Dean’s Update & Second Year Experience Day

April 5, 2023
Welcome
Associate Dean Ken White
Agenda

I. Second Year Requirements & Graduate Assistantships
II. Batten Fund Overview
III. Corporate Field Consultancy Overview
IV. Dean’s Update
V. Lunch
Second Year Experience

Assistant Dean Carlane Pittman
# Second Year Requirements

<table>
<thead>
<tr>
<th>Fall 2023</th>
<th>Winter Break</th>
<th>Spring 2024</th>
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<tbody>
<tr>
<td>Session A</td>
<td>Sprint</td>
<td>Session B</td>
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<td>Career Acceleration Module (6 hours)</td>
<td>SPRINT (1 hour)</td>
<td>Second Year Electives (6 hours)</td>
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**Combined Degree Students (JD/MBA)**

Total of 15 credits after completion of first year requirements
Fall 2023 Schedule

Registration Opens for Fall: April 18

Experiential Courses:
- Batten Fund (Sessions A - D)
- Corporate Field Consultancy (Session B)

Global Business Immersion
- Winter Break (Southeast Asia)
- Virtual Winter Break
- Spring Break (Location: Europe)

Peninsula Center Classes
- Newport News Campus
- Option of taking one course in Session B
- Designed for Part-Time Students
Career Acceleration Modules

Intensive career related courses
One CAM is required in session A

- Business Analytics & Supply Chain Management
- Corporate Finance
- Business to Business (B2B) Marketing
# Fall 2023 – Session A

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### Additional Requirements:

- **Required Class of 2024 Re-Orientation** – August 29 – 8:30 am-1:30 pm – Brinkley Commons
- **Fall 2023 Sprint** – October 23 – October 27, 2023 – 8:00 – 5:00 pm
Electives (required 18 credits)

- View Fall 2023 electives in Banner (Spring 2024 will be available in Oct. 2023)
- Global Business Immersion (1.5 credits)
- Cross listed courses with Law or Public Policy
  - With Program approval. Application on myMBA. Schedule meeting with advisor prior to applying.
- Independent Study (1.5 or 3 credits – application on myMBA)
- Courses at the Peninsula Center (Newport News)
- Other elective options (not for Graduate Credit)
  - Audited courses (do not count towards degree)
  - Undergraduate courses (do not count towards degree)

The full-time MBA Program requires students to be registered for a minimum of 9 credit hours each semester.
## Fall 2023 – Session B

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<td>BUAD 6891-01 CRN 12855 &lt;br&gt; Field Consultancy &lt;br&gt; Miller 1005</td>
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<td>2:00-3:20</td>
<td>BUAD 6851-01 CRN 12864 &lt;br&gt; Design Thinking &lt;br&gt; Professor Mantell &lt;br&gt; Design Studio – Classroom 2052</td>
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<td>BUAD 6451-01 CRN 12861 &lt;br&gt; Digital &amp; Integrated Marketing Communication &lt;br&gt; Professor Edenhofer &lt;br&gt; Miller 1008</td>
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<td>BUAD 6751-01 CRN 12862 &lt;br&gt; Leadership and Planned Change &lt;br&gt; Professor Wilson &lt;br&gt; Miller 1018</td>
<td>BUAD 6651-01 CRN 14905 &lt;br&gt; Public Pol for Sac &amp; Prof &lt;br&gt; Prof. Lewis Roper &lt;br&gt; Miller 1013 &lt;br&gt; 8/29/22-12/21/22 (Fall Semester)</td>
<td>BUAD 6611-01 CRN 14902 &lt;br&gt; Supply Chain Management &lt;br&gt; Professor Ganeshan &lt;br&gt; Miller 1018</td>
<td>BUAD 6751-01 CRN 12862 &lt;br&gt; Leadership and Planned Change &lt;br&gt; Professor Wilson &lt;br&gt; Miller 1018</td>
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Specializations

- Enhances your career path
- Not Required
- MBA Advising:
  - Carlane or Jennifer
  - Advising Links on myMBA.
Six Specializations

1. Business Analytics*
2. Consulting
3. Innovation & Entrepreneurship
4. Finance*
5. Marketing
6. Supply Chain Management*

*Stem designated.
CAM & Specialization Process

Survey – Due April 16 by 11:59 pm ET.

• Specialization
• CAM choice

Advising

• Carlane and Jennifer – Advising Links on myMBA

Self Registration for Session B Elective Courses
Selecting Your Specializations and CAMs

Does your specialization require a CAM?

