



LIM COLLEGE

WHERE BUSINESS MEETS FASHION

MBA Program Catalog

2012-2013

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The LIM College MBA Program

The goal of the LIM College MBA program is to provide a high quality educational program that will enhance the graduate student's ability to add value to the fashion industry, as well as society as a whole. More specifically, the program goals are:

- To provide a fundamental, deep and thorough understanding of the functional areas of business and their underlying disciplines, as well as a thorough understanding of the fashion industry and entrepreneurship
- To develop critical-thinking skills to address business challenges and opportunities
- To apply the role of values and ethics in organizational challenges and opportunities

The LIM College MBA program is:

- Industry-Oriented – designed to serve and revolve around industry needs
- Substantial and Accredited – a 51-credit program that is accredited by the Middle States Commission on Higher Education and for the Association of Collegiate Business Schools and Programs (ACBSP)
- Interdisciplinary – including unique courses such as: *Managing Creative Minds*, *Consumer Behavior in Fashion*, *Fashion Supply Chain Management*, and *Competition & Strategy in Fashion*. Practical - emphasizing an 11-week internship, a capstone project in Fashion Management and Entrepreneurship
- International - including an exchange program and an international student body
- Tailored and Personalized - based on the student's needs and previous experience
- Flexible - offered in part-time and full-time versions, with classes usually scheduled from 5:30PM – 9:00PM in the classroom or online
- Academically Well-Rounded - starting with preparation courses, then progressing to core courses and specializations and usually finishing with an internship or exchange program

The LIM College MBA Program Mission

To prepare future managers, leaders and entrepreneurs to positively contribute to the world of fashion, with a quest for lifelong learning, self-improvement and commitment to achieving social and economic progress

To create ideas that deepen and advance our understanding of the fashion industry and with those ideas to develop innovative, principled, and insightful leaders who change the industry

To create a network of students and alumni who are committed to working in the fashion industry and to prepare them for a career in business within the fashion world, or in whatever field they choose, through the LIM College network as well as through partnering with others

Our Core Values

- Integrity and excellence
- Taking ownership of and responsibility for our actions
- Believing in the power of ideas
- Believing in the principles of full and equal opportunity for all
- Exhibiting compassion and respect for others

We achieve our mission through an interactive and creative approach that fosters understanding of the relevant issues facing the fashion industry and the global community.

The LIM College MBA Delivers:

- Degree programs that center around industry needs
- Competencies to deal with global complexity, change, emerging technologies and social and cultural diversity
- Stimulation and a supportive environment that cultivates personal and academic growth
- Development of analytical, technological and communication skills, along with ethical awareness, designed to support the accomplishment of goals and foster intellectual curiosity

Accreditation

LIM College is accredited by the Middle States Commission on Higher Education, 3624 Market Street, Philadelphia, PA 19104, and (267) 284-5000. The Commission is recognized by the United States Secretary of Education as an accreditor of degree-granting colleges and universities.

The following LIM College graduate degree program is accredited by the Accreditation Council for Business Schools and Programs:

- The Master of Business Administration in Fashion Management/Entrepreneurship

LIM College has been authorized by the New York State Board of Regents to confer the degree of Master of Business Administration on graduates of the 51 credit hour program with concentrations in Fashion Management and Entrepreneurship. LIM College is approved for the training of veterans by the New York State Division of Veterans Affairs.

LIM College is authorized by the U.S. Immigration and Naturalization Service to enroll international students in academic and exchange programs.



Accredited by: Middle States Commission on Higher Education
3624 Market Street
Philadelphia, PA 19104-2680
267-284-5000

The LIM College MBA is accredited by the Accreditation Council for Business Schools and Programs (ACBSP). The ACBSP standard ensures a business education of the highest quality, one that provides the skill sets and practical experience students' need and employers' want.



The information in this catalog is correct as of the date of publication. LIM College reserves the right to make any changes in the operation of the College and/or MBA program contents, tuition or fees without prior notice. Please refer to our website for updated information.

About LIM College

History

More than seven decades ago, Maxwell F. Marcuse, an authority and pioneer in the fields of education and fashion, was asked by leading retailers to create an educational institution for the business of fashion and merchandising. In 1939, Mr. Marcuse founded what was originally known as the Laboratory Institute of Merchandising (LIM) and is today LIM College.

Mr. Marcuse brought a wealth of experience and knowledge to establishing LIM College. In addition to holding several advertising positions with prominent retailers such as R.H. Macy's, Mr. Marcuse lectured on retail advertising, sales promotion, and fashion merchandising. He was also the author of several books on retailing and his background was instrumental in incorporating hands-on training and practical work experience as the foundation of LIM College's mission.

Maxwell F. Marcuse's son, Adrian G. Marcuse, joined LIM College in 1962 and assumed the presidency 10 years later. In his 40 years at the College, he kept alive the vision created by his father and successfully took it from an institution that granted certificates for a one-year program to a Middle States-accredited, four-year college that granted baccalaureate degrees.

LIM's current President, Elizabeth S. Marcuse, is the third generation of the founding family to hold this position. With nearly 20 years of experience in the fashion industry, President Marcuse's background and expertise brings fresh insight to LIM College's mission. Under her leadership the College has experienced significant strategic growth and greatly expanded its physical plant and academic offerings, most notably with the addition in 2009 of the Master of Business Administration (MBA) degree program with concentrations in Fashion Management and Entrepreneurship.

President Marcuse's vision for the future is to continue to keep LIM College in the vanguard among students and industry executives as the leader in fashion-related education through the integration of academic excellence and experiential learning. And as the College grows and evolves, it remains true to its mission of keeping class sizes small and personal. LIM College will always be committed to providing the best resources available to educate students for rewarding careers in the business of fashion.

The LIM Fashion Education Foundation

The LIM Fashion Education Foundation was founded in 1977 and has as its primary purpose the provision of scholarship and grant aid to students who wish to attend LIM College. An independent, tax-exempt institution with a Board of Trustees that is separate and distinct from the College, the Foundation raises funds through individual and corporate contributions and special fundraising events. The Foundation also works to secure in-kind donations to enhance the educational capabilities of LIM College.

The LIM College Campus

LIM College is situated in five buildings in the heart of midtown Manhattan -- on East 45th St. (Maxwell Hall), East 53rd St. (The Townhouse), East 54th St. (The Department of Experiential Educational and Career Management), the Student Residence Hall on 1760 Third Avenue, and on 45th St. at Fifth Avenue, just steps from some of the world's most famous companies and retail stores. Our facilities include a comprehensive 5,000 square-foot library with more than 18,000 volumes, slides, films, software, videos, periodicals, and online databases; state-of-the-art computer labs; and brand-new learning centers, labs and studios.

Degree Requirements

The MBA degree requires the completion of 51 credits with a minimum 3.00 grade point average (GPA) throughout the program. To complete graduation and degree requirements, students must successfully complete at least:

- 27 credits of core business administration coursework;
- 18 credits of specialized coursework (12 of which must be within a chosen specialization – if specialization is chosen); and
- 6 credits of either: (a) an approved internship; (b) additional specialized coursework; or (c) exchange studies.

Required core business administration courses include QUBM 601 - Quantitative Business Methods, MNGM 604 – Managing Creative Minds, MRKT 603 - Marketing and Sales Management, FINM 608 - Financial Management, and MNGM 612 – Competition and Strategy in Fashion. See pages 10- 18 for course descriptions.

Required courses for Entrepreneurship Specialization include ENPS 701 - Entrepreneurship in Fashion and ENPS 708 - Capstone Greenhouse.

Required courses for Fashion Management Specialization include FSMG 709 - Fashion Merchandising and FSMG 717 - Capstone Project.

