



The ACT MBA Program



a
chance
to
advance







ACT

The American College of Thessaloniki


About ACT

ACT, the tertiary division of Anatolia College, is **accredited in the United States by NECHE** (New England Commission of Higher Education). In addition to ACT having full NECHE accreditation, **the undergraduate programs delivered at ACT are also validated by The Open University (OU)**. ACT has also been granted a license by the Greek government to operate as a private post-secondary educational institution ("College").

ACT's comprehensive curriculum offers **Bachelor's degrees in Business with 4 concentrations, Biological Sciences, Computer Science, Business Computing, Psychology, Political Science & International Relations, and English with 2 concentrations, a Master of Science (MS) in Hospitality and Tourism Management, a Master of Science (MS) in Industrial/Organizational Psychology, and a Master in Business Administration (MBA) with 4 concentrations.**

The combined degree programs that ACT runs in collaboration with renowned US & EU educational institutions also offer our students the opportunity to pursue degrees in various additional disciplines that include Hospitality & Tourism, Engineering, etc.

ACT also provides an extensive need and merit-based financial aid program.



Why students
choose the
ACT MBA

Why the ACT MBA

A U.S.-FULLY ACCREDITED MBA

The only MBA Program in Northern Greece accredited by the New England Commission of Higher Education (NECHE), the same agency that accredits Harvard, Yale, MIT and Brown.

PROFESSIONAL EQUIVALENCY

Professional Equivalency of MBA graduates: According to law 4093/2012 and subsequent regulations (FEK 229/19/11/12 and 3324/12/12/12), degrees awarded for post-graduate programs of studies by colleges that are accredited by international organizations (including NECHE, ACT's accreditation body), are eligible for recognition of professional equivalency to those degrees awarded by the Greek standard system of higher education. This has been in effect since December 12, 2012.

QUALITY EDUCATION

Critical assessment of real situations and the application of taught principles ensure a cohesive understanding of current problems faced by businesses around the world. Teaching methods are heavily case-based; most cases are chosen from those taught at leading business schools in the U.S and Europe, while others are tailored to the particular environment of Southeast Europe. Classes are small, allowing for personalized attention and substantial involvement in class discussion. Much of the work is done in groups, thus strengthening the program's emphasis on teamwork as an essential business skill.

FACULTY OF SEASONED PROFESSIONALS

MBA faculty members are exceptionally qualified academics and professionals from Europe and the US whose teaching is enhanced by their substantial managerial and executive leadership experience.

AN INTERNATIONAL STUDENT BODY

The ACT campus is home to a diverse community of eager learners, with students coming from Greece, the US, the broader Southeastern Europe, as well as many other countries around the world.



Why the ACT MBA

EXTENSIVE PROFESSIONAL NETWORK

MBA students have the opportunity to build ties to the over 10,000 Anatolia and ACT alumni that lead industry and government organizations across the world.

STATE-OF-THE-ART FACILITIES

MBA students have access to the latest technology, enabling them to access the school's high-speed network from anywhere on or off campus, take advantage of the MBA computer labs, and benefit from the full multimedia capabilities of classrooms. The 4,500 square-meter Bissell Library, encompassing the Stavros S. Niarchos Technology Center, is one of the most sophisticated private facilities of its kind in Southeast Europe. It is an ideal research environment and serves as the center of the MBA program's activities.

COMMITMENT TO TALENT

Extensive scholarships and financial aid from a variety of public and private sources are available for students with strong academic and professional credentials. For Greek students, program costs can also be covered through the contribution of the Manpower Employment Organization of Greece (OAEΔ/AAEK).

HANDS-ON BUSINESS EXPERIENCE

MBA coursework is supplemented by an array of opportunities for students to use their knowledge in practical settings, giving a breadth of experience not found in the classroom alone. Projects, consultancy, events and site-visits place MBA students into the business community during the course of their studies, equipping them with real-world knowledge and contacts they can use right away, as well as in the future.

Why students
choose the
ACT MBA



The Program

The MBA program at the American College of Thessaloniki will give you:

- ***a comprehensive understanding of contemporary business theories and practices***
- ***enhanced capabilities and skills in analytical program solving, decision-making, communication, critical thinking, teamwork and leadership***
- ***the practical tools needed to succeed in local, regional, and international business careers***

Program Structure

ACT's MBA program is built on a core of required courses in key areas of business. Students also complete a concentration plus electives selected to meet each individual's personal interests and goals. The MBA concentration provides a specific focus through a comprehensive, integrated approach to a subject area. Regardless of concentration, the program consists of sixteen courses (48 credits) taken in four (4) 6-week sessions (3 class meetings per month) and a final exam.

