



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

The Hellenic American University 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

Duration

2 years part-time

Language

English

Courses

11 + Capstone

Delivery Mode

On-site or online

Strengths of the Program

Real-World Learning

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.

Specialization Options

Take advantage of the option to specialize in one of 6 tracks, from digital marketing or operational excellence to sector-focused tracks in aviation, shipping and information technology management.

Expert Faculty

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.

Tailored for Working Professionals

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.

Individual Attention

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 students received some sort of financial assistance in the 2019-20 academic year.

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

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.

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.



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
- Aviation Management
- Shipping Management
- 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>

Indicative Electives

People Management

- Leadership and Organizational Behavior
- Ethics, Law and CSR
- Total Rewards

Digital Marketing

- Integrating Marketing in a Digital Age
- Digital Marketing Analytics
- Branding and Communications

Operational Excellence

- Technology and Operations Management
- Project Management
- Business Service Management

Information Technology Management

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

Aviation Management

- Global Air Transport Strategies
- Global Air Transportation System
- International Multimodal Transportation

Shipping Management

- Shipping Operations and Management
- Marine and Surveying Management
- Statutory Shipping Requirements

General Business

- Cross-Cultural Management
- Crisis Management
- Managing for Sales

What Students and Graduates Are Saying About the Program



The HAU MBA gave me the opportunity to develop my leadership skills through an exceptionally interactive and team-based approach to learning.

Having a technical background and years of managerial experience in auditing, consulting and banking, I chose the HAU MBA to help me move into leadership and think holistically when solving problems in a day-to-day business environment. Studying at HAU gave me the opportunity to work with some dynamic academics and professionals. The experience has definitely exceeded my expectations and been a stepping stone for my career and personal development. Even before completing the program, I was promoted to a senior leadership position in one of the Greek systemic banks. It was well worth travelling this road!

Josephine Degaita, MBA '20
*Head of Group Operational Risk
Management at National Bank of Greece*



Having earned my MBA degree, I feel honored and excited! Not only because of the knowledge and skills that I acquired throughout those years, but especially because of something I hadn't thought about when I was applying for the MBA and that is the human factor – my instructors, the university's faculty with its academic excellence, people that I had the pleasure to meet with and be influenced by.

You can strengthen your skills and knowledge in various institutions – but the overall guidance, help and inspiration that I earned at the side of Hellenic American University's faculty is the most valuable asset that I took with me when graduating, and it's priceless and irreplaceable.

Gavriil-Nikolaos Adamopoulos, MBA '19





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".

Certification

Students completing two electives in any of the 6 specialization tracks, together with a relevant Capstone Project, are awarded a Hellenic American University 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®).

Accreditation & Certification

Career Paths

Roughly 95% 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

*Figures relate to the 78% of alumni for whom data is available from the 2018 Hellenic American College Alumni Employment Survey.

CAREER PATHS



Massalias 22
10680 Athens,
Greece

Tel: +30 210 3680950
info@haec.gr
www.haec.gr

 www.facebook.com/HellenicAmericanCollege

Hellenic American College has signed a cooperation agreement with Hellenic American University (New Hampshire, USA) that enables the College to offer the University's undergraduate and graduate degree programs at its facilities in Athens. Upon successful completion of their studies and the fulfillment of all degree requirements as specified in the relevant University Catalog, participants in these degree programs are granted a degree directly from Hellenic American University.



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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 College and Hellenic American University do 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 their educational policies, admissions policies, scholarship and loan programs, and athletic or other school-administered programs.

