New England College

School of Graduate and Professional Studies

Master of Science in Management

The School of Graduate and Professional Studies removes obstacles to educational advancement and opens new pathways for those seeking professional development and personal enrichment. We are New England's leader in quality graduate programs offered through alternative delivery models.

The Master of Science in Management has been developed and is taught by industry leaders, respected academic mentors, and program development experts committed to preparing the next generation of leaders in their industries. Its focus is to provide specialized degrees in the following concentrations: healthcare administration, nonprofit leadership, project management, strategic leadership, banking and finance, marketing management, operations management and real estate management. The program and concentrations are geared towards professionals who want to advance their careers and engage in more senior management activities and responsibilities. Students also have the opportunity to take concentrations that may help them enter new professional fields.

The program may range from one year to two years, according to the student's choice of schedule. Depending on the concentration, NEC offers the Management program in the Henniker campus, on various locations in New Hampshire and Maine, and online.

"Employees who have pursued the M.S. in Management through New England College have gained advanced leadership competencies. They are better equipped to think strategically, to communicate effectively, and to advance systemic change throughout the organization. Two employees within my division have recently completed the master's program, and I have seen the impact from the very beginning of their participation. They evaluate the strategic context for their decision-making and they are increasingly assertive in advocating for change." —Russ Donahue, Director of Marketing, St. Mary's Health System

Program Information

Program Overview The Master of Science in Management is a 36-credit program comprised of ten courses and a thesis/project requirement. The program may range from one year to two years, depending upon the student's choice of schedule. Eight concentrations are offered: healthcare administration, nonprofit leadership, project management, strategic leadership, banking and finance, marketing management, operations management and real estate management. The curriculum, always evolving, explores the challenges and opportunities of the current business climate and capitalizes on the climate of opportunity in New Hampshire and Northern New England. The

NEC School of Graduate and Professional Studies has formed partnerships with New Hampshire and Maine businesses, healthcare institutions and the nonprofits to offer the Master of Science in Management program on-site at their location. The M.S. in Management Strategic Leadership concentration is also offered on the Henniker Campus.

Core requirements for the Master of Science in Management

- MG 5110 Organizational Management and Leadership
- MG 6110 Managing Projects
- MG 6610 Strategic Planning and Policy
- MG 6410 Professional and Organizational Ethics: A Global Perspective
- MG 6970/6980 Capstone Project I/II

Project Management Concentration Courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 5610 Economics for Leadership
- MG 6880 Supply Chain Management
- MG 6820 Quality Analysis for Technology
- MG 6950 Contract Management

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Master of Science in Management

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Healthcare Administration Concentration Courses

- AC 5220 Financial Accounting in Healthcare Organizations
- MG 5320 Marketing Management in Healthcare and Service Sectors
- MG 5410 Organizational Communication, Negotiations & Conflict Resolution
- MG 5620 Managerial Economics
- MG 6310 Financial Management
- MG 6920 Legal Issues in Healthcare

Nonprofit Leadership Concentration Courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 5310 Marketing Management *
- MG 5410 Organizational Communication, Negotiations & Conflict Resolution
- MG 6630 Strategic Fundraising
- MG 6620 Dynamics of Non-Profit Governance
- MG 6830 Strategic Human Resource Management

**Not required in the fully online program.*

Strategic Leadership Concentration courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 5210 Organizational Development and Leading Change
- MG 5310 Marketing Management 293
- MG 5410 Organizational Communication, Negotiations & Conflict Resolution
- MG 5610 Economics for Leadership
- MG 6830 Strategic Human Resource Management*

**Not required in the fully online program.*

Banking and Finance Concentration courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 6210 Managing Global Operations
- MG 6320 Principals of Finance and Insurance;
- MG 6820 Quality Analysis for Technology

Marketing Management Concentration courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 5220 Relationship Selling Strategies
- MG 5330 Market Research
- MG5990 Special topics: Advertisement and Promotion
- MG 5410 Organizational Communication, Negotiations & Conflict Resolution

Operations Management Concentration courses

- AC 5250 Managerial Accounting and Finance for Leadership
- MG 6210 Managing Global Operations
- MG 6725 Facilities Management
- MG 6880 Supply Chain Management

Real Estate Management Concentration courses

- MG 5220 Customer Relationship Management
- AC 5250 Managerial Accounting and Finance for Leadership
- MG 6320 Principles of Finance and Insurance
- MG 6950 Contract Management

Application Requirements

To apply, submit the online NEC Graduate School application (www.nec.edu), a current résumé, official college transcripts, a personal essay, and 2 letters of reference. No GRE scores are required. Applications will be accepted until the cohort is full. Cohorts begin in September and March each year.

