounting	30 credits	This program is designed for motivated students, with undergraduate degrees in accounting, who want to complete the 150 credits required for a CPA license in New York state. The program can be modified to accommodate students who have undergraduate degrees in other areas. A full year of Becker's renowned on-campus CPA Exam review is required.	●			●	●	●	●
MS, Supply Chain Management (STEM Certified)	30 credits	Foundation core courses may be waived based on prior coursework. This is a weeknight program.	●			●	●	●	●
MS in Business Analytics	30 credits	Open to students with strong quantitative skills. A video statement is required.	●			●	●	●	●
ADVANCED CERTIFICATE PROGRAMS									
Accounting	30-42 credits	Students with a completed bachelor's degree in any discipline other than accounting will be admitted to this certificate program. Students must submit an official transcript from a regionally accredited four-year college that shows successful completion of a bachelor's degree in any subject with a minimum of 2.75 grade point average cumulative for all undergraduate work. Offered through the College of Professional and Continuing Studies.	●			●	●	●	●
Business Analytics	9 credits	This certificate is designed for all business/nonbusiness majors, decision-makers, managers and administrators who are seeking to gain analytical knowledge to advance their career and make data-driven decisions in the emerging data-driven world. All 9 credits in this certificate can be transferred if the student decides to join the MS in Business Analytics program at Adelphi University.	●				●	●	●
Digital Marketing	12 credits	The Advanced Certificate in Digital Marketing (ACDM) provides students with the skills and knowledge to develop a comprehensive and effective digital marketing strategy. This certificate is open to any student with a bachelor's degree or higher in any discipline who wishes to build an expertise or career in this rapidly growing field of digital marketing. If students decide to continue their studies, all of the credits completed in the certificate will be fully transferable to the MBA programs at Adelphi.	●		●		●	●	●
Finance	15 credits	Designed primarily for those who have a bachelor's degree in business and do not anticipate investing in a full MBA degree with finance specialization in the immediate future	●				●	●	●
Human Resource Management	15 credits	Open to any student with a bachelor's degree or higher in any discipline	●				●	●	●
Management	15 credits	Open to students with a bachelor's degree in any discipline	●				●	●	●
Marketing Analytics	12 credits	Employers seek marketers who can collect, track and/or measure the performance of their marketing activities and analyze and interpret marketing data in order to develop effective marketing strategies. The Advanced Certificate in Marketing Analytics (ACMA) will provide students with the skills to collect, analyze and interpret marketing data to develop a data-driven marketing strategy. The ACMA will be open to any student with a bachelor's degree or higher in any discipline who wishes to build an expertise or career in this rapidly growing field of marketing analytics. If students decide to continue their studies, all of the credits completed in the certificate will be fully transferable to the MBA programs at Adelphi.	●		●		●	●	●

*Full- and part-time classes are offered in the evenings.

Office of University Admissions
P.O. Box 701
One South Avenue
Garden City, NY 11530-0701



SAFETY FIRST. Colleges and universities are required under federal law to publish and make available an annual campus security report, which includes, among other information, statistics on campus crime. The crime statistics for all colleges and universities required to comply with this law are available from the United States Department of Education.

Adelphi University's annual security report includes statistics for the previous three years concerning reported crimes that occurred on campus; in certain off-campus buildings or property owned or controlled by Adelphi University; and on public property within, or immediately adjacent to and accessible from, the campus. The report also includes institutional policies concerning campus security, such as policies concerning alcohol and drug use, crime prevention, the reporting of crimes, sexual assault, emergency response plan, timely warnings, fire statistics, missing students and other matters. The advisory committee on campus safety will provide upon request all campus crime statistics as reported to the United States Department of Education. You may obtain a copy of this report by contacting the Department of Public Safety and Transportation, Levermore Hall, Suite 113, at adelphi.edu/safety-transportation or **516.877.3500**.

The United States Department of Education's website for campus crime statistics is ope.ed.gov/security.

As a reminder, the back of any Adelphi University ID card provides you with weather advisory and alert numbers to obtain information on any possible delayed openings or school closings. To register for the University Mass Notification System, log on to eCampus (ecampus.adelphi.edu) and click on University Mass Notification System.

ACCREDITATION. Adelphi University, an independent, comprehensive institution, is chartered by the University of the State of New York and is accredited by the Middle States Commission on Higher Education, 3624 Market Street, Philadelphia, PA 19104-2680, **267.284.5000**; the New York State Education Department, 89 Washington Avenue, Albany, NY 12234, **518.474.3852**; the Commission on Collegiate Nursing Education, One Dupont Circle NW, Suite 530, Washington, D.C. 20036, **202.887.6791**; the Council on Academic Accreditation in Audiology and Speech-Language Pathology, American Speech-Language-Hearing Association, 2200 Research Boulevard, Rockville, MD 20850-3289, **800.638.8255**; the Council on Social Work Education, 1701 Duke Street, Suite 200, Alexandria, VA 22314, **703.683.8080**; the Council for the Accreditation of Educator Preparation (CAEP), 1140 19th Street NW, Suite 400, Washington, D.C. 20036, **202.223.0077**; and AACSB International-The Association to Advance Collegiate Schools of Business, 777 South Harbor Island Boulevard, Suite 750, Tampa, FL 33602-5730, **813.769.6500**.

EQUAL OPPORTUNITY AND NOTICE OF NONDISCRIMINATION. Adelphi University is committed to extending equal opportunity in employment and educational programs and activities to all qualified individuals and does not discriminate on the basis of race, religion, age, color, creed, sex, marital status, sexual orientation, ethnicity, national origin, disability, genetic predisposition or carrier status, veteran status, status as a disabled or Vietnam-era veteran, gender expression, or any other basis protected by applicable local, state or federal laws. Adelphi University does not discriminate on the basis of sex or gender in any education program or activity it operates as required by Title IX. All questions regarding Title IX should be referred to the Title IX Coordinator and Director of Equity and Compliance Lance Houston, Room 207, Levermore Hall, **516.877.8019**, titleix@adelphi.edu. The discrimination coordinator for student concerns pursuant to Section 504 of the Rehabilitation Act of 1973 is Rosemary Garabedian, Director of the Student Access Office, Post Hall, **516.877.3145**, sao@adelphi.edu; the discrimination coordinator for employee concerns pursuant to Section 504 of the Rehabilitation Act of 1973 is Jane Fisher, Director of Employment, Employee and Labor Relations, Room 203, Levermore Hall, **516.877.3222**; the coordinator of Title VII and the affirmative action officer is Jane Fisher, Director of Employment, Employee and Labor Relations, Room 203, Levermore Hall, **516.877.3222**.

