



University of  
Massachusetts  
Global A private  
nonprofit affiliate

# Master of Business Administration (MBA)

18 Months | Online | UMass Global Alumni Status

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## Transform Your Potential into Global Success

## Programme Summary

### Master of Business Administration (MBA)

**Institute Name**

University of Massachusetts Global

**Program Duration**

18 Months

**Cost**

INR 3,32,000 + GST

**Learning Mode**

Online - pre-recorded videos, weekly live session with Course Leaders

**Weekly effort**

6-8 hours a week

**Faculty**

University of Massachusetts faculty

**Payment Options**

Flexible payment options available

**Course Leader**

Subject Matter Experts/ Mid Industry Practitioners

**Eligibility**

Educational Qualifications Valid bachelor's degree with a 2.75 GPA (equivalent to more than 45%) or valid master's degree (no minimum GPA). Student must be an Indian citizen and resident.

**Certificate**

Upon successful completion of the program, participants will be awarded with University of Massachusetts Global MBA degree

## Learning Experience

- [Glossary](#)
- [Course Leaders](#)
- [Industry Practitioner](#)
- [Office Hours](#)
- [Asynchronous Programme](#)

## Frequently Asked Questions

**Are there any LIVE sessions with the University faculty in this program?**

This program includes live sessions that will be conducted by Course Leaders.

**What is the role of the Course Leader? Are they University faculty?**

Course Leaders are Industry Practitioners/ Subject Matter Experts who help with doubt clearing, cover specific topics deeper and share real-world examples wherever needed. They are not faculty of the University.

**Who grades/ gives inputs on the assignments and projects?**

The assignment grading frameworks are meticulously crafted by UMass Global faculty, ensuring consistent and rigorous evaluation standards. Your assignments will be reviewed by the Emeritus Grading Team, a group of highly experienced and qualified professionals. To maintain the highest academic standards, final approval of all grades is granted by UMass Global faculty.

**Is there a qualifying mark/ grade to get the final certification in this program?**

Participants have to score a minimum of an A, B, or C grade on each assignment to pass the course. To successfully complete this program, participants must consistently maintain a satisfactory academic standing, an aggregate of B grade or 3.00GPA.

**Who is the faculty for the live online sessions/doubt-clearing sessions?**

Live sessions will be conducted by Course Leaders, who have real-world experience in the domain. Doubt-clearing sessions are carried out by the Course Leaders, as they monitor individual student progress.

**Do I get the Alumni status of the University on completion of this course**

This program offers you UMass Global alumni status access, which allows you to network with other UMass Global alumni and a host of other benefits. However, it is important to note that some of these benefits may be tailored to the specific needs and interests of UMass Global alumni in the United States.

**Will Emeritus/ University help with placement services?**

Emeritus offers career services in this program. UMass Global is not involved in any way in career services. Emeritus & UMass Global make no commitments regarding job placements or career progression.

**What if I don't find the program appropriate for me after starting the sessions? Can I seek a refund?**

Building upon a rich heritage of +65 years, UMass Global has consistently championed the education of working adults. This commitment to learning has earned the university an exceptional reputation, with 91% of UMass Global alumni wholeheartedly recommending the program to their friends, family, and colleagues. We strongly encourage our learners to complete the course in its entirety to fully grasp the concepts and reap the full benefits of the program. However, if circumstances necessitate a pause in your learning journey, you may initiate a refund request within 15 days of the last date of admission. For requests submitted within this period, a refund of 80% of the program fees paid will be processed. Requests received between 15 and 30 days after the last date of admission will be eligible for a refund of 50% of the program fees paid. Please note that after 30 days, the program fee becomes non-refundable.

**How long will I have access to the learning materials?**

You will have access to the online learning platform, all the videos, and program materials till the end of the program. Access to the learning platform is restricted to registered participants as per the terms of agreement.

*Note: This Course Summary is provided only for your convenience. You are advised to refer to the complete course brochure for more information.*

# Why Earn an MBA from a Global University?

Many MBA graduates go on to lead global businesses and pursue ambitious transformations.

Now, it's your turn.

- Succeeding in top businesses across industries needs an exceptional interdisciplinary mix of skills. Expand your financial, marketing, business, and data skills to drive business decisions.
- The international business landscape is evolving. Craft winning business strategies and meet strategic goals with the bigger picture in mind.
- Advance your career and expand your influence. Unlock data-driven strategic moves to deliver net growth at scale.
- Refine your outlook and think of business problems and solutions on a global scale. Global business problems need an international understanding of markets, culture, and politics.

