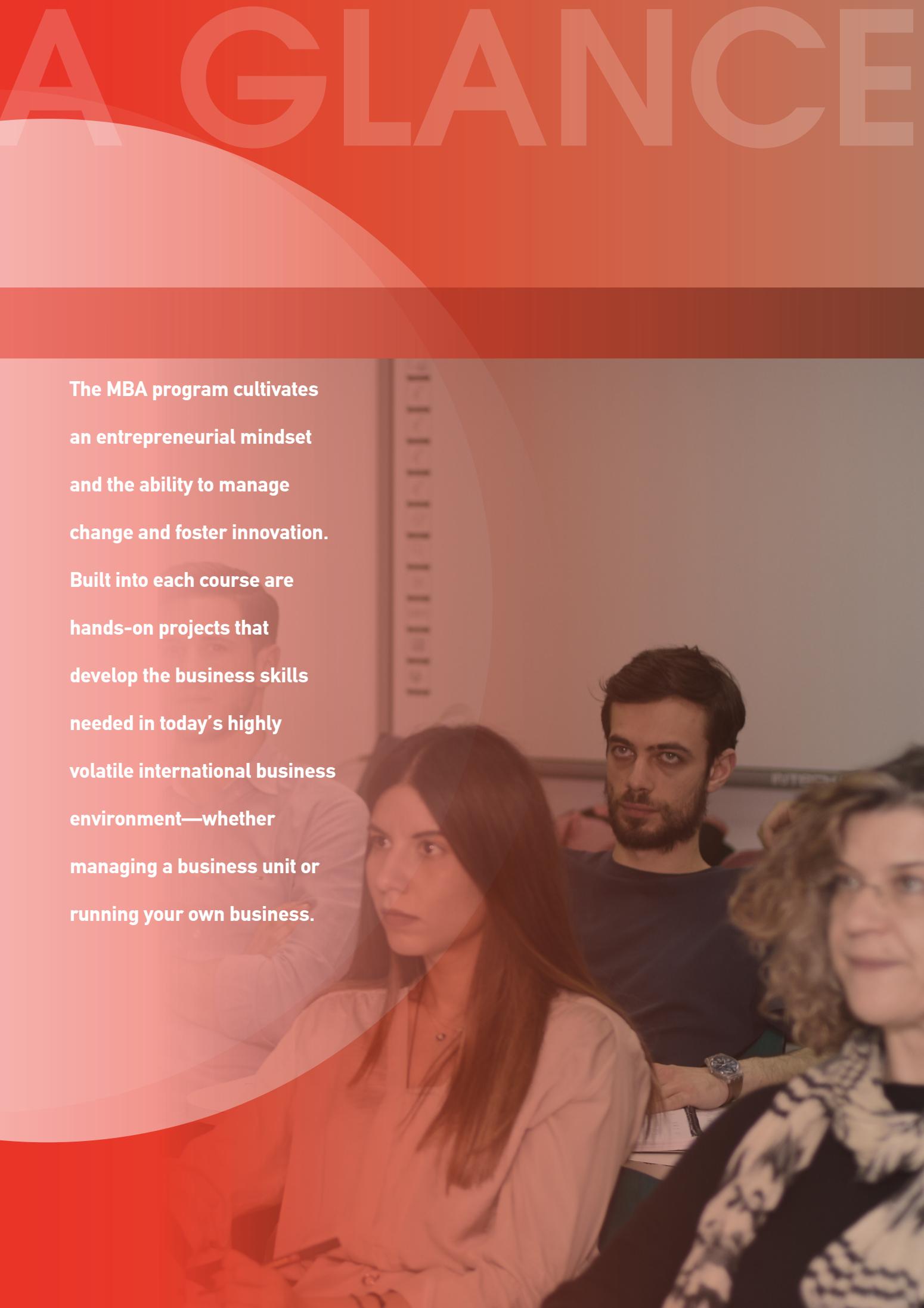




# **Master of Business Administration**

More than a degree,  
our MBA program is an  
investment that will change  
the way you think, manage  
and do business.

# A GLANCE

A photograph of a classroom full of students. In the foreground, a young woman with long brown hair is looking towards the right. Behind her, a young man with a beard and a woman with curly hair are also looking in the same direction. The background shows other students and a chalkboard. The overall atmosphere is one of a typical university lecture.

**The MBA program cultivates  
an entrepreneurial mindset  
and the ability to manage  
change and foster innovation.**

**Built into each course are  
hands-on projects that  
develop the business skills  
needed in today's highly  
volatile international business  
environment—whether  
managing a business unit or  
running your own business.**



# The Program at a Glance

## Strengths of the Program

<b>Real-World Learning</b>	Learning is enriched with in-company projects, case studies developed with actual companies in local and global markets, and guest sessions and talks led by expert practitioners in the field.
<b>Specialization Options</b>	Take advantage of the option to specialize in one of 5 tracks, from digital marketing or operational excellence to sector-focused tracks in international business and information technology management.
<b>Expert Faculty</b>	You'll be taught by a faculty of internationally educated business scholars and researchers, who are joined by a team of expert practitioners in fields such as data analysis, digital marketing, leadership and knowledge management.
<b>Tailored for Working Professionals</b>	You'll be able to continue working while studying in the program with evening classes, part-time study and the option to take some of your courses online.
<b>Individual Attention</b>	With your faculty mentor, student-centered teaching and small-sized classes, you'll receive individual attention to your needs and the opportunities to develop your talents and strengths.



# Financial Aid & Scholarships

Hellenic American University admits students on the basis of academic promise and not on their ability to pay.

We provide guaranteed scholarship aid to students with demonstrated financial need.