Even though we strongly encourage students to undertake their required internship after completing all required 45 credits of coursework, students have the option to complete the internship during the closest available term in which internship is offered following completion of the pre-requisite course, MNGM 612 - Competition and Strategy in Fashion.

Students must take a capstone course during the final term of the program. An exception may be made in cases when students plan to graduate the following term and the capstone course is not offered during that term.

MBA in Fashion Management and Entrepreneurship with no specialization

Students must complete a total of 18 credits of any mix of coursework within the Fashion Management and Entrepreneurship specializations. A mandatory capstone project – either ENPS 708 or FSMG 717 – must be successfully completed.

MBA in Fashion Management and Entrepreneurship with the Fashion Management specialization

Students must complete a total of 18 credits of specialized coursework. 12 of those credits must be completed within the Fashion Management specialization, including two required courses: FSMG 709 and FSMG 717. The remaining 6 credits can include any combination of coursework within Fashion Management and/or Entrepreneurship specializations.

MBA in Fashion Management and Entrepreneurship with the Entrepreneurship specialization

Students must complete a total of 18 credits of specialized coursework. 12 of those credits must be completed within the Entrepreneurship specialization, including two required courses: ENPS 701 and ENPS 708. The remaining 6 credits can include any combination of coursework within Fashion Management and/or Entrepreneurship specializations.

Note:

No core business administration courses may be used to satisfy specialized coursework requirements to satisfy graduation requirements, if a specialization is declared.

Similarly, if a student chooses two additional specialized courses (in lieu of internship or exchange studies) core business administration courses cannot be substituted to satisfy the requirement of specialized coursework, unless approval from the Graduate Studies Director is granted.

MBA Seminars

Participation in MBA program seminars is voluntary, not graded or eligible for credit and free of charge to those enrolled in the term. Students will have these seminars noted on their transcripts if they attend and participate in at least 4 out of 6 sessions.

Credit-Hour Definition

A credit hour is the equivalent of a subject pursued 200-minutes per week for 12 weeks. The methods of pursuit can include classroom instruction, faculty-assigned independent study outside the classroom, or independent faculty-led work in an online instructional environment.

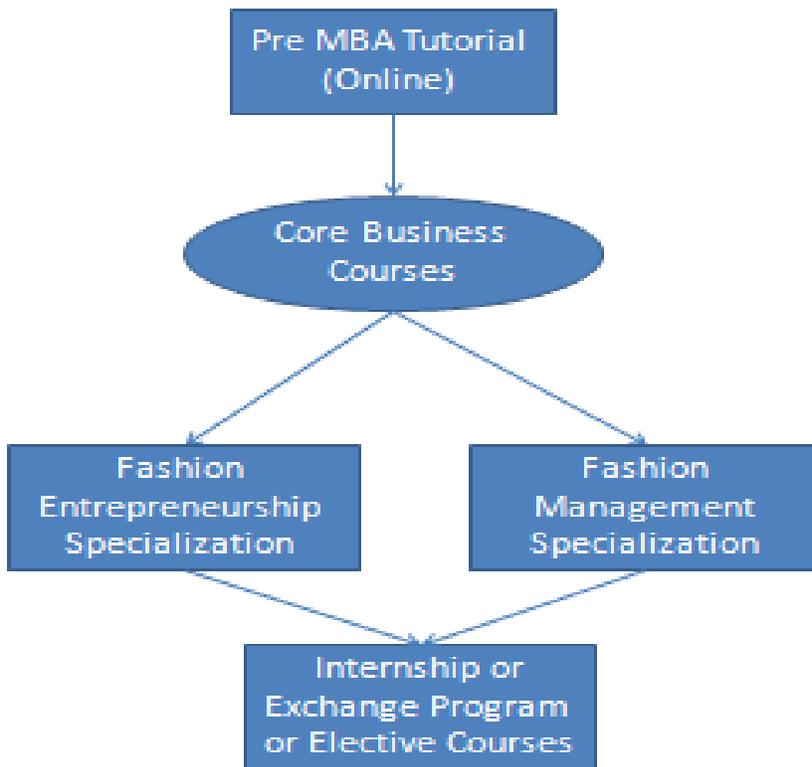
MBA Program Highlights

The program is preceded with pre-MBA tutorials designed to introduce students to the basic knowledge needed to successfully start the program. These are non-credit seminars in mathematics, accounting, economics, and written and oral communication, and are offered entirely online. Even though they are remedial in nature, not-for-credit, and not part of the program, to ensure an even start, and the best opportunity for success in the MBA program all students are expected to complete them before the start of the first term of the program.

The LIM College MBA program offers focused coursework and in-depth study in two specializations: Fashion Management and Entrepreneurship. Both provide an excellent background for a professional world in which strong analytical and communication skills are essential. Students may elect to graduate with or without a specialization. In cases where students choose to specialize (Fashion Management or Entrepreneurship) they must complete at least 12 credits within the specialization, including the required courses. Students who meet this requirement successfully will be awarded the following degree: MBA in Fashion Management and Entrepreneurship with a Specialization in (either) Fashion Management (or) Entrepreneurship.

The program begins with core courses and business administration fundamentals, including *Managing Creative Minds*, *Financial Management*, and *Marketing and Sales Management*. All courses are interdisciplinary and have recently been adopted by top business schools. The program follows with a choice of two specializations - Fashion Management or Entrepreneurship, and includes the core courses for these specializations. Ordinarily, the last term is dedicated to an 11-week internship, an exchange program, or 6 additional credits of specialized coursework in LIM College's MBA program.

LIM College offers a Study Abroad Program for MBA students during the last term of the program. LIM MBA students may apply to study abroad and transfer back to the program up to 9 credits from the courses and program approved by the Graduate Studies Director. Student can only transfer approved credits where the final grade received is a B or better.



Class Schedule

LIM College MBA classes meet Monday through Thursday from 5:30PM - 9:00PM, with internship classes offered 3:30PM. – 5:30PM. on Friday’s. Non-credit seminar classes are offered 5:30PM. – 7:30PM on Friday’s as well.

LIM College MBA Program Curriculum

Course ID	MBA Courses	Credits	Prerequisite		
	CORE BUSINESS ADMINISTRATION				
QUBM 601	Quantitative Business Methods *	3			
MNGM 602	Global Management and Leadership	3			
MRKT 603	Marketing and Sales Management *	3			
MNGM 604	Managing Creative Minds *	3			
MNGM 605	Supply Chain Management	3	QUBM 601		
MNGM 606	Economics	3			
FINM 608	Financial Management *	3	QUBM 601		
BULW 609	Business Law	3			
MNGM 610	Business Ethics	3			
ACCT 611	Accounting for Managers	3			
MNGM 612	COMPETITION & STRATEGY IN FASHION *	3	MRKT 603 & MNGM 604 & FINM 608		
	ENTREPRENEURSHIP SPECIALIZATION				
ENPS 701	Entrepreneurship in Fashion *	3			
ENPS 702	Launching New Ventures	3			
ENPS 703	Entrepreneurial Finance	3	FINM 608		
ENPS 704	Investing in New Ventures	3			
ENPS 705	Intrapreneurship	3			
ENPS 708	CAPSTONE GREENHOUSE *	3	MNGM 612 & ENPS 701		
	FASHION MANAGEMENT SPECIALIZATION				
FSMG 709	Fashion Merchandising *	3			
FSMG 719	Retail Merchandising, Planning, and Control	3	QUBM 601		
FSMK 711	Brand Management	3			
FSMK 713	Consumer Behavior in Fashion	3			
FSMK 714	IMC in Fashion	3			
FSMG 717	CAPSTONE PROJECT *	3	MNGM 612 & FSMG 709		
INTR 718	INTERNSHIP	6			

**Required Courses*

Course Descriptions

QUBM 601 - Quantitative Business Methods - 3 credits

This course provides students with the elementary quantitative tools needed for completion of the MBA program. The worlds of economics and business are becoming ever more quantitatively oriented and quantitative reporting and analyses provide precision and rigor to whatever discussion is at hand. This course attempts to highlight methods which are frequently used by many businesses and will introduce students to a collection of quantitative tools designed to enhance managerial decision-making. Topics covered include: Descriptive Statistics, Sampling and Probability Distribution, Hypothesis Testing and Linear Regression, Introduction to Mathematical Modeling, Data Reporting, Optimization, Decision-Making, Estimation and Forecasting, and Linear Programming.