## 91%

of employers hired MBA graduates over other graduates across all industries in 2022.

Source: Corporate Recruiters Survey 2023 Summary Report (Figure 11). (2023).

## 67%

more is what MBA graduates earn compared to individuals with only a bachelor's degree.

Source: Corporate Recruiters Survey 2023 Summary Report (Figure 16). (2023).



# Evolve as a Leader with a University of Massachusetts Global MBA



Advance your career with diversified responsibilities and strategic decision-making skills



Increase your recognition and credibility among industry peers



Gain an opportunity to grow your net worth



Increase your earning potential as a result of improved qualifications and skills



Qualify for leadership roles or projects within existing or new organizations



Achieve greater sense of personal enrichment, accomplishment, and satisfaction

Businesses are reaching new milestones or breaking down at an unprecedented pace. Professionals who want to advance to leadership, management, and supervisory roles must know how to set and meet strategic imperatives, stay on top of organizational metrics and impact, and approach decision-making with acumen.

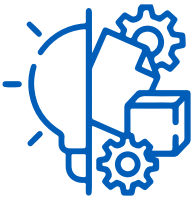
**A Master of Business Administration (MBA) from University of Massachusetts Global** will give you an advantage by exploring the theory and practice of business administration. Strengthen your foundation of business fundamentals, align yourself with business needs, and activate robust growth.

Become a hands-on leader who can plan, execute, monitor, evaluate, and create value. Benefit from an experience-driven, relevant business curriculum to proactively address dynamic challenges strategically and become an effective business leader in a competitive and diverse environment.

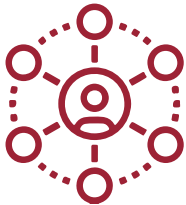
# Program Features



Earn an MBA degree from a renowned and respected global university.



Gain practical knowledge and applicable skills with a judicious blend of prerecorded lectures, quizzes, projects, simulations, and assignments.



Earn an MBA that is comparable to a master's program degree obtained via traditional classroom training in the United States.



Pursue an online MBA that provides flexible, interactive, and immersive learning with pre-recorded lectures and live sessions with industry experts.



Unlock global opportunities and become a business change-maker with this degree.



Join the University of Massachusetts Global alumni network and access a worldwide network, opportunities, and resources.

# Who Is This Program For?

Designed for mid-career professionals looking to acquire, activate, and implement advanced business knowledge and leadership skills.

Business leaders who want to enhance and sharpen their managerial know-how to transition into C-suite roles. Advance in your career with the following program advantages:

- **Global Perspective:** Develop a global business perspective and scale to international or multinational environments.
- **Career Acceleration:** Aim and achieve higher-level positions with increased responsibilities and higher earning potential.
- **Skill Enhancement:** Sharpen essential business skills, such as leadership, strategic thinking, and problem-solving.
- **Networking:** Build a strong professional network, and unlock doors to new opportunities and collaborations.
- **Attain Personal Growth:** Expand your knowledge and critical thinking abilities and attain intellectual enrichment.
- **Entrepreneurship:** Gain the knowledge and skills to become your own boss by starting and managing your own business.



# University of Massachusetts Global Advantage

## Combining Academic Excellence with Flexible Learning

**Rich legacy:** UMass Global has been serving working adult learners since 1958.

**Accreditation:** University of Massachusetts Global is accredited by the WASC Senior College and University Commission (WSCUC).

**Distinguished faculty:** Over **80 full-time** faculty members, more than **700 adjunct** instructors, and guest lecturers providing quality education.

**Trusted partner:** **93%** of alumni agree or strongly agree that the University of Massachusetts Global supported they're specific needs as an adult learner.

**Rich, robust alumni network:** Join our extensive network of over **39,000 alumni**

Source: [umassglobal.edu/sources](https://umassglobal.edu/sources)



# Program Modules

Intensive curriculum for breakthrough business success

## **TEAM LEADERSHIP AND COLLABORATION**

Utilize team-building principles to promote organizational effectiveness. Acquire knowledge about effective team building, conflict management, cooperative learning, and collaboration based on developing group processes and dynamics.

## **ECONOMIC ANALYSIS**

Apply economic research and analysis to global and contemporary issues to better understand the business climate. Topics include marginal analysis and elasticity, money supply, and international trade.