Financial Aid Information

For comprehensive information on financial aid for graduate school, visit **www.nec.edu/graduate-and-professional-studies/graduate-financial-services**

Admission

For more information contact:
Graduate Admission Office
603.428.2252
graduateadmission@nec.edu

New England College

Student Financial Services

Financial Assistance Application Procedures

In order to be a Federal loan borrower, there are requirements you must complete.

Here is the process:

1. FAFSA

- Must be completed every academic year that you are enrolled and wish to utilize federal aid
- Go to **www.pin.ed.gov** and apply for a Federal PIN, if you do not have one or can't recall what it may be
  - Your PIN is used to E-Sign many school related documents, including your FAFSA—remember your number and keep it safe
- Go to **www.fafsa.ed.gov** and click on the link to complete the FAFSA for the appropriate academic year (NEC school code: 002579):
  - Academic years run from July 1st to June 30th of the following year
  - FAFSAs expire on June 30th
  - Must have FULL LEGAL NAME AND correct social security number
  - Must be E-SIGNED, for FAFSA to be valid and by accepted by NEC
- If the Department of Education selects your Student Aid Report (SAR—Your FAFSA confirmation) you will need the following items:
  - SIGNED Federal Tax Returns and schedules (Tax year used to complete the FAFSA in question)
  - Federal W2s for everyone on the federal tax return
  - "Be Proactive" and verify that your SAR has no further holds that may prevent your funding from releasing to your account
- After you complete and submit a FAFSA it takes at least:
  - 1–3 business days for the Department of Education to process your submission
  - 1–3 weeks for the Department of Education to create a transmission of your information to be sent to the school(s) of your choice, for downloading and to be imported into the school's system

2. NEC Graduate Financial Aid Application

- Can always be located on the Student Financial Services section of the NEC website **www.nec.edu**
  - Click on the Student Financial Services link
  - Then the Applying for Financial Assistance link
  - Then the Application Form & Instructions link
  - Lastly, the Graduate, NEC+ and Online BA Students link, for the year you're attending
- Must be renewed every time the FAFSA is renewed
- Must contain the appropriate signatures to be accepted

3. Award Letters

- Award letters will be created once all necessary preliminary paperwork is received
  - Preliminary paperwork consists of:
    - FAFSA
    - NEC Graduate Financial Aid application
  - If either of these things are missing—we cannot produce an award
- Once the award is completed, a letter explaining the award, will be mailed out
- Students may always view their awards immediately, online via their MyNec account
  - Once you have your official six digit NEC PIN, you may log into your MyNEC account anytime at: **https://mynec.nec.edu/pls/proddad/twbkwbis.P_WWWLogin**

4. Entrance Loan Counseling

- **https://studentloans.gov**
  - Print your confirmation page for your records, once you complete your counseling

5. Federal Stafford Loan Master Promissory Note (MPN)

- A Federal Stafford Loan is *different* from the Graduate "PLUS" loan, which has a HIGHER interest rate than Unsubsidized loans. Don't make a mistake and apply for the PLUS loan in haste! It will only delay your funding.
- You will need your FAFSA PIN number to complete your Master Promissory Note (MPN)
- Plan on approximately 30 minutes to complete your Master Promissory Note (MPN) at **https://studentloans.gov**
- It is a FEDERAL requirement that we wait until after your add/drop period to begin the process of requesting your funds.
- After the certification process and after your add/drop period, it will take (approximately) 30 minutes for the loan to disburse to your student account.

6. Exit Loan Counseling

- Federal loan borrowers are required to complete Exit Loan Counseling when they have a break in enrollment or separation (ex. Graduate from program) from their institution.
- **https://studentloans.gov**
- Print the confirmation for your records