MNGM 602 - Global Management and Leadership - 3 credits

This course focuses on the challenges of contemporary management both domestically and internationally. Issues such as workplace diversity, the environment of management, planning, organizing, and leading and controlling are covered. Contemporary management theories are examined and tested in a hypothetical environment. This course focuses on the particular traits needed to develop a global perspective and bring together the necessary multicultural business alliances to lead an organization in the new century. Students will also explore various leadership theories and models, leadership across cultures, visionary leadership, leadership ethics and attributes, organizational change/development, and the role of the leader in establishing organizational culture and facilitating change.

MRKT 603 - Marketing and Sales Management - 3 credits

The fundamental premise underlying market-driven strategy is that the market, and the customers who form the market, are the starting points in strategy formulation. In this course students will learn: how to develop a shared vision throughout the organization; opportunities for delivering superior value to customers; how to position the organization and its brands in the marketplace to obtain the best match between distinctive capabilities and value opportunities; how to recognize the potential benefits of partnering with customers, suppliers, distribution channel members, internal functions, and even competitors; and how to shape the design of the organization to implement and manage marketing strategy. This course also underlines the critical importance of sales. This course approaches sales from a very practical and tactical point of view.

MNGM 604 - Managing Creative Minds - 3 credits

This course aims to provide MBA students with a thorough grounding in the theory and practice of the management of people in organizations, at both the strategic and operational levels. It also aims to develop an awareness of the major practical and theoretical dilemmas concerning business interactions among individuals, groups and organizations, and to place managerial practices into an historical and international perspective, highlighting both traditional and emerging issues and their importance to develop a sustainable competitive advantage. This course acknowledges the particularities of managing creative minds and managing diversity. Through cases studies, students will examine issues and challenges inherent in recruitment, placement and retention, growth and compensation, and international human resource management. The course also focuses on organizational design, strategies and performance.

MNGM 605 - Supply Chain Management - 3 credits

This course focuses on aspects of globalization and low-cost country sourcing, product design collaboration, demand planning and forecasting, inventory deployment, distribution system design, channel management, procurement, and logistics. The course explores order fulfillment strategies and the impact of the Internet on distribution and back-end supply chain processes and virtual chains. It involves the application of frameworks and mathematical modeling tools to supply chain management problems including the uncertainty matrix and its role in supply chain strategy development. The second part of the course focuses on understanding the strategic importance of operations and how operations can provide a competitive advantage in the marketplace. The link between operations and other business functions such as marketing, finance, accounting, and human resources will be emphasized. **Prerequisite: QUBM 601**

MNGM 606 - Economics - 3 credits

This course is an integrated, graduate-level introduction to the analysis of individual firms and markets, as well as aggregate economic variables. This course aims to introduce and develop knowledge of topics such as economic problems, demand and supply theory, production and cost analysis, theory of the firm, industrial organization, macroeconomic foundations, economic phenomena, inflation, unemployment, fiscal and monetary policy, international trade and finance, and economic growth.

FINM 608 - Financial Management - 3 credits

The continuity and growth of all organizations depends on their financial well-being and strength. This course presents the tools and frameworks to analyze business decisions based on principles of modern financial theory. The course focus is on valuation of the firm, financing, and dividend policy, asset management and financial strategies. Students explore the synthesis of financial policy into a grand strategy, which integrates organizational purpose and goals. This course also covers financial accounting issues such as preparation of worksheets, adjusting and closing entries, and financial statements. It includes the formation and use of current assets, working capital, and credit policy, as well as the understanding of long-term financing instruments and capital structure. **Prerequisite: QUBM 601**

BULW 609 - Business Law - 3 credits

This course introduces students to the legal issues and principles that frequently arise and impact the business environment domestically as well as internationally. Through case study and the application of legal reasoning, students will become familiar with disputes involving contracts, negligence, cyber crime, intellectual property, e-commerce, securities, property and insurance. In addition, students will be introduced to the formation of various business entities such as corporations, partnerships and limited liability companies. Ethics and social responsibility, as well as a host of preventive measures against liability-forming conduct, will also be explored.

MNGM 610 - Business Ethics - 3 credits

Values and ethics, as they relate to individuals and organizations, are defined from several different perspectives. This course aims to increase the awareness of ethical issues in organizations, moral philosophies that apply to organizational ethics, ethical decision-making frameworks, organizational culture and values that influence business ethics, and the development of ethics programs and policies, global ethics, and value-based leadership. Students will examine their own values in relation to ethical behavior and their responsibility to themselves and the organization in regard to different ethical situations. This course also examines ethics in relation to social responsibility and the importance of ethical decision-making in the context of the structure, relationships and long-standing practices and methods in the global textile and apparel business.

MNGM 612 - Competition and Strategy in Fashion - 3 credits

This course analyzes the strategies and tactics used by fashion firms in competitive environments, using frameworks developed from recent research in game theory and industrial organization. Students examine the formulation and implementation of organization goals and objectives with regard to the firm's financial position, marketing capabilities and human

resources. As part of this analysis, the course examines how the legal system affects competition and is used as a competitive tool. This course is targeted at students who will be either designing or evaluating strategies in the fashion industry. Topics include creating barriers to entry, softening price competition, entry and exit strategies, strategic commitment, price discrimination and network effects. **Prerequisites: MRKT 603, MNGM 604 and FINM 608.**

INTR 690 – Career Exploration Internship - 1 credit

The intent of this one-credit Career Exploration Internship is to add to the student's exposure in the areas of the fashion and marketing industries beyond the MBA Internship INTR 718. The internship gives students an opportunity to evaluate, appraise, and relate actual job experience to work learned in the classroom and should be in an area relevant to the student's overall career goals and experience. At the end of the term students submit a required time-sheet documenting attendance throughout the term. The student must intern with the sponsoring company for the duration of the registered term in order to pass and/or receive course credit. This internship is offered during all terms; can be taken for 0 or 1 credit; and does not count towards graduation requirements.

INTR 718 - Graduate Internship - 6 credits

An 11-week long internship will complement the theoretical knowledge gained in the classroom and enable students to obtain the perspective of a work environment. This internship will expose students to a part-time work experience in the fashion industry, broadening their skills in an area relevant to their career goals. In addition, students will attend a weekly development seminar which will strengthen their skills for seeking full-time employment upon graduation. The objective of this internship is to give students an opportunity to evaluate, appraise, and relate actual job experience to coursework learned in the classroom. **Prerequisite: MNGM 612**

INDS 690 - Independent Studies: Special Topics - 3 credits

An Independent study is a special course that requires an MBA student to complete a term-long project. The procedure for obtaining an INDS 690 course should be initiated by the student at least one term before registration for the planned term of work. The INDS 690 can be taken only once during the program and the value can range from 1 to 3 credit hours. The student must submit course study proposal and obtain approval from the Graduate Studies Director at least 3 weeks before the beginning of the course. The study requires from 100-200 hours of work, depending on the number of credits being taken.