## **DATA ANALYSIS FOR DECISION-MAKING**

Utilize various statistical methods to analyze data for improved decision-making. Learn about foundational statistical methods for collecting, describing, and analyzing data. Specific course topics include data collection, describing data, probability, sampling, hypothesis testing, linear and multiple regression analysis, and business analytics.

## **MARKETING MANAGEMENT**

Adapt current marketing strategies using innovative concepts and tools to improve target market outreach and profitability in alignment with organizational strategy. This course introduces marketing strategy, providing students with an overview of the role of marketing within specific organizations and societies.

## **FINANCIAL REPORTING AND ANALYSIS**

Analyze and interpret financial data to make business decisions. Learn how to read, analyze, and interpret financial accounting data to make informed strategic and tactical business decisions. Topics covered are the construction and reporting of financial statements, forecasting of financial statements, and business/ accounting ethics.

## **CREATING AN INCLUSIVE CLIMATE: ADVOCACY STRATEGIES FOR LEADERS**

Apply cultural intelligence practices by utilizing strategies and tools to create inclusive workplace environments. The course is designed to prepare students to identify opportunities for diversity, equity, and inclusion and use inclusion strategies to improve employee engagement and business results.



## **FINANCIAL MANAGEMENT**

Apply financial theory and concepts to optimize business finance resources in support of the organizational strategy. Learn how organizations make investment and financing decisions. The course topics include the time value of money, equity and debt financing, financial statement analysis, capital budgeting, risk and return, capital structure, dividend policy, and global finance.

## **SEMINAR IN ORGANIZATIONAL DYNAMICS**

Apply motivation and behavioral theories to impact organizational performance. This course covers how leadership can affect employee satisfaction and drive, organizational effectiveness, and efficiency. Different types of organizations, group interaction, motivation, and methods for dealing with disagreements and change will also be analyzed.

## **LEADERSHIP AND INNOVATION**

Apply innovative frameworks and strategies to address organizational problems. In this course, you will learn how to bring additional value to the local and global marketplace through the cultivation of creativity and innovation skills. You will explore, research, and analyze a variety of industries and assess enhancements and barriers to individual and organizational creativity and innovation.

## **BUSINESS PROCESS ANALYSIS AND INNOVATION**

Examine the impact of core business functions essential to business decision-making. This course will provide insight into the impacts of core business functions and how leaders should make operational decisions. This competency will also provide decision-making frameworks to assess complicated business opportunities and challenges and implement strategies to address them.

## **CONFLICT AND NEGOTIATION**

Apply conflict resolution strategies within a business setting. As a business leader, it is important to understand the nature of conflict and negotiation, and how to best approach these diverse situations. Through this competency, you will learn skills that will help with assessing and managing conflict, while applying the most effective communication strategies.

## **BUSINESS STRATEGY AND COMPETITIVE ADVANTAGE CAPSTONE**

Create a project plan for improving organizational operations based on diverse perspectives, data and information analysis, collaborative relationships, and global challenges. Evaluate organizational operations and provide a series of data-supported recommendations that lead to operational improvement. Using need assessment, data, information analysis, and feasibility analysis, resolution-based recommendations and plans. There will also be considerations made to recommend collaborative relationships and global challenges.

# Expand Your Worldview

Learn from renowned faculty



**Dr. Glenn Worthington**

Dean/Professor of Organizational Leadership



**Dr. Monica Shukla-Belmontes**

Associate Dean of Curriculum, Assurance of Learning and Competency-Based Education/Associate Professor of Business Administration



**Dr. Laura Galloway**

Associate Dean, Curriculum, Instruction and Academic Administration; Associate Professor, Organizational Leadership and Human Resources



