

# Loeb-Sullivan School

...charting the course in a global economy

## Graduate Catalog 2006-2008



# Loeb-Sullivan School

...charting the course in a global economy



## VISION

To provide an educational experience that instills confidence and develops competence and professionalism in our graduates and to position ourselves as a global leader in our areas of expertise

## MISSION

The Loeb-Sullivan School is committed to specialized programs in global supply chain management and related fields. Our commitment to quality education in our areas of expertise will earn us global recognition as a resource center for our immediate and global community of stakeholders. We will accomplish our mission:

- By providing an educational environment that stimulates intellectual curiosity, fosters professional competence, encourages self-discipline, and develops critical thinking and effective communication skills
- By recruiting, maintaining, and developing a faculty actively involved in applied scholarship
- Through innovative and timely graduate and undergraduate programs that integrate the core functional areas of doing business internationally and supplemented with specialized professional courses
- Through continuous assessment and improvement of our offerings and activities
- By perpetuating experiential learning, the fundamental ethos of a Maine Maritime education
- By partnering with organizations and individuals for mutual benefit and institutional growth



**MAINE  
MARITIME  
ACADEMY**

## VISION

Maine Maritime Academy is a career-oriented college that strives to continue to be the globally recognized leader in providing the highest quality maritime, engineering, engineering technology, marine science, and logistics education with facilities and laboratories that are at the leading edge of technological innovation.

## MISSION

Maine Maritime Academy is an international leader in providing an educational environment that stimulates intellectual curiosity, fosters professional competence, encourages rigorous self-discipline, and develops leadership potential through both curricular and co-curricular education. The Academy focuses primarily on marine related programs and prepares graduates for life-long learning and leadership in a global economy while striving for professional placement for every graduate. Maine Maritime Academy will maintain a talented and experienced faculty, facilities that support high achievement, and a continuing commitment to excellence.

*It is the policy of Maine Maritime Academy to provide equal opportunity and treatment to all students, employees, and applicants in all areas of the Academy. No person shall be discriminated against because of race, religion, color, gender, age, sexual orientation, national origin, handicap, or veteran's status.*

*Maine Maritime Academy subscribes to the principles and policies encompassed by the Uniform Campus Crime Reporting Act. A general overview of campus safety and security issues is made available to all students and employees.*

*An audited financial statement is produced following the end of each fiscal year. For a copy, please request one by writing to the Maine Maritime Academy, Office of Administration, Finance, and Governmental Relations.*

*The Academy reserves the right to make changes in its rules, regulations, procedures, degree requirements, and fees.  
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Dr. S. Kumar, Editor*



# MAINE MARITIME ACADEMY

## Loeb-Sullivan School

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# Loeb-Sullivan School

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## The Business School

**FOR GENERATIONS**, Maine has been known worldwide for the skills of her shipbuilders and sea captains and for leadership in every phase of maritime affairs. It was in Maine that the first English ship built in the colonies, the *Virginia*, was launched in 1607, and, in the 21<sup>st</sup> Century, Mainers continue to build and sail vessels ranging from custom yachts to mighty warships. Windjammers, fishing fleets, and defenders of the America's Cup have all been a part of the state's seafaring tradition. Since 1941, this proud heritage has thrived at Maine Maritime Academy, an institution of higher learning providing undergraduate and graduate instruction in international business and logistics, engineering, transportation, nautical sciences, ocean studies, and management. In recent years, the college has grown steadily and now offers three degrees and 19 undergraduate and graduate academic majors, four of those being through the Loeb-Sullivan School, the Academy's business school.

Maine Maritime's entry into transportation management education began during the late 1970s with an array of short courses and seminars offered through the Center for Advanced Maritime Studies (CAMS). This laid the foundation for creating a unique graduate degree program, emphasizing the development of management skills for transportation leaders. A successful test of the concepts of a modular graduate program led to the establishment of the Department of Graduate Studies; candidates for the Master of Science in Maritime Management degree began classes in the summer of 1985, with the first class graduating in 1987.