ENPS 701 - Entrepreneurship in Fashion - 3 credits

It has been widely argued that the entrepreneur is the driving element in any economy. Entrepreneurs not only introduce innovation, they also create jobs, wealth and economic growth by expanding or creating new markets. This course will focus on the entrepreneurial process from inception through expansion to exit. Topics covered include identifying and evaluating opportunities, entry strategies, marketing, financing and strategies for growth, traps, and identification of areas of danger and failure. Exploring the success factors and obstacles entrepreneurs traditionally have faced, examples will be drawn from innovators who have formed new ventures and will often explore the reasons they left positions with other firms to assume the challenges of business ownership. Students will hear guest entrepreneurs discuss their businesses from conception to the actual start, including how they have financed and managed the venture

and any special issues they have faced. A primary goal of the course is to prepare students to develop a business plan.

ENPS 702 - Launching New Ventures - 3 credits

This course focuses on the evaluation, development and potential launch of a new business. For each business, five key issues are addressed: in-depth market analysis, product or service design, development of a sales and marketing campaign, assessment of human resource requirements and building a realistic financial forecast. This course will result in a written and oral presentation ready to seek funding and commence operations. Students are responsible for finding appropriate projects, which can be based upon their own ideas or other start-ups. This course also, through self-assessment, provides insights into the individual's managerial skill sets and deficits while focusing on the project management skills needed to initiate a new venture and for each subsequent stage. Students will research current and past successful and unsuccessful fashion entrepreneurs in terms of the economic, legal, social and competitive environments that existed during the launch and growth stages of their businesses and how those who succeeded capitalized on the opportunities that existed. A strategic and theoretical framework for evaluating new businesses will be used as students initiate ideas that will carry forward into future courses and ultimately lay a foundation for the capstone, ready-to-launch business plan.

ENPS 703 - Entrepreneurial Finance - 3 credits

Entrepreneurial Finance focuses on developing an understanding of the finance-related issues associated with an entrepreneurial setting. The goal of this course is to educate future entrepreneurs about the tools and skills required to successfully manage the financial challenges of a venture. Applicable problems and cases cover aspects of entrepreneurial finance important to general and financial managers such as capital budgeting, funding sources and credit policy. Topics covered include: how to raise capital for a new venture (sources of capital available, pros and cons, negotiations with capital providers, exit strategies), how to maximize the value in a growing venture (valuation, structuring investments in an entrepreneurial setting, investment staging, minority and veto rights), how to forecast and manage financial performance and cash-flow (financial modeling, working capital, fixed versus variable costs, cash flow versus accounting), how to negotiate the practical financial challenges of a growing enterprise (cash shortfalls, bankruptcy and restructuring, cash management in a fast-growing enterprise) and the financial role of entrepreneurial managers in a new enterprise (leadership, vision, negotiating with capital providers and venture capitalists). **Prerequisite: FINM 608**

ENPS 704 - Investing in New Ventures - 3 credits

Many of America's most successful entrepreneurial companies have been substantially influenced by professionally managed venture capital and other kinds of investors. This relationship is examined from the venture capitalist's and investor's perspective. From the point of view of the venture capitalist, the course considers how potential entrepreneurial investments are evaluated, valued, structured, and enhanced, how different venture capital strategies are deployed, and how venture capitalists raise and manage their own funds.

ENPS 705 - Intrapreneurship - 3 credits

This course explores the nature of creativity in organizations and the role of managers in implementing a corporate mandate for innovative and entrepreneurial thinking among employees.

Companies recognized for retaining talent and increasing job satisfaction through encouraging initiative from below are highlighted and used as examples of entrepreneurial ventures within a corporate environment. The role of managers and team members in nurturing and sustaining a creative enterprise is discussed and speakers from companies that have embarked on new strategic directions by actually forming additional business units serve as guest lecturers.

ENPS 708 - Capstone Project – Greenhouse - 3 credits

Students specializing in Entrepreneurship will end their program with the Greenhouse Capstone project. Students will apply their classroom knowledge through hands-on participation in entrepreneurial management, which will result in a fully-developed business plan. Students will consult with faculty members, venture capitalists and successful entrepreneurs in order to build business plans and financial models and structure deals in entrepreneurial finance. The business ideas students work on may come from the students themselves, from faculty members, or from any other kind of external organization interested in developing a business plan. The project must be approved by the faculty member. The final exam in this course will be a comprehensive program exam, which will test the knowledge that students have gained throughout the whole MBA program. **Prerequisites: MNGM 612 and ENPS 701**

FSMG 709 - Fashion Merchandising - 3 credits

This course is designed to prepare students for advanced-level management in one of the world's largest employers -- the fashion industry. The globalization of this industry necessitates that companies change the way they do business to keep abreast and ahead of competitive forces. This course will explore the global business of fashion, its interaction with allied industries and target consumers, and the merchandising of product from style development through line presentation. Students will gain experience with ideation, research, concept development, sales data, forecasting, budgeting, sourcing, purchasing, negotiating, pre-production, quality control, and the in-store visual merchandising of goods. Computer-based technologies in the fashion industry will also be analyzed and focus placed on the evolution and components of fashion with the ultimate goal of development of the final product.

FSMK 711 - Brand Management - 3 credits

This course emphasizes an understanding of psychological principles at the customer level that will improve managerial decision-making with respect to brands utilizing concepts relevant for any type of organization (public, private, large or small), particularly fashion organizations. Overall, the course is designed to improve students' marketing skills and understanding of specific marketing topics, as well as how various aspects of marketing fit together, all from a brand equity perspective. This course aims to increase understanding of the important issues in planning and evaluating brand strategies and to provide the appropriate theories, models, and other tools needed to make better branding decisions.

FSMK 713 - Consumer Behavior in Fashion - 3 credits

The goal of this course is to instill a deep understanding of consumer behavior and the interrelatedness and complexity of external influences and individual factors on purchase process and decisions. The discussion of how possessions impact an individual's self concept and society as a whole will be woven into discussions. Throughout the course students will assess how the components of consumer behavior impact marketing decisions and how to best use this

knowledge to develop effective marketing programs. Students will learn psychographic and behavioral information pertaining to consumer behavior and how it relates to the marketing of fashion. Discussions concentrate on consumer research, segmentation, reference groups, and consumerism as influences.

FSMK 714 - IMC in Fashion - 3 credits

This course aims to provide students with marketing communication tools, techniques and media, giving special emphasis to integrated marketing communications (IMC) and its recent evolution, particularly in the fashion industry. Students will be provided with the tools to make successful marketing communications decisions and to understand the salient issues in planning and executing marketing communications campaigns. This course combines academic theories with practical applications and will enable students to assess advertising and marketing communications. Working in teams on the final project, students will apply the campaign planning process, build and evaluate the performance of the marketing communications plan, and allocate media budgets.