**Dr. Timothy Perez**

Professor of Information Systems Management



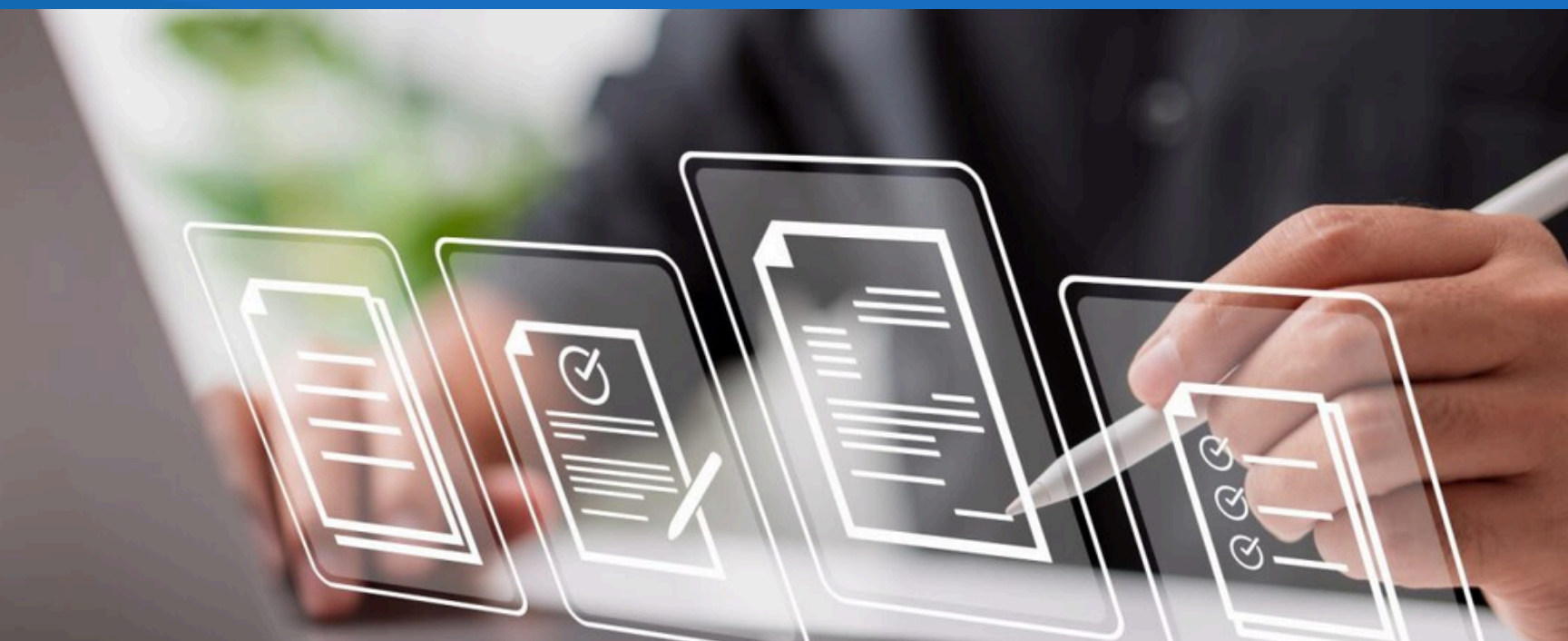
**Dr. Paula Edwards**

Assistant Professor of Leadership and Business Administration



**Dr. Diana Gilmer Echols**

Associate Professor of Business



# Real-World Case Studies for Real-World Success

CASE STUDY <b>01</b>	<b>Conflict and Negotiation</b> Learn the art of negotiation, especially when the stakes are high and key people are involved. Gain knowledge on conflict resolution that often arises between cross-functional teams.	
CASE STUDY <b>02</b>	<b>Financial Reporting &amp; Analysis</b> Learn how to manage financial reporting and analysis in a company setup, and avoid major challenges when it comes to investors, internal stakeholders, and compliance.	
CASE STUDY <b>03</b>	<b>Leadership and Innovation</b> Learn about the fundamentals of leadership while setting up a new team. Innovation being the central theme, work on ideas that are path-breaking in the specified industry.	
CASE STUDY <b>04</b>	<b>Team Leadership &amp; Collaboration</b> Learn how to solve the problem of a team lacking morale, direction, and communication, which impacts collaboration as well as work performance.	
CASE STUDY <b>05</b>	<b>Marketing Management</b> Learn how to solve marketing problems that hamper the core business by stagnating core user growth. Tap into all marketing verticals in order to solve business problem.	
CASE STUDY <b>06</b>	<b>Data Analysis for Decision Making</b> Learn how to solve business problems by using data as a core step between decision-making and implementing the planned solutions.	

Note : All product and company names are trademarks or registered trademarks of their respective holders, use of them does not imply any affiliation with or endorsement by them.  
Suggested case studies are indicative and subject to change at the discretion of the University of Massachusetts Global.

# MBA Degree from the University of Massachusetts Global

The duration of each course is 6 weeks. Three assignments per course need to be submitted by participants.