Yes ➔ Automatically Placed in Required CAM

No ➔ Rank Order CAM Choices

You will be sent an email with your CAM confirmation and instructions for elective registration
What you need to know about your degree

MBA – General Management

Diploma: Masters of Business Administration

Transcript: Lists Specialization
Banner Self-Registration

- **Registration Opens for Fall: April 18**
  - You will need to self-register for Session B Electives.
  - The MBA Program Team will register you for your CAMs, Batten Fund, Corporate Field Consultancy, Sprint, and Internship Issues (required for CPT for international students).

- To view classes go to Banner – [my.wm.edu](http://my.wm.edu) and select the “B” icon to access Banner.

- Once logged-in to Banner, navigate to the “Student” tab

- Select “Registration”. You can then select “Add/Drop Classes” or “Lookup Classes to Add”.

- You can use the Fall Course Grid to shorten the process by identifying the CRN for your selected courses and entering them on the “Add/Drop Classes” page.
Banner Self-Registration

- For future semesters, you can find all courses listed in Banner.
- Please note that there is a location tab available if you only wanted to see courses available at the Miller Hall or Peninsula Center.
- Courses that have not yet been assigned a permanent course number are listed under **BUAD 6951** – Business Research Seminar. If you are not using the Advanced Search feature, these all appear as one line. You must click on the course to expand the list.
Don’t Forget

• If there are any holds on your account, you cannot self-register. To check holds go to my.wm.edu and select Student and then Student Records and then view Holds.

• You will self-register for all future classes with the exception of CAMs, Batten Fund, Corporate Field Consultancy, Sprint and Internship Issues (required for CPT for international students).

• Complete the Batten Fund, Corporate Field Consultancy, and/or Graduate Assistantship application if you are interested.

• Complete CAM survey.

• Think carefully as you make your choices for your course.

• Talk to your faculty and set up advising appointments as needed.
Graduate Assistantships

Assistant Dean Carlane Pittman
Graduate Assistantships

Graduate Assistantship (GA) information (two categories) –
- Guaranteed through Admissions
- General – Open to all other students
- Minimum GPA 3.0 required

Complete application by April 30
- Application will be sent via email

Types of Graduate Assistantships
- Research
- Teaching – support of the classroom
- Administrative

Students will be informed of GA assignments after August 1 once assignments are complete.
Questions?
Batten Fund Overview

Professor Hugh Marble
Corporate Field Consultancy Overview

Professor Terry Shannon
Corporate Field Consultancy

Terry Shannon
Director CFC

tpshannon@wm.edu

757-221-2963
CFC Outline

- 3 credit elective course
- Session “B” October 30 to December 20, 2023
- Project team meets Monday thru Thursday 12:30 to 1:50 PM
  - Plus Client site visits
- 4-5 Students, 2 Executive Partners & Faculty Advisor
- Register by May 1 - project interest will be surveyed in September
- Team members assigned based on balancing project scope, student area of interest, skill sets needed & team size
Corporate Business Meeting - Experiential Learning
CFC Client Industries & Scale

- National, International & Local
- Manufacturers
- Healthcare
- Trade Associations
- Social Service Non-Profits
- Communication
- Government
- Service Providers
- Technology
Past Corporate Field Consultancy Clients
CFC Project Scope Areas

- New Markets
- New Product Offerings
- Pricing/Service Analysis
- Improving Service
- Awareness & Fundraising
- Market Research

- Cost/Value to the Community
- Forecasting
- Customer Churn Analysis
- New Program Development
- Business Processes
- Operations
What skills are used & developed?

• “Real World” field experience
• Working in a team environment
• Refining a project scope & deliverables
• Creating, managing & following a “Work Plan”
• Managing Client multi-level relationships
• Dealing with ambiguity & unexpected situations
• Effective communications – written & verbal
• Acquiring & analyzing data
• Develop recommendations from fact-based data analysis
• Making impactful presentations & formal written report
CFC Timeline

May 1  Apply for CFC
By Sept 1  Finalize Clients & Projects – Student Interest Survey Completed
Oct 30  CFC Team Kick off & Orientation – Session B
Oct 31  First meeting with Client
Oct-Nov  Teams implement Work Plans; weekly Client communications
By Nov 21  Interim Client presentation completed
Nov-Dec  Teams continue work based on interim presentation feedback
By Dec 20  Final Report & Presentation delivered to Client’s Sr Leadership
Corporate Field Consultancy
Student Perspective

Stephanie Hilaire
MBA ’23
Corporate Field Consultancy
Terry Shannon
Director CFC
tpshannon@wm.edu
757-221-2963
Dean’s Update

Associate Dean Ken White