FSMG 717 - Capstone Project - 3 credits

This course will allow students to integrate knowledge gained from prior coursework. The class will revolve around real-world case study situations incorporating retailing and fashion merchandising along with financial, marketing and strategic plans. Students will be able to assimilate information to determine why some fashion industry companies are merchandising and marketing profitably while others are losing market share or may no longer be in business. The class will also include discussions with key industry executives on the state of fashion retailing today and career opportunities. The final project in this course will be marketing or merchandising plan that will be subject to peer and industry review. The final exam in this course will be a comprehensive program exam, which will test the knowledge that students have gained throughout the whole MBA program. **Prerequisites: MNGM 612 and FSMG 709**

FSMG 719 - Retail Merchandising, Planning, and Control – 3 credits

The retailer is where the customer and product meet, the purchase decision is made and hopefully where the desired profit is earned. Retailing represents a significant portion of the United States and World economies. Currently, Retailing is undergoing a significant change in how the consumer shops. The increasing use of social media and the internet has influenced the consumer and how the Retailer needs to manage their business. With demographics and psychographics changing, Retailers need to understand how to reach their consumer thru a multi-channel approach. This course will reflect on current trends in the different Retail channels of distribution thru case studies and simulations. The students will learn how to plan sales and inventory levels on a store, department and class basis in order to maximize profitability. Initial and markdown pricing strategies will be discussed and an understanding of how to measure the price that customers are willing to pay for a product creates the profit needed by different Retailers. Students will also use ‘out date’ and ‘weeks of supply’ strategies to determine product life. The course will include “what if” scenarios: Now that the product is in the stores, how would one increase sales and turnover and maximize gross margin? **Prerequisite: QUBM 601**

Graduate Seminar: Business Communication - 0 credits

Business leaders consistently report that communication skills are among the most essential for professional success. Employees must be able to write clearly, concisely, and directly to an intended audience in a variety of media to advance in their fields. The purpose of this seminar is to strengthen students' practical business writing skills, as well as to address academic writing issues pertinent to their graduate work. The seminar will be interactive and hands-on, with in-class exercises and practice to apply new knowledge and develop new skills. Students will focus on developing writing skills they need daily in their professional lives, such as for e-mail, correspondence, memos, and brief reports. Students will also work on developing academic skills, especially for incorporating and citing research sources in APA documentation style. Whenever possible, students will use their own writings to practice and improve in class.

Graduate Seminar: Fashion Mechanics - 0 credits

To work in the fashion business today it is important to be aware of the mechanics involved in designing, styling and editorial processes that contribute to the creation and promotion of successful products for the market place. Knowledge of present and past contributors in these fields in addition to the underlying practical applications used to bring product to the target consumer is vital for anyone entering the industry.

Graduate Seminar: Luxury Marketing - 0 credits

This seminar provides the tools to address the idiosyncrasies of the luxury fashion industry by studying issues relevant to this field in the various aspects of the business, from production and management to distribution and promotion. The phenomenon of 'luxury products' reflects public opinion as the ultimate sign of personal success. As luxury companies try to answer the consumer's search for experiences, the industry is now regarded as a distinct product field that requires specific skills.

Graduate Seminar: Data Management and Information System - 0 credits

The objective of this seminar is to introduce the fundamentals of database design and management information systems with selected advanced topics, such as data warehousing, security and business intelligence. Businesses, regardless of their size, struggle to organize and manage this massive amount of data, which provides information to gain strategic advantages in emerging dynamic markets. This seminar explores the use of sophisticated data management tools including, but not limited to, customer relationship management, business performance management, and real-time decision making.

Graduate Seminar: New Product Development in Fashion – 0 credits

This seminar focuses on the new product development process in fashion corporations, from idea generation, screening, concept development, physical development, testing, and commercialization of new products through launch. Cross-functional relationships among departments/managers responsible for design, production, marketing and sales are examined. Particular emphasis is placed on Computer-Integrated Manufacturing (CIM) particularly as used for rapidly-changing areas such as textiles and fashion design. Special emphasis is placed on how product managers, designers and merchandisers are involved in the development of a line or collection of fashion products.

Graduate Seminar: Project Management in Fashion – 0 credits

This seminar explores the methodologies, technologies, and techniques for managing projects in the fashion industry environment. In recent years there has been a rapidly increasing emphasis on project management concepts, software, training, and expertise as more managers recognize that project management is synonymous with change management. Introducing new products, processes, or programs in a timely and cost-effective manner requires professional project management (PM). Specific topics include life cycle models, project teams, project selection, organizational issues, scheduling and budgeting, project risk, and monitoring and control.

Graduate Seminar: Photoshop and Illustrator – 0 credits

This seminar will serve as a general overview to using Photoshop and Illustrator software for use in fashion, merchandising, advertising, movies, interior design and digital presentations. Students will work hands on with the software in a lecture / workshop environment. Students will create a digital presentation, digital collages, advertising, texture boards, 3D rooms, logos, and drawings.

Admission**Application Procedures**

To be considered for admission to the MBA program, applicants must submit:

1. The completed Application for Admission
2. A \$40 nonrefundable application fee
3. Candidates are required to hold a bachelor's degree from an accredited college or university in the U.S. or an equivalent degree from a foreign country. Official transcripts from all colleges/universities attended at the undergraduate and graduate level are required. If the undergraduate degree was completed outside of the United States, all transcripts must be evaluated by World Education Service (www.wes.org), AACRAO International Education Services (<http://ies.aacrao.org>), or another evaluation agency approved by NACES (www.naces.org/members.htm). Foreign universities that are regionally accredited in the U.S. will be exempted from the evaluation requirement. A list of regional accreditation agencies can be found under the Admission Standards section of this catalog.
4. Official GMAT or GRE scores (Quick Codes - GMAT: ZXH-QV, GRE: DI 2380)
5. Two letters of recommendation: letters of recommendation may come from academic and professional sources.
6. Evidence of work experience (length and positions held are taken into consideration): a resume or CV that shows chronological work experience is required.
7. A personal interview is required. Applicants may be interviewed in person, by phone or via Skype. Appointments can be made by sending an email to mba@limcollege.edu.

Interviews may be completed at any point in the application process, including before the applicant has submitted the application.

8. International students, for whom English is not the primary language, must take the TOEFL exam and provide an official score report showing a minimum score of 550 on the paper-based test; 213 on the computer-based test; or 80 on the internet-based test. An official score report of the IELTS test may be provided that shows a minimum score of 6.5. All official scores must be less than two years old. TOEFL or IELTS score reports will not be required of applicants who have earned an associate's degree, bachelor's degree, master's degree, or doctoral degree from an accredited university in the United States. The TOEFL / IELTS requirement may also be waived for applicants who have earned a degree from an institution outside of the U.S. where instruction is in English. All instances that do not fit within these specified criteria will be judged on a case-by-case basis. After review of your application, the Office of Admissions reserves the right to request additional documentation and/or translation of materials in support of your application.

Admission Standards

The graduate school at LIM College seeks to ensure that candidates for admission to the MBA program are properly prepared and have met the academic requirements for admission. The policy for admission of students who completed their undergraduate degrees in U.S. undergraduate institutions to the MBA program includes:

Candidates are required to hold a bachelor's degree from an accredited college or university in the United States. For admission purposes, each applicant's transcripts must certify the name of the institution from which they've earned their degree including the student's major, grades, dates of attendance, GPA and degree earned. Program administrators verify that the institution is accredited by one of the six regional accreditation agencies in the United States. The six regional agencies are:

- Middle States Association of Colleges and Schools
- New England Association of Schools and Colleges
- North Central Association of Colleges and Schools
- Northwest Association of Accredited Schools
- Western Association of Schools and Colleges
- Southern Association of Colleges and School

The policy for admission of foreign students (those who completed their undergraduate degrees outside the United States) includes: If the undergraduate degree was completed outside of the United States, all transcripts must be evaluated by World Education Service (www.wes.org), AACRAO International Education Services (<http://ies.aacrao.org>), or another evaluation agency approved by NACES (www.naces.org/members.htm). Foreign universities that are regionally accredited in the USA will be exempted from the evaluation requirement.

Transfer Students Applying to the LIM College MBA Program

Each transfer student's record will be evaluated and interpreted individually for the course equivalencies. Only transfers from accredited graduate institutions will be taken into consideration. Students can apply to transfer a maximum of six credits, earned within five years from the date of application.

Academic and Professional Standards

MBA students are solely responsible for managing their program of study (*i.e.*, timely registering for classes, ensuring completion of all graduation requirements and paperwork in a timely fashion).

LIM College students are expected to set and meet high standards in their academic work, ethics and professional behavior. Students are evaluated on their academic performance and participation in class. Attendance, punctuality, and dependability are fundamental to success in graduate study and business, and students are evaluated accordingly. All students are subject to the LIM College Graduate Student Code of Conduct, which can be found on the College's website and is available upon request in the Office of Graduate Studies.