**To successfully complete this program, participants must maintain a cumulative grade point average of 3.0 (overall grade of "B") or higher.**



Note: All certificate/degree images are for illustrative purposes only and may be subject to change at the discretion of University of Massachusetts Global.

# University of Massachusetts Global Alumni Benefits

Participants who successfully complete this MBA program will be able to join University of Massachusetts Global alumni network. Through this, they can:



Locate other alumni through the directory



Participate in peer-to-peer career support and mentorship



See upcoming events and activities



Leverage career services to reach your goals



Browse alumni photo albums



# Career Services

Stepping into a business leadership career requires a variety of job-ready skills. This program guides you in navigating a career path, starting with personalized mentorship sessions to help you develop your managerial expertise and gain an edge over your peers. These services are provided by Emeritus, our learning collaborator for this program. The primary goal is to give you the skills needed to succeed in your career; however, job placement is not guaranteed.

**Note:** The University of Massachusetts Global or Emeritus does not offer a placement or promise a progression in your current job. Our career services are offered as a service that empowers you to manage your career proactively.

The University of Massachusetts Global is not involved in any way and makes no commitments regarding the career services mentioned here.

## **Emeritus provides the following career preparation services:**



Resume-building videos



LinkedIn profile-building videos



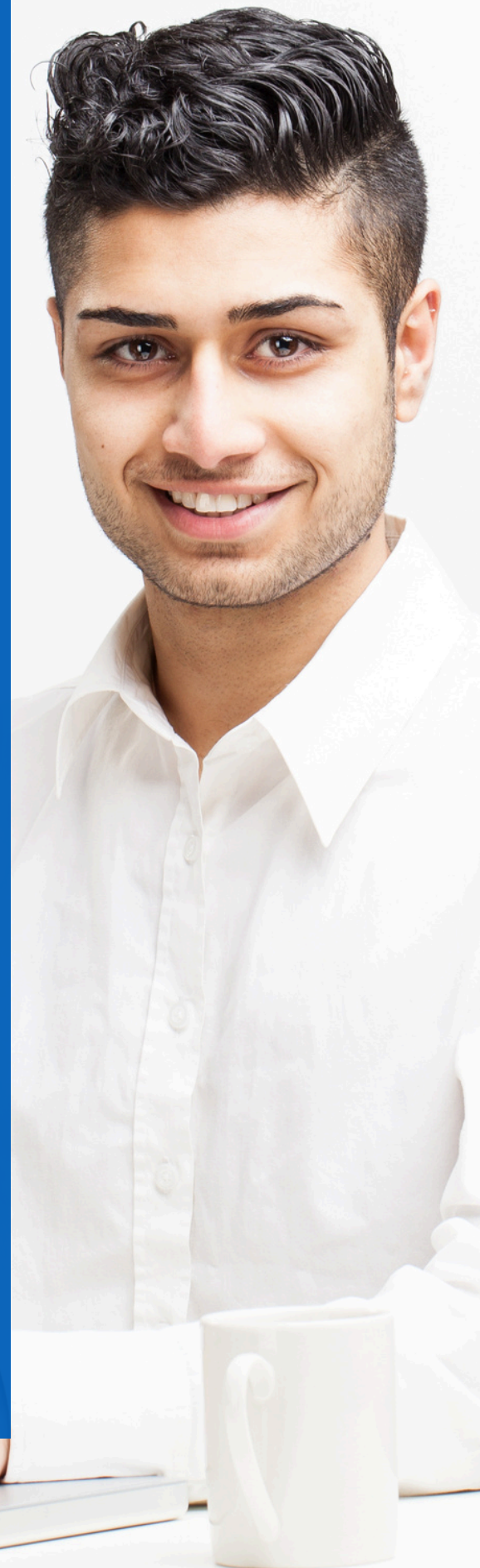
Glossary of resume templates



Interview preparation videos



iimjobs.com Pro Membership



# Program Details

Program Fee	INR 3,32,000 + 18% GST
Program Start Date	March, 31, 2025

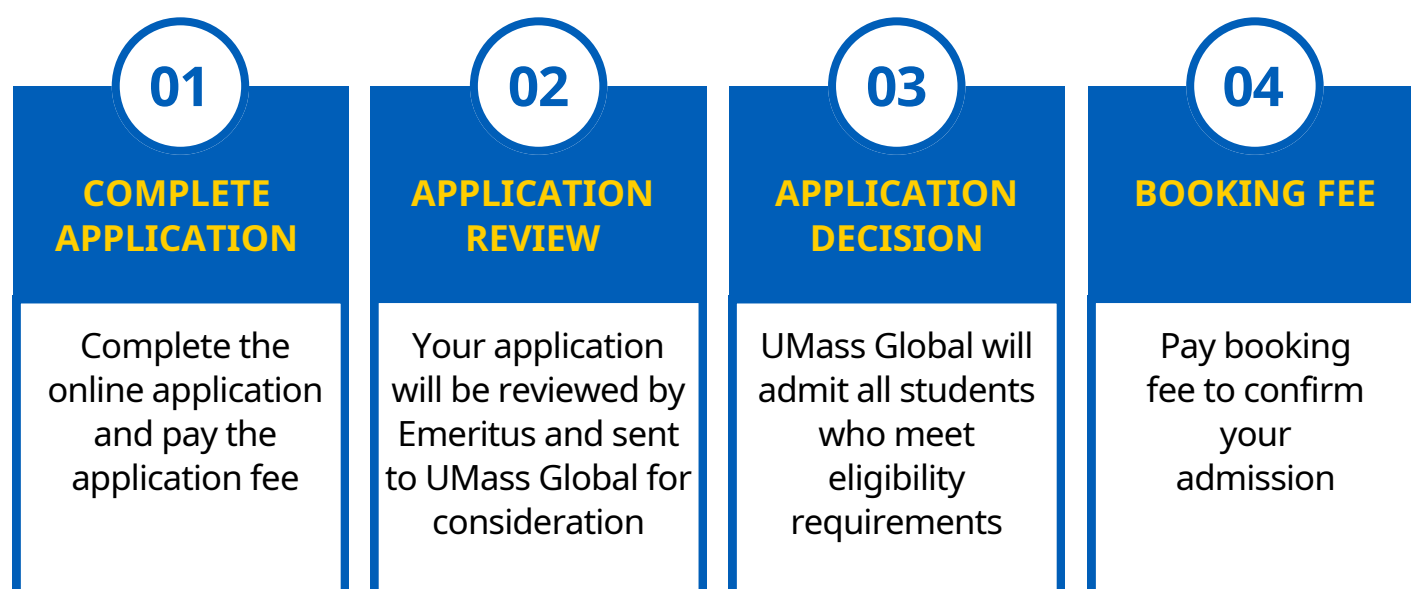
## Eligibility & Prerequisites

- **Educational Qualifications**

Valid bachelor's degree with a 2.75 GPA (equivalent to more than 45%) or valid master's degree (no minimum GPA)