Classes are held in the evenings to accommodate working professionals. Participants in ACT's MBA program may choose one of the following program concentrations:

- ***Banking & Finance***
- ***Entrepreneurship***
- ***Management***
- ***Marketing in the Digital Era***





BISELL LIBRARY

Concentrations

Banking & Finance

The Banking & Finance sector is dominant in most modern economies, especially in the ones in the greater area. Our B&F concentration offers up-to-date information and knowledge of all contemporary developments and trends in the industry. Our faculty comes with many years of real-world experience, preparing the students for what the market needs today. Our graduates can work in the greater financial industry, including banks, consulting, insurance companies, brokerage firms, investments as well as their own companies using their financial knowledge. This is a challenging concentration for those interested in the core business of finance in today's globalized markets.

Entrepreneurship

ACT has realized long ago the significance of Entrepreneurship in all aspects of the business world. Led by professionals, this concentration of ours is designed to offer all the necessary stimuli for those who are in search of a new business idea and help them design and implement it in the real world. Our independent Entrepreneurship Hub further supports and promotes such ideas, by offering a bridge between an idea and its practical application. Participants of this concentration are fascinated by the wide range of options available in the market and most of them proceed with producing their own entrepreneurial and innovative project.

Management

The significance of strategic Management remains unquestionable, especially in today's ever-changing business environment. Our purpose is to offer to the participants of this concentration a round education paired with professional experience that will later help them manage and consult, acting as managers either at a company or at their own company. Our faculty boasts deep knowledge of the region's individual business characteristics and risky parameters and adapts international experience to the needs of our students. Graduates of this concentration can serve from a wide range of professional positions, from consulting to project management.

Marketing in the Digital Era

Traditional Marketing has given its place to Digital Marketing: evolution in technology has reshaped the stage in marketing as a business function. ACT has adjusted its marketing concentration to the current needs of the marketplace by offering an academic and practical combination of today's Marketing. Our students are taught by real professionals who bring in class the current trends and promote the numerous options of creativity that technology can offer. Graduates of this concentration can work in all places of the marketing, promotion and advertising industry, fully employing their skills and potential.

The Course Schedule

Quarter One

MBA-ACC 501: Managerial Accounting

MBA-STAT 505: Applied Statistics for Business Decisions

MBA-COM 515: Leadership Communication Skills

MBA-MIS 550: Management Information Systems

Quarter Two

MBA-MNGT 520: Organizational Behavior

MBA-MNGT 525: Operations Management

MBA-MKTG 530: Marketing Management

MBA-BUS 580: Strategic Management

Quarter Three

MBA-MNGT 521: Organizational Leadership & Change

MBA-ECON 510: Managerial Economics

MBA-BUS 570: International Business

MBA-FIN 540: Corporate

Quarter Four

Digital Marketing concentration

Management concentration

Entrepreneurship concentration

Banking & Finance concentration

+ 2 concentration

Closure Requirement

MBA-BUS 599: Integrated Case Study



Collaborations & Enrichment

MEET THE CEOs

Events are organized to bring students into direct contact with leading executives from local, regional and international organizations. Discussion topics focus on candid analysis of current business issues: market conditions, economic development, venture capital and finance, technology transfer, and leadership enhancement.

JOHN & MARY PAPPAJOHN BUSINESS PLAN COMPETITION

Sponsored by John Pappajohn and Equity Dynamics Inc., the Pappajohn Business Plan Competition is intended for students with an interest in starting their own business. Five (5) seed grants in the amount of \$4,000 each are awarded to the top five business plans submitted and presented in the competition.