More than 90% of our incoming students received some sort of financial assistance in the 2024-25 academic year.

For more information on our financial aid program, contact an Admissions officer at the University.

# Admission Requirements

Candidates for admission must meet the following minimum requirements:

- An undergraduate degree from a recognized university with a liberal arts or general education component, or an undergraduate degree from an accredited institution, with at least a B (3.0) grade point average;
- Evidence of English Language proficiency;
- An interview with a member of the Department's faculty.

## The Director's Perspective on the MBA

**Panagiote (Pete) Tsolis, PhD, MBA**

Assistant Professor



Our students do the MBA degree for a variety of reasons. Some need the tools the program provides so that they can advance in their industry. Others are ready to transition to a different sector and need to refine their skills and reposition themselves for the market. Still others realize that earning an MBA will broaden their business perspective and understanding.

The Hellenic American University MBA meets each of these needs. With instructors who are experts in their field, a program that provides a strong foundation in all core business disciplines, and with access to a growing alumni network, our students are well-positioned to move to the leading edge of their businesses.

# Overview of the Master of Business Administration Program

The bulk of the MBA is made up of required courses that give you a robust theoretical foundation and practical learning in core business functions such as operations, accounting, HR management and managerial finance. You'll also develop the digital competencies needed for data-driven decision-making and strengthen your leadership, team-building, communication and analytical skills.

## Master of Business Administration



### Specializations

You have the option to specialize in one of the following tracks—or complete your degree with general business electives:

- People Management
- Digital Marketing
- Operational Excellence
- International Business
- Information Technology Management

#### Required Core Courses:

- Functional Skills Integration
- The Business Landscape
- Business, Policy and the International Economy
- Marketing Management
- Strategic Human Resource Management
- Managerial Finance
- Accounting for Decision Making
- Operations Research
- Strategy

For a list of all courses in each of the majors, contact the Admissions Office or consult the online course catalog at <https://hauniv.edu/masters-in-business-administration>

### Elective Offerings

#### People Management

Leadership and Organizational Behavior  
Ethics, Law and CSR

Total Rewards  
Employment Relations

#### Digital Marketing

Integrating Marketing in a Digital Age  
Digital Marketing Analytics  
Branding and Communications  
Strategic Communication & Public Relations

#### Operational Excellence

Technology and Operations Management  
Project Management  
Business Analysis & Service Management  
Supply Chain Management

#### Management Information Systems

Decision Support Systems  
E-Commerce Management  
IT Management and Strategy  
Systems Analysis and Design

#### International Business

International Marketing  
Cross- Cultural Management  
International Finance  
International Business

# What Students and Graduates Are Saying About the Program



My academic journey at Hellenic American University has been enriching and I am thankful to all the faculty members who supported me throughout my MBA studies.

As a young working professional, I valued the programs' affordability and flexibility, especially the hybrid format. Even with the heavy workload, the balance of in-person and online classes allowed me to engage in my courses without compromising my career.

I highly recommend this program to any young working professional looking to make that next step in their career.

Earning the MBA degree has greatly boosted my self-esteem and broadened my life goals. If you feel there is not enough time in the day to pursue a business degree, consider a Hellenic American University program. I am so glad I did!

**Konstantinos Topitzis, MBA '23, MSSM '23**



My MBA experience at the Hellenic American University has been highly inspiring and beneficial to my professional goals. The comprehensive curriculum and the practical insights provided by the faculty have significantly expanded my business knowledge, particularly in areas crucial for managing my own business such as Strategic Leadership, Human Resources, Marketing management etc.

The collaborative environment and diverse perspectives of my peers have enriched my learning experience. The real-world projects and discussions were essential in enhancing my practical skills and confidence.

I highly recommend Hellenic American University and its MBA program to anyone looking to expand their business potential. It has been a privilege to be part of this academic community.

Thank you for an unforgettable academic journey!

**Lampros Andronis,, MBA '24**



# Accreditation & Certification

## Accreditation

Hellenic American University is accredited by the New England Commission of Higher Education (NECHE), which the U.S. Department of Education recognizes as "a reliable authority on the quality of education for the institutions it accredits".

## IACBE Membership

Hellenic American University is an Educational Member of the International Accreditation Council for Business Education (IACBE).



## Add a certificate

Students completing 4 courses (12 credits) in a given specialization track can earn a Hellenic American Certificate in their field.

MBA students completing the Digital Marketing specialization are well-positioned to pursue the internationally recognized Online Marketing Certified Associate (OMCA™) Certification.

The Operational Excellence track prepares students for the Certified Associate in Project Management (CAPM®) or the Project Management Professional (PMP®) designations of the Project Management Institute (PMI®).

## Career Paths

94% of our MBA alumni are currently employed or self-employed\*. The great majority are working locally or abroad in management or other senior-level positions such as:

- Key and senior account managers
- Product managers
- Branding officers and marketing managers
- Sales managers
- Business, risk and market analysts

Graduates of the program are employed by local and multinational firms in industries such as:

- Banking and financial services
- Telecommunications
- Food and beverage
- Manufacturing, shipping and construction
- Information technology

\*Based on findings from the 2024 Alumni Employment Survey.

REER PATHS



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Hellenic American University is accredited by the New England Commission of Higher Education (NECHE).

Hellenic American University's degree programs are regulated, approved, and regularly monitored by the New Hampshire Department of Education, Division of Higher Education – Higher Education Commission.

Hellenic American University does not discriminate on the basis of race, color, national and ethnic origin, gender, sexual orientation, age, religion, physical disability, or veteran status in the administration of its educational policies, admissions policies, scholarship and loan programs, and athletic or other school-administered programs.