As part of the Academy's strategic diversification plan, an undergraduate program offering a B.S. degree in International Business and Logistics (IBL) began in 1997. Simultaneously, the Loeb-Sullivan School of International Business and Logistics was established with a generous endowment from David Loeb, a distinguished Maine Maritime alumnus. The business school presently houses the newly created undergraduate department as well as the graduate department established in 1985. The undergraduate department offers the highly successful and fast growing IBL program. The graduate school offerings were expanded with a program in Port Management in May 1996 and Logistics Management in May 1998. Reflecting the current geopolitical environment and market needs, the Graduate Program now offers three M.S. degree majors – Global Supply Chain Management, Maritime Management and International Business. Over 200 alumni have already earned our M.S. degree.

The Department of Graduate Studies also offers Diploma and Certificate programs in Global Supply Chain Management, Maritime Management and International Business. In addition, as part of the Loeb-Sullivan School's public outreach initiative, generic and customized short courses and management development programs are available in the school's areas of expertise.

## **Accreditation and Membership**

Maine Maritime Academy is accredited by the New England Association of Schools and Colleges, Inc. The college is a member of the American Association of State Colleges and Universities, the Council for the Advancement and Support of Education, and the Downeast College Consortium. The Academy is authorized under federal law to enroll non-immigrant alien students. MMA is a founding member of the International Association of Maritime Universities. All degree offerings of the Loeb-Sullivan School are approved by the American Society of Transportation and Logistics for blanket exemption from the examination requirements for awarding the Certified in Transportation and Logistics (CTL) professional certification. The school is also a candidate for accreditation by the International Assembly for Collegiate Business Education (IACBE). New England Association of Schools and Colleges can be reached at 209 Burlington Rd. Bedford, MA 01730; (781) 271-0022. The International Assembly for Collegiate Business Education can be reached at P.O. Box 25217 Overland Park, KS 66225; (913) 631-3009.

# Loeb-Sullivan School

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## The Graduate Program

**LOEB-SULLIVAN SCHOOL'S** Master of Science degree is a 33-credit hour program with specializations in Global Supply Chain Management, Maritime Management and International Business. The majors were created to meet the requirements of contemporary businesses as well as governmental and non-governmental agencies operating in a global environment. Furthermore, the current geopolitical environment has exacerbated the need for professionals with advanced knowledge in these areas of specialization.

The program is intended for individuals with experience in the transportation and logistics sector as well as for recent college graduates seeking challenging opportunities in the rapidly growing supply chain management related sectors. Typical applicants for the program include entry and middle level managers, sea-going professionals, and those who wish to enhance their management capabilities and advancement opportunities in international business logistics and supply chain management. Admission requirements include a baccalaureate degree or its equivalent and 12 credit hours of college-level pre-requisite courses. The pre-requisites may be earned at Maine Maritime Academy or at any other accredited college in the U.S. or elsewhere.

Courses are offered in semester format during the regular academic year and in compact modules during the summer months. The curriculum provides extensive coverage of the core functional areas of business management and

offers concentrated specialized training to develop and integrate managerial disciplines within the context of global supply chain management, maritime management and international business, depending on individual choice of specialization.

## Unique Features of the Loeb–Sullivan School M.S. Degree

- Highly mission-driven and niche-oriented
- A distinguished, and highly supportive faculty
- Timely and innovative curriculum
- Candidates tailor their specialization and research projects according to individual areas of interest
- Flexibility in program completion
  - Candidates may complete the entire program in one calendar year of full-time study, or may take up to three years while accommodating their work commitments
- The seminar format of every class ensures close student-faculty contact
- An exceptional global transportation and supply chain research environment with library, computer, and internet facilities to support classes and research projects
- Diversity in student experiences and background
- An ideal campus environment for higher education
- Located in a small, picturesque New England coastal town with a rich maritime heritage

# M.S. Degree Program Outcomes

## Loeb–Sullivan School Master of Science Degree

(Global Supply Chain Management, Maritime Management and International Business)

The Master of Science degree program at Loeb-Sullivan School prepares individuals seeking a mid-career change as well as recent college graduates for a career in global supply chain management and related fields; a baccalaureate degree in business is not a pre-requisite. Graduate students pursue the Maine Maritime institutional learning objectives at a level that requires significant introspection and personal growth in addition to solidifying their managerial and leadership skills. Students demonstrate their ability to gather, apply, analyze, synthesize, and critically evaluate current theories and knowledge claims in addressing a specific real-world problem in their field of specialization (listed below) through the satisfactory completion of an integrative capstone project.

