

THE UNIVERSITY OF TENNESSEE AT MARTIN

Master of Business Administration MBA for Banking Professionals



Dr. Thomas H. Payne, Dunagan Chair of Excellence in Banking

Program Attributes

- High Quality • AACSB Accredited
- University of Tennessee Degree • Focused
- Teamwork • Oriented • Convenient
- Advanced Technology Delivery • Cost Effective
- Personalized Attention • Instructional Excellence
- Academically Qualified Faculty with Practical Experience



Focus on Banking and Financial Services Professionals

As the only AACSB Accredited Program in West Tennessee outside Memphis, the University of Tennessee at Martin MBA is a comprehensive business degree. The program develops a range of relevant skills and knowledge including:

<i>Teamwork</i>	<i>Problem Solving</i>	<i>Business Ethics</i>
<i>Communication</i>	<i>Leadership</i>	<i>Financial Analysis</i>
<i>Sales and Marketing</i>	<i>Technology</i>	<i>Human Resources</i>
<i>Strategic Planning</i>	<i>Regulation</i>	<i>Economic Trends</i>

Program Objectives

To provide financial services professionals with a fully accredited University of Tennessee MBA that is high quality, convenient, and practitioner-focused. The program is designed specifically for full time employees of regional community banks and delivered online with personalized instruction by UT Martin graduate faculty. The cohort program provides focus through a series of 6-8 week courses.

Courses and Program Sequence

The following courses in the 22-month professional banker cohort will be delivered sequentially:

- Introductory Tools and Methods
- Accounting for Managerial Decisions
- Organizational Theory and Design
- Corporate Financial Management
- Banking and Financial Services
- Legal and Ethical Environment of Business
- Managerial Economics
- Marketing Strategy
- Sales and Marketing for Banks
- Operations Management
- Strategic Management and Business Policy

www.utm.edu/departments/cbpa/mba

731-881-7208

An Investment in Your Professional **FUTURE!**

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Requirements

- Complete courses in the primary business disciplines with an emphasis on banking and financial services.
- Work in teams to prepare projects, present analytical reports, and compete in the Stanford Bank Simulation.
- Develop skills and techniques useful for sales, marketing, and customer service within the banking sector.
- Employ the latest technology in marketing research, strategic planning and financial analysis.
- Benefit from personalized instruction and interaction with other banking professionals.



How to Apply

- Completed Application
- Letter of Recommendation from a Senior Bank Officer
- Official GMAT Score
- Current Resume
- Career Goals Essay
- Official Transcripts

Students should also hold a 4-year bachelors degree and have a minimum of 2 years professional work experience.



The University of Tennessee at Martin
Graduate Programs in Business
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