Good Standing Requirement

Good standing requires satisfactory progress toward a degree. In order to maintain full-time status, students must register for at least 9 credits per term, except for the last term of their study, which is usually dedicated to an internship or exchange program. Full-time students normally complete the MBA degree in 5 terms. Part-time students must register for at least 3 credits per term. All students must complete the MBA degree in no more than 60 months from the initial date of enrollment.

MBA students must maintain a cumulative GPA of 3.00 at all times during the duration of the program. If a student's GPA drops below 3.00, the student may be dismissed from the program. It is the policy of the MBA program to continuously monitor students' performance and provide written warnings to students who fail to meet the standards. After receiving a written warning a review will be held after the following term and if the student has not achieved the minimum 3.00 cumulative GPA then they will be put on academic probation. It is the policy of MBA program to review the status of all students every term. It is our policy to include in the review both qualitative and quantitative factors. Students who have been dismissed may apply for re-admission. Approval for re-admission is at the discretion of LIM College. Students not in good standing will lose federal and institutional (LIM College) financial assistance until good standing is regained, unless, based upon a written appeal, a student is approved for a probationary period of eligibility with a specified academic plan by the Graduate Studies Director. The Graduate Studies Director will consult with the Office of Student Financial Services in the review of such appeals and the granting of a probationary period of financial aid eligibility.

Academic Probation

For students whose cumulative GPA is below a 3.00, the probationary period is two terms during which time the student must return to good academic standing by raising their cumulative GPA

to a 3.00 by the end of the probationary term. If students do not raise their overall GPA to at least a 3.00 by the end of the probationary period, they will be subject to dismissal.

Religious Holiday Observances

Although LIM College does not close for all religious holidays, the right of any member of the community to observe these holidays is respected. Faculty will allow students to make up the work missed because of such observance. If after reviewing the class syllabus a student identifies days he/she will miss due to a religious holiday, he/she must inform his/her instructors at least two weeks in advance. The student must arrange with each faculty member a date/time to turn in any assignments that may be due on those days. If assignments and/or exams are scheduled on those days, alternate arrangements will be made.

Grade Point Average

Grades awarded and their point values are: A (4.00), A- (3.70), B+ (3.50), B (3.00), B- (2.70), C+ (2.50), C (2.00), and F (0.00). Grade point averages include all coursework for credits that appear on graduate transcripts, whether or not it actually fulfills program requirements.

To complete any course requirement, a grade of C or better is required. In addition, to graduate from the program, a minimum cumulative GPA of 3.00 must be maintained. If a student's cumulative GPA drops below 3.00, the student may be put on academic probation.

Students who have registered prior to receiving the dismissal notice are withdrawn from their registered courses and given a refund of any tuition paid toward the upcoming term.

Repeat Policy

If a student earns less than a grade of C in any required course, he/she must successfully repeat the course the next time it is offered at LIM College. In any course in which the student's original grade is lower than a B, he/she may repeat the course once if pre-approved by the Graduate Studies Director. Pre-approval is at the discretion of the Director.

If the student successfully repeats the course, the original grade will remain on the student's transcript. However, only the repeated grade will be used in the calculation of the GPA. A maximum of three repeated courses will be allowed throughout the program. Students will not be allowed to repeat any individual course more than once unless granted special permission by the Senior Vice President for Academic Affairs.

Retaking courses has financial aid availability implications for MBA students. A student who wishes to repeat an already passed course will qualify for financial aid availability only once. Financial aid will not be available to students who attempt to repeat an already passed course for the second time. However, failed courses currently have no such limitations.

Add/Drop Classes and Withdrawals

LIM College students may withdraw from a course up until 5 PM of the last day of the posted withdrawal period. If a student partially or fully withdraws after the end of the Add/Drop Period, but within the first 4 weeks of classes in a term, the student will receive a grade of "W" for each course from which he/she withdraws. In those cases, even though a "W" will remain on the student's transcript, it will not be calculated into the term or cumulative GPA. If withdrawal

from a course occurs after the 4-week period has ended, the student will automatically receive a grade of “F” for that course. Medical withdrawals must be authorized by the Office of Counseling & Wellness Services. Additionally, students will be considered part-time (*i.e.*, registered for less than 9 credits in a term) if course withdrawals bring their total credits to below full-time status (*i.e.*, registered for 9 or more credits in a term).

Students should refer to the Tuition Liability for Withdrawal (page 24), for any financial consequences related to dropping a class, as this could affect financial aid.

Withdrawing from the Institution

It may become necessary for a student to interrupt or cease studies after the semester has already begun. In such cases, if it is prior to the institution’s official withdrawal deadline, a student should officially withdraw. Withdrawal from all classes, whether student-initiated or administratively initiated, is considered a withdrawal from LIM College for that semester.

Withdrawing from the institution can only be done by completing the appropriate form and submitting it to the Office of the Registrar. Emails, phone requests, or withdrawal attempts submitted to other offices or administrators are not acceptable. Withdrawal forms can be downloaded from the LIM College website or can be obtained from the Office of the Registrar, either in person, requested by emailing registrar@limcollege.edu, or by writing to LIM College, Office of the Registrar | 545 5th Avenue | New York, NY 10017. Please note that, once submitted, a Withdrawal from the Institution cannot be reversed.

Incomplete (I) Grades

When circumstances prevent a student from completing grading requirements, the student may request from an instructor a grade of Incomplete (I). The request must be submitted by the student before the last day of regularly scheduled classes. An ‘I’ grade must be resolved by the end of the following term, otherwise the officially recorded grade becomes an ‘F’. Instructors will define what the missing assignments are and the date when all the missing assignments are due. If a student misses the deadline and the instructor is not allowed sufficient amount of time to evaluate the missing work, the instructor may refuse to accept the submitted work, in which case, upon the end of the term, an ‘I’ grade will automatically turn into an ‘F’. A leave of absence does not put the ‘I’ clock on hold, and the incomplete work must be completed no later than the end of the following term. A “Request for a Grade of Incomplete” form, signed by the instructor, must be delivered by the student to the Office of Graduate Studies within 7 calendar days upon completion of the course. The granting of a grade of ‘I’ is within the exclusive authority of the instructor.

Reasons for Dismissal

At LIM College, we promote an atmosphere of mutual respect and support. The Graduate Student Code of Conduct has been established to maintain this environment. Abuse of College regulations, poor academic performance, disruptive conduct in or outside of the classroom, violating academic and integrity policies and standards, and engaging in illegal activities on campus or at school-related events, is considered a breach of the student’s responsibility and can result in a disciplinary hearing, with consequences up to and including dismissal from the program. Specific standards of conduct may be found in the LIM College Graduate Student Code

of Conduct, which is available on the College's website. All students are expected to review and be familiar with the Student Code of Conduct and abide by its provisions.

Campus Conduct

In accordance with law, LIM College maintains a drug and substance abuse-free campus. Sexual and other harassment is not tolerated. Details on these policies and penalties for violations, as well as programs for awareness and prevention, are explained in the LIM College Graduate Student Code of Conduct, copies of which are available on the College's website and upon request in the Office of Graduate Studies. In addition, each student is required to sign a statement agreeing to abide by the Graduate Student Code of Conduct while attending LIM College.

Grievance Procedure

A grievance is a complaint a student has when he/she believes that the treatment received from the College is grossly unfair. This includes both academic and nonacademic matters. Grievances and Appeals should be directed to the Graduate Studies Director, as described in the Student Code of Conduct.