## Global Supply Chain Management (GSCM)

The Global Supply Chain Management (GSCM) program prepares students for the challenges of managing global supply chains. It encompasses the ability to study, analyze, and evaluate the flow of goods, services, finances, and information from the suppliers' suppliers to the ultimate consumer with particular emphasis on new concepts and theories, inventory, distribution, and transportation management. Students study supply chain management as a management philosophy as well as a set of processes involved in optimizing the supply chain. Graduates of the program are prepared to contribute strategically in organizational efforts toward effective supply chain management and customer satisfaction.

## **Maritime Management (MM)**

The Maritime Management (MM) program prepares students for strategic as well as operational management in the maritime sector. The curriculum integrates managerial disciplines within maritime economic, social, political, and legal environments as well as within the broader concept of transportation and logistics management. Students advance their general management capability and also gain specialized knowledge of the sector to effectively lead maritime organizations involved in port and shipping operations and management.

## **International Business (IB)**

The International Business (IB) program prepares students for a career in international business. They advance their general management capability and become proficient in decision-making in a global environment. Students expand their understanding of cultural diversity and use that knowledge in furthering strategic business decisions. Specialized courses prepare students for proactive leadership in issues related to international business and the management of human and material resources and risk management.

## Maine Maritime Institutional Learning Objectives

Graduate students pursue Maine Maritime institutional learning objectives at a level that requires significant introspection and personal growth. In addition to solidifying their managerial and leadership skills, they will:

1. Demonstrate competency in written and spoken English
2. Apply scientific methodology, basic concepts of math and science, and be computer proficient
3. Gain a perspective of the social sciences, including knowledge about the interaction of human groups, of world and U.S. history, institutions, and economic systems
4. Demonstrate an ability to reflect on the impact of technology on society
5. Acquire a basic knowledge of the humanities, such as literature, art, and music, and appreciate their impact on the individual and on society
6. Gather, analyze, and interpret information
7. Demonstrate competency in a major field and understand its relevancy
8. Deal creatively and realistically with personal, community, national, and international concerns
9. Think logically, act rationally, and make appropriate decisions about the future based on past and present conditions and circumstances
10. Understand ethics and aesthetics that provide a foundation for the development of a value system that can be translated into effective social action
11. Cultivate a sense of curiosity, and a sense of beauty and practical wisdom in life

## General Learning Outcomes of Loeb–Sullivan School M.S. Degree

M.S. degree recipients will:

1. Exhibit proficiency in quantitative and qualitative techniques appropriate for business decision making as a pre-requisite for entry into the program

2. Conceptualize a complex issue, analyze it, and build on the existing body of knowledge and disseminate the information coherently in writing as well as orally

## **Management-Specific Learning Outcomes**

M.S. degree recipients will:

1. Demonstrate proficiency in functional areas of business such as accounting, finance, strategic marketing, organizational theory and structure, and international operations management
2. Integrate and apply functional areas in problem solving and critical thinking activities
3. Evaluate the financial position of organizations through examination of balance sheets, cash-flow statements, budgets, and key financial ratios and make strategic business decisions/recommendations
4. Value ethical leadership, technology integration, research, and comparative and competitive analysis in a dynamic business environment with local, regional, and global interdependencies
5. Employ and evaluate qualitative and quantitative methodologies as appropriate in independent research and contribute to the body of knowledge

## **Specialized Program Outcomes**

M.S. degree recipients will:

1. Identify, analyze, evaluate, and apply major conceptual, legal, and regulatory developments in their field and their impact on contemporary businesses
2. Analyze current theories and concepts in their chosen field of specialization, and apply the new knowledge in untested scenarios

# Graduate Students

**THE LOEB-SULLIVAN SCHOOL** Master of Science degree is designed for students interested in international business/transportation/supply chain management careers. Participants, regardless of their age and experiences, are very goal-oriented and in pursuit of challenging global opportunities. Many students bring a wealth of professional experience and contribute a great deal to classroom discussions. Faculty members enjoy the lively, two-way communication which makes classes truly stimulating for students and faculty alike. Given the small size and the seminar format of our classes, such interactions are a daily routine.