OTHER BUSINESS COLLABORATIONS

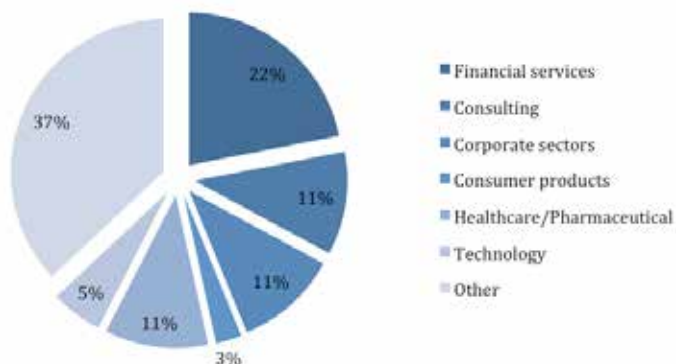
Our utmost goal at ACT School of Business is to pair academic with professional experience. Surrounded by numerous companies of various sizes, from small firms to multinationals, we expand our cooperation to the marketplace in order to create the necessary bridges between the two worlds. The business environment is more challenging than ever, both for existing as well for new firms. Under this context we have set a new goal to establish robust long-term relationships with firms, by exchanging ideas, organizing events and conferences, offering internships and even awards to our business students. On a list that keeps on growing, ACT has already signed such cooperation with firms from various sectors, such as MLS (technology & consumer products), HellasFin (investments & finance), Admine (marketing & advertising) and a Germanos franchisee (telecommunications & consumer products). In an ongoing effort to offer the best for our student body and graduates we are always in the process of enriching our business partners in a mutually beneficial relationship.



MBA by the numbers

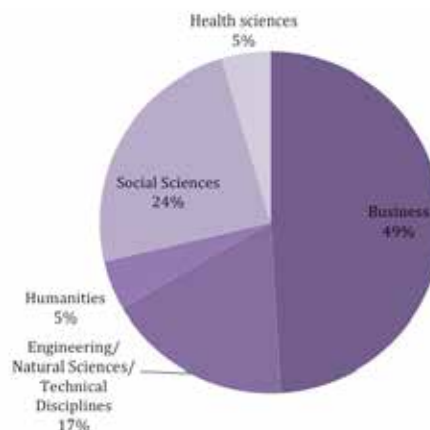
Through ACT's Business Liaison & Career Services Office, the MBA program provides a full range of support services for all students and alumni. Through workshops, seminars, events and individual counseling, the office puts a priority on personalized attention tailored to meet individual needs.

MBA PLACEMENTS



ACT maintains contact with companies and organizations of the highest caliber throughout Greece and the Balkan region to help you build your professional network and set your career path on the right track. The graphs below show MBA placements through the years and the MBA candidates' undergraduate degree.

UNDERGRADUATE DEGREE



List of Regional Employers, MBA Graduates

ActionPharma Creations
 Albanian Factoring Services
 Alpha Bank Albania
 Alpha Bank Greece
 Alpha Bank Serbia
 American-Hellenic Chamber of Commerce
 American College of Thessaloniki
 Anatolia College
 ASSA Group
 Astra Zeneca
 Attica Bank
 Bank of Cyprus
 Berlin-Chemie
 Bio-Iatriki
 Black Sea Trade & Development Bank
 BMW Corporate
 Bovin Winery
 Caprari Hellas
 Center for Climate Change
 Chrysostomos Architects
 Credit Agricole Albania
 DelHaize
 ELTRAK
 Engiers S.A.

Eurobank
 EuroClear Bank (Brussels)
 Eurofast (Skopje)
 EuroSchools Net
 FarCom S.A.
 Fruktana Ltd.
 Glass Studio
 GPS Trading
 HSBC
 IASI Hygiene
 iCap
 Jugo Impex, Serbia
 Lamaplast
 Liberty Global
 Macedonia Hotels S.A.
 Maersk Logistics
 MakeMeUp (Cyprus)
 Mavrogenis S.A.
 Merck Pharmaceuticals
 Ministry of Defense FYROM
 Montenegro Electrics
 Municipality of Korce
 Nabucco Gas Pipeline
 Navigant

OikoSin (Canada)
 PeloPack Corp.
 Pepper Magazine
 PepsiCo Greece
 PharmaServe Lilly
 Porcelana
 PractoCat
 ProBank
 ProCredit Bank
 PWC London
 Raiffesson Bank
 Rialto
 Sani Resort
 Shiftboard
 Skopsko Inc.
 SnapOn Business Solutions (London)
 TNT
 To Proto Frontistirio
 TT Post Bank
 UNESCO
 Utrip Tours
 Vojvodjanska Banka
 OΑΣΘ (Organization of Urban Transportation of Thessaloniki)



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