Grade Disputes

After attempting to resolve a grade dispute with the instructor, grievances related to the grade received in a course should be directed to the Graduate Studies Director, in writing, within 14 calendar days of the posting of grades in SONIS. In his/her statement, a student is required to set forth in detail the perceived grievances and attach supporting materials such as specific emails, dates, assignments, and anything else relevant to the case. The Graduate Studies Director will, in turn, convey a student's written statement to the instructor and request his/her written response to every issue separately. After reviewing both parties' statements, and documentation, the Graduate Studies Director will determine the matter and decide on the steps to be taken to resolve the issue. In a case a student disagrees with the decision, he/she can appeal it to the Vice President for Academic Affairs.

Attendance Policy

The attendance of MBA students in each individual class sessions is mandatory and students are expected to attend every session. The unique nature of graduate education, based on active learning, participation in class discussions, case studies etc., make attendance of paramount importance. Since participation in class activities is essential for students' learning, missing classes is tantamount to students' failing to receive appropriate graduate-level education. For that reason, students are required to be in attendance for a minimum of 50% of all scheduled class meetings, whether in-person or online, otherwise the student will receive a failing letter grade of 'FA', which signifies Failure for Lack of Attendance. Individual instructors may determine and indicate in their course syllabus that a higher minimum amount of class attendance and participation is required determine how that factors into determining students' final grades accordingly.

Unofficial Withdrawals

Students who receive 'FA' grades in all courses in a given term due to ceasing attendance will be Administratively Withdrawn from the College by the Office of the Registrar. In this situation the students' last date of attendance in an academically related activity will be determined by the

College Registrar and will be used in calculating the amount of federal financial aid funds that may need to be returned under the federal return of Title IV funds calculation. Tuition liability will be based on the effective date of the Administrative Withdrawal.

Immunization

All students born on or after January 1, 1957 who register for 6 or more credits must submit proof of their immunity to measles, mumps, and rubella. A meningococcal vaccine is recommended, but not required, for college students. Students who are not in compliance will be restricted from attending classes. Please see the Office of Wellness and Counseling for more information and/or forms.

Student Health Insurance

Enrollment in a health insurance plan is required for all graduate students registered on a part-time or full-time basis. To ensure compliance, each LIM College student is automatically enrolled in, and billed for, the Student Accident and Sickness Insurance Plan offered through the College. If a student has comparable health insurance coverage, he/she may waive enrollment in the College plan upon providing satisfactory proof of comparable coverage. Please note that not all plans provide comparable coverage (such as out-of-state Medicaid plans and certain HMOs and managed care plans). Be sure to check with your health insurance company before waiving coverage. Non- U.S.-based international coverage and short-term coverage are not considered comparable insurance coverage. All International students must enroll in the student health insurance plan.

Tuition Liability

If a student withdraws from a course or the program within the first 4 weeks of a term (measured from the date classes start), the student will be charged an adjusted tuition amount based on a percentage of the original tuition amount and tied to the week in which he/she withdrew from the course and/or program. The 4 week tuition liability scale for full or partial withdrawal is listed below. There may be a time in which a student requests that a different date (typically an earlier date as a result of hospitalization, family emergency, etc.) is used for his/her final date of withdrawal. All requests of this nature must be submitted in writing to the Graduate Studies Director with supporting documentation before the end of the term. The granting of a different date of withdrawal is within the discretion of LIM College.

Tuition Liability for Withdrawal

During the 2nd week of the term	0%
During the 3rd week of the term	50%
During the 4th week of the term	75%
After 4 th week of the term	100%

Housing charges and associated fees are subject to the terms and conditions of the housing contract. For further information please contact the Office of Housing and Residence Life.

Graduation Application

It is the responsibility of a student to apply for graduation in a timely fashion. Students must apply for graduation by the end of the second week of the term in which he/she expects to complete all degree requirements. In cases when students will have completed their program by the end of term 4 and wish to attend a commencement ceremony in the same year, their graduation applications will be due by the end of the second week of the preceding term 3. The graduation application forms can be obtained from the Graduate Studies Coordinator.

Commencement Ceremony Eligibility

To be eligible to attend and participate in the commencement ceremony in a given year, a student must have completed at a minimum of 45 credits by the end of term 4 of that year and be registered for the remaining 6 credits by the subsequent two terms.

How to Afford the LIM College MBA

Tuition and Fees

For the 2012-2013 academic years the tuition rate is \$815 per credit hour. LIM College requires that each applicant submit a non-refundable \$40 application fee. The application fee can be paid online as a one-time payment using LIM's e-cashier site from Nelnet Business Solutions. There is a \$2 fee for an immediate full payment. For more information and to pay the application fee, please visit www.limcollege.edu/pay. The application fee can also be paid with a check or money order made payable to LIM College.

Enrollment Deposit

Upon acceptance, each student is required to submit a \$500 non-refundable enrollment deposit to be considered an enrolled student at LIM College. The enrollment deposit must be submitted with the Graduate Tuition Agreement. All enrolled students are responsible for their tuition. *Please also see "Tuition Liability" on the previous page.*

Graduation Audit Fee

All graduating students are required to pay a \$250 Graduation Audit fee. This fee is designed to cover the cost of ensuring students have completed their graduation/degree requirements.

Matriculation Maintenance Fee

Students who do not register for courses must pay a Matriculation Maintenance fee of \$100 per term.

Federal Student Loans

Federal Direct Stafford Loans and Direct Graduate PLUS Loans are available to eligible U.S. citizens and resident non-citizens. To determine your eligibility, you must submit a Free Application for Federal Student Aid (FAFSA) form at www.fafsa.ed.gov by the priority deadline of June 1. The LIM College federal school code is 007466.

Installment Payment Plan from Nelnet Business Solutions

To help meet your educational expenses LIM College offers an installment payment plan through

Nelnet Business Solutions. Payments can be made using an Automatic Bank Payment (ACH) from a checking or savings account or by credit card (all major credit cards are accepted). The cost to budget your interest-free, flexible payment plan option is a \$25 per term non-refundable enrollment fee. There is no convenience fees charged for credit card payments. Visit www.limcollege.edu/pay to enroll.

Meeting LIM College’s Costs

Financial aid is generally offered to meet the gap (financial need) between what a student can contribute (expected family contribution), and what it costs to attend LIM College (cost of attendance): Cost of Attending LIM College (COA) – Expected Family Contribution (EFC) = Financial Need. Students may use certain types of loans to finance their expected financial contribution (EFC).

The COA at LIM College is based on the estimated budget established by the College (*see below*). Your EFC is calculated from the information you provide on the FAFSA.

**2012-2013: ESTIMATED MBA BUDGET – 5 TERMS
FULL-TIME COST OF ATTENDANCE at LIM College**

Estimated Cost of Attendance for Full-Time MBA Program Students (9 or more credits per term @ \$815 per credit) 5 terms, 51 credits (Tuition is subject to change annually)	
Tuition	\$41,565
*Room (Housing) - estimated at a minimum of \$800 per month for an off-campus apartment (15 months)	\$12,000
Board (Meals) - estimated at \$1,200 per term	\$6,000
Transportation - estimated at \$400 per term (prorated below 12 credits)	\$2,000
Personal Expenses - estimated at \$1,200 per term (enrollment of 5 or more credits required)	\$3,000
Books & Supplies - estimated at \$400 per term for the first four terms (prorated below 12 credits)	\$1,600
Total:	\$66,165

*Please note: The off-campus apartment budget assumes that most students will need a minimum of \$800 per month for rent based on the average amount that most pay in a shared apartment. Students in off-campus apartments are **required** to provide a copy of their lease to verify their monthly rent, if they intend to use loan funds to cover their living expenses. The maximum housing allowance is \$1,500 per month.