Our graduates are employed around the world from in a variety of entrepreneurship endeavors in addition to transportation/logistics/supply chain management positions. Following are selected examples of positions presently occupied by some of our alumni:

- Area Representative, Seabulk Offshore, Dubai
- Business Analyst, CP Ships, London, UK
- C.E.O., Great World Int'l Svc, Inc., San Francisco, CA, USA
- Chartering Broker, Pacific Rim Shipbrokers, Bainbridge Island, WA, USA
- Chartering Manager, Sun Transport, Inc., Philadelphia, PA, USA C.O.O.
- Bouchard Transportation, New York, NY USA
- Crisis Resource Manager, CITGO Petroleum. Corp., Tulsa, OK, USA
- Deputy Commercial Director, Dubai Ports Authority, UAE
- Deputy Director, Singapore Polytechnic, Singapore
- Director, RMT Trading, Munchen, Germany
- Director of Crew Training, OM Ships Int'l, Mosbach, Germany
- Director of Maritime Training Center, Makarov Maritime Academy, St. Petersburg, Russia
- Distribution Project Manager, Int'l Paper, Memphis, TN, USA
- Fleet Manager, Heidenreich Marine, Inc., Greenwich, CT, USA

- Fleet Manager, Rigel Shipping Canada, Inc., New Brunswick, Canada
- General Manager, Federal Marine Terminals, Eastport, ME, USA
- Human Resource Manager, Canadian Coast Guard, Ottawa, Ontario, Canada
- International Terminals Manager, Yearbulk (UK) Ltd., London
- ISM Lead Auditor Director, Carnival Cruise Lines, Miami, FL, USA
- Liner Manager, Wan-Hai Lines, Taipei
- Manager, Barwil Wilhelmsen Agencies, Jeddah, Saudi Arabia
- Manager Export Services, OOCL (USA), Inc., New York, NY, USA
- Managing Director, Seabulk Offshore, Switzerland
- Marine Transportation Manager, Nigerian National Petroleum Corp., Lagos, Nigeria
- Maritime Attorney, Moore and Company, P.A., Miami, FL, USA
- Maritime Consultant., Eagle Marine Consultants, Inc., Virginia Beach, VA USA
- Operations Manager, Hapag-Lloyd, Los Angeles, CA USA
- Operations Manager, Pacific Basin Shipping, Inc., Hong Kong
- Port Captain, BP Shipping, Long Beach, CA, USA
- Port/Management Consultant., Anchorage, Inc., Richmond Hill, Ontario Canada
- President, Oceanic Bridge International Inc., Alhambra, CA, USA
- President, V&S Engineering, Inc., Gorham, ME, USA
- Principle/Owner, Likhari & Associates, Mumbai, India
- Professor, King Abdul Aziz University, Saudi Arabia
- Project Manager, General Dynamics, Halifax, Nova Scotia, Canada
- Quality Assurance Manager, International Andromeda Shipping, Monaco
- Researcher, Erasmus University, Rotterdam, The Netherlands
- Senior Port Engineer, Crowley Marine, Jacksonville, FL, USA
- Senior Surveyor, ISM/ISPS Auditor, Lloyd's Register. N. America, Inc., Tampa, FL USA
- Ship Manager, Atlantic Marine Ltd., Hamilton, Bermuda
- Supply Chain Manager of Planning and Projects, CHEP, Orlando, FL USA
- Technical Training Manager, Norwegian Gas Carriers, St. Petersburg, Russia
- Training Manager, Cadbury, St. Petersburg, Russia
- Vice President, Pacific Basin Shipping (USA) Inc., Stamford, CT USA
- VP Hotel Operations, Louis Cruise Lines, Limassol, Cyprus
- VP Sales & Marketing – Partner, Richmond Logistique, Inc. Quebec City, Canada

# The Faculty

**THE DEPARTMENT OF GRADUATE STUDIES** commits itself to teaching, research, and service to meet the needs of supply chain management-related fields. Faculty members and visiting consultants are selected for excellence in teaching, as well as for intellectual contributions and scholarship exemplified typically by practitioner-oriented research. Moreover, the faculty has experience working with business, governmental agencies, and regulatory bodies. They are also experienced in providing management development programs in the United States and abroad.