- Some individuals may not be eligible to enroll in this program. To enroll, you must be a resident of India. Additional requirements may apply.
- This program is not eligible for Title IV U.S. Federal Financial Aid.
- This is a U.S. accredited MBA program. Emeritus makes no representations as to local accreditation of this program. It is the student's responsibility to fully understand the criteria for recognition of an online degree within their country of residence and/or any jurisdiction where they plan to pursue employment.

## Admission Process



# Documents Required

- Color scanned copies of the degree certificate and consolidated marks transcript or consolidated score transcript
- The first two pages of an Indian passport/ Aadhar card / PAN card
- Secondary/ senior secondary/undergraduate mark sheet proving candidate either studied in English medium or passed English subject OR a self-declaration from the candidate confirming proficiency in English

Note: Each document must be color scanned or photographed and provided in a PDF format

# Fee Structure

## Flexible Instalment Option ( 18% GST will be added)

Date	Amount
Immediately	INR 20,000 +GST
March 26, 2025	INR 50,000 + GST
June 10, 2025	INR 99,000 + GST
October 10, 2025	INR 99,000 + GST
March 10, 2026	INR 64,000 + GST



# Learn from the Best

Founded in 1958 and accredited by WSCUC, University of Massachusetts Global (UMass Global) is a nonprofit affiliate of the University of Massachusetts, committed to helping adult learners change their lives through education. We offer over 55 online programs tailored for workplace relevance — associate, bachelor's, master's, and doctoral degrees, along with teaching credentials, stackable certificates, and authorizations. All UMass Global coursework is 100 percent online, which meshes with the busy lives of our nontraditional students. We are known for attentive student support, accommodating transfer policies, high graduation rates, alumni satisfaction, and low student debt loan default rates.





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Apply for the program here.

**APPLY NOW**

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