*For new MBA students entering in fall 2012 (term 1) or later:

In order to be eligible to have the indirect costs of Room, Board, and Personal Expenses included in the Cost of Attendance for the purpose of determining maximum loan amounts, a student must be relocating to the area or ceasing current level of employment (full-time or part-time). In other words, students who are not incurring these living expenses as a cost specifically associated with the decision to enroll in the MBA program will be limited to borrowing educational loans for Tuition, Books & Supplies, and Transportation. Students who are enrolled in the LIM College Student Health Insurance policy are eligible to include that expense in their Cost of Attendance should they choose to.

Additional Tuition and Fee Information

LIM College provides several payment options to students to pay for the enrollment deposit and tuition charges:

1. **In-Person Payment:** Payment may be made in person at the LIM College Office of Student Financial Services (12 East 53rd Street, 3rd floor) with a check, money order or cash. Checks or money orders should be made payable to LIM College.
2. **Mailing Payment:** Payment by mail can be made with a check or money order to: LIM College / 12 East 53rd Street / New York, NY 10022 / Attn: Office of Student Financial Services. Checks or money orders should be made payable to LIM College.
3. **Online E-Cashier Payments through Nelnet Business Solutions:** You can make a one-time or installment payment online with an ACH check/savings account or credit card (all major credit cards are accepted). Please visit www.limcollege.edu/pay.
4. **Wire Transfer:** For wire transfer to LIM College's Citibank account, please use the following information:

Routing Number: 021000089
Account Number: 9971761997

Please include your full name and student ID # for reference. For international wire transfers, LIM College's swift code is Citius33.

If you have any questions regarding the payment options provided, please contact the Office of Student Financial Services at 212-752-1530 Ext. 389 or sfs@limcollege.edu

Right to Know

Federal Student Disclosure Requirements—Student Consumer Information

Federal regulations require that LIM College provide all prospective and enrolled students with information on subjects with which you should be familiar. This information includes:

- Student Financial Aid (description of aid programs available, eligibility criteria, how to apply, the method of award and distribution, satisfactory progress standards, loan terms, and deferrals)
- Tuition and other costs
- Refund and withdrawal policies
- Information about academic programs, personnel, and facilities
- Retention and graduation rates
- Annual Security Report
- Information regarding parent and student rights under the Family Educational Rights and Privacy Act (FERPA) with respect to access to and the release of student education records

Family Educational Rights and Privacy Act Information (FERPA)

FERPA sets forth requirements designed to protect the privacy of student educational records. The law governs access to records maintained by educational institutions and the release of information from those records. FERPA affords college-aged students (“eligible students”) certain rights with respect to their educational records. These rights include:

- The right to inspect and review the student’s education records. Students must submit a written FERPA form, available in the Office of Graduate Studies, to the Registrar that identifies, among other things, the record they wish to inspect.
- The right to request the amendment of the student’s education records that is inaccurate or misleading. Students must submit a FERPA form to the Registrar specifying the part of the record they want changed and why it is inaccurate or misleading.
- The right to consent to disclosures of personally identifiable information contained in the student’s education records, except to the extent that FERPA authorizes disclosure without consent.

Release of Student Information by LIM College

In accordance with FERPA, LIM College has designated the following information about students as public (directory) information which may be released without the student’s authorization or consent:

- Name
- Address (local and permanent)
- Academic status (undergraduate, graduate, general studies)
- Dates of attendance
- Degrees completed
- Major/minor

Students have the right to have this directory information withheld from the public if they so desire. Each student who wants all directory information to be withheld must notify the Registrar in writing. No education records protected by FERPA, unless subject to FERPA's exceptions, will be released without the written consent of the student. Consent forms may be obtained from the Graduate Studies Office. No transcripts of a student's records will be released outside the College without the student's signed authorization and consent, unless subject to FERPA's exceptions. Authorization forms are located in the Registrar's Office.

Annual Security Report

In compliance with the Student Right-to-Know and the Jeanne Clery Disclosure of Campus Security Policy and Campus Crime Statistics Act (Clery Act), LIM College's Annual Security Report is now available on LIM College's website at <http://www.limcollege.edu/annalsecurityreport>. The report contains statistics for the previous three years concerning reported crimes; institutional policies concerning campus conduct; policies concerning alcohol and drug use; crime prevention; the reporting of crimes and sexual assault; and other information concerning security and safety at LIM. Current or prospective students and employees may request a hard copy of this information by sending a written request for the report to: LIM College Office of Student Affairs 216 East 45th St., New York, NY 10017 or by calling (646) 388-8405.

Title IX of the Education Amendment

It is the policy of LIM College to comply with Title IX of the Education Amendments of 1972, which prohibits discrimination on the basis of sex, including, but not limited to, sexual harassment and sexual violence, in the College's educational programs and activities. Title IX also prohibits intimidation, coercion or retaliation against individuals for engaging in activities protected by Title IX including asserting claims of sex discrimination. LIM College has a designated Title IX Coordinator, listed at www.limcollege.edu/studentappeal, "Student Appeals & Grievances," of the LIM College website. Title IX complaints, grievances or inquiries concerning Title IX may be directed to that Title IX Coordinator. A person may also file a written complaint with the Department of Education's Office for Civil Rights regarding an alleged violation of Title IX by visiting www2.ed.gov/about/offices/list/ocr/complaintintro.html or calling 1-800-421-3481.

Administration

Elizabeth S. Marcuse, President

B.A. Simmons College; Former Director of Retail Planning, Donna Karan; Director of Retail Planning, Mamiye Brothers; Buyer, Macy's; Buyer, Lane Bryant; Buyer, Montgomery Ward.

Christopher J. Cyphers, Executive Vice President

Ph.D. State University of New York at Albany;

M.A. Wesleyan University; B.A. Hampton-Sydney College.

Former President, New York School of Interior Design; Provost, School of Visual Arts; Senior Research Associate and Chief of Staff, Office of the Senior Vice Chancellor for Urban Affairs, City University of New York; Author, *The National Civic Federation and the Making of a New Liberalism* (Praeger, 2002).

Dr. Milan Milasinovic, Vice President for Academic Affairs

Doctorate in Business Administration (D.B.A.) – Marketing, Nova Southeastern University; M.B.A. and B.S. in Economics, SDA Bocconi, Milan, (Italy) - University of Florida, Gainesville; Master (Graduate) Certificate in Information and Technology, New York University (NYU), B.S. in Economics, University of Osijek, Croatia.

Patricia Hoeltge, Graduate Studies Director

M.B.A. Cornell University; B.S. in Marketing: Fashion and Related Industries, Fashion Institute of Technology – State University of New York. Former Vice President of Licensing, Nautica/VF Corporation; Anne Klein, Perry Ellis and Kenneth Cole Productions.

Nancianne Esposito Career Counselor Graduate Programs

M.A. New York University (NYU); B.S. Fashion Merchandising Management, Fashion Institute of Technology – State University of New York.

Paul Mucciarone, Graduate Admission Coordinator

MS Ed. in Higher Education Administration, Baruch College (expected graduation, 2013); MBA, Capital University (2005); BA in International Studies, Otterbein University (1999).

LaToia L. Taylor, Associate Registrar

M.S. in Organizational Change Management, Milano The New School for Management and Urban Policy, New York, NY; B.A. in Sociology, Boston College, Chestnut Hill, MA.

Tessie Scroggins, Assistant Director of Student Financial Services

B.A. in Hispanic Studies, Vassar College, Poughkeepsie, New York 1990 Prior to LIM College, Director of Financial Aid *Columbia University School of Social Work*, Manager of Repayments Solutions at *Sallie Mae*.

Kelisha Jones, Graduate Studies Coordinator

B.A. in Sociology, University of Connecticut, Storrs, CT; Served as 2nd Vice National Chairperson on Founding board of the National Association of Black Female Entrepreneurs, Inc.