Resident professors provide the nucleus of the graduate faculty. The modular format used during the summer months makes it possible for highly qualified visiting professors from other business schools and expert consultants from industry to participate. Each professor is a dedicated teacher selected for his or her effective classroom techniques.

All resident graduate faculty members are available to mentor and advise the graduate students. The mentoring process begins during the application stage and continues until the candidates' successful completion of the program.

Following is a partial listing of current research interests of Loeb-Sullivan School faculty members:

- Business Assessment and Development, Organizational Design
- Cross-Cultural Management, Intercultural Communication
- FDI in Caribbean Basin and Latin America
- Globalization and the Maritime Nexus
- Integrated Supply Chain Management
- International Human Resource Training and Development
- Liner Shipping Economics and Regulation
- Maritime Economics and Policies
- Maritime Logistics
- Optimization of Intermodal Transportation Options
- Port Cost Recovery Mechanisms
- Port Privatization
- Public Policy in Port Operations and Management
- Supply Chain Security for Small and Medium Enterprises
- Supply Chain Simulation and Modeling

# Program Structure and Standards

## The Graduate School Year

The graduate program is structured so that a full-time candidate can complete all degree requirements in one calendar year. Students have the flexibility to take up to three years for degree completion should they be unable to spend a continuous calendar year on campus.

The graduate school year begins in late August or early September, coinciding with the Academy's fall semester start date and concludes prior to the Christmas holidays. Spring semester starts during the second week of January and typically lasts until late April. The summer modules begin immediately thereafter, each module being five weeks in duration. A graduate school calendar is available online or from the graduate office upon request

## Distance Education Option

Loeb-Sullivan School will broadcast two graduate courses each semester to suitable locations in the state of Maine, subject to demand, using videoconferencing technology. A student pursuing this option and attending no more than two summer modules will be able to complete the degree in three years.

## Requirements for the Master of Science Degree

A total of 33 credit hours of graduate courses shall be earned as follows:

- 21 credit hours of required core courses
- 9 credit hours of courses by specialization
- 3 credit hours of capstone/integrating experience

## Grading System

The system of evaluating a student's performance is by letter grade, with grade point values as follows:

S — Satisfactory completion of a requirement; use limited to RC 570 Research Planning and RC 697 Capstone courses. The "S" grade does not affect computation of the cumulative grade point average.

Grades	Grade Points per 3 credit course	Grades	Grade Points per 3 credit course
A	4.0	C+	2.3
A-	3.7	C	2.0
B+	3.3	C-	1.7
B	3.0	F	0
B-	2.7		

U -- Unsatisfactory completion of a requirement; use limited to RC 570 and RC 697 courses. There is no assignment of credit hours toward degree requirements.

W -- Withdrawal from a course before the third class meeting of the course; the grade "W" does not affect the computation of the cumulative grade point average. There is no assignment of credit hours toward degree requirements. A request for withdrawal from graduate course/s must be made in writing to the instructor of the course, with a copy to the administrative head of the Loeb-Sullivan School.

I -- Incomplete grade given at the discretion of the instructor and with the approval of the administrative head of the Loeb-Sullivan School if a student, because of incapacitating illness or exceptional circumstances beyond his or her control, fails to take a final examination or to complete a major assignment. The grade "I" must be resolved within one calendar year; otherwise, it will remain on the transcript, but will not be used for program credit. A written request for a grade of Incomplete "I" must be submitted by the student to the course instructor prior to the completion of the course, with a copy to the administrative head of the Loeb-Sullivan School.

Grade Point Average Calculation – The total grade points obtained for the grade received in a course is found by multiplying the credit hours of the course by the grade points for the grade received in that course. In determining the grade point average (GPA) for academic standing, all grade points are added and the total divided by the number of credit hours attempted, including those for courses receiving failing grades. For purposes of computing the GPA, transfer credits are not considered.

## Transfer Credit

Candidates for the Master of Science degree may request that up to 6 credit hours of graduate course work be transferred to count toward the program requirements. Petitions for transfer of credits will be considered after the candidate has completed a minimum of 12 credit hours in the program. If candidates are intending to transfer credits earned prior to matriculation in the Loeb-Sullivan School, they should seek pre-approval of those credits before enrollment. Once enrolled in the Loeb-Sullivan School, candidates should consult and receive the approval of the administrative head prior to enrolling in any external graduate course for transferring credits. The college is the sole judge of what constitutes acceptable transfer credits. A “B” or better grade is required for transfer.

## Academic Standards

A minimum cumulative GPA of 3.0 (a “B” average) on the 4.0 scale must be achieved to qualify for the Master of Science degree. Students whose average falls below 3.0, who receive a grade of “F” or who earn more than two grades of “C,” will be reviewed by the Graduate Faculty Student Review Committee to determine the conditions under which they may be permitted to continue as degree candidates.

## Course Cancellation Policy

The Department of Graduate Studies reserves the right to cancel any graduate course offering that does not meet the minimum enrollment criterion. In all such cases, the Department will provide two weeks notice to all parties affected by such cancellation.

## Pre-Requisite Courses

All students must complete the pre-requisite courses (Intro. to Management, Microeconomics, Business Statistics, and Business Law) from any accredited

college prior to starting their graduate classes. Maine Maritime Academy usually offers these pre-requisites on campus every spring semester and potential graduate students may make arrangements to attend those the same year they plan to seek graduate admission.

Graduate faculty will administer a pre-test on the first day of each course to ascertain students' prior knowledge in the field. Students should show adequate progress by the time they complete the course.

## **EL 651 Principles of Chartering Course**

Students who take the Association of Ship Brokers and Agents (USA), Inc., home study course in chartering and earn a "B" or better may transfer those credits as EL 651 Principles of Chartering. The completion schedule should be arranged individually with ASBA. Application and information can be found at <http://www.asba.org> or email [asba@asba.org](mailto:asba@asba.org)

## **4+1 Program**

A five year option is available to MMA undergraduate students who intend to pursue the M.S. degree at Loeb-Sullivan School during their fifth year on campus. Please contact the graduate school for more information.

## **Maritime Management and 200 Ton Limited License**

A 30 month program is available for qualified applicants intending to pursue the 200 Ton Limited License simultaneously with the M.S. degree in Maritime Management. Please contact the graduate school for more information.

# Instructional and Research Support

## The Nutting Memorial Library

Located in Platz Hall, the Nutting Memorial Library holdings include approximately 70,000 titles and 2,750 videocassettes, DVDs, and sound recordings. The library subscribes to more than 360 domestic and international periodicals and has extensive retrospective serial holdings, both in print and on microform. The collections are particularly strong in the areas of maritime studies, marine technology, and nautical history. Students and faculty have online access to thousands of other full-text journals, and to a cooperative statewide library catalog of more than 2.5 million books, which may be borrowed through interlibrary loan. They also have direct access to the University of Maine library system.

The library serves as a selective U.S. government depository emphasizing maritime, engineering, oceanographic, and business documents. Links to online government information are found on the library's web site. The library is also a depository for the National Imagery and Mapping Agency and the National Ocean Survey, housing over 4,600 maps and charts of the world and of the territorial waters of the U.S.

The library's web site (<http://bell.mma.edu/~library>) serves as a gateway to library holdings, and to online databases and internet resources by catalog. Within the building, fifteen computer workstations provide electronic access, and there is a networked laser printer for student use. Several PCs have basic MS Office software installed, and the library has wireless network access available as well.

The library provides numerous periodical indices and databases, both in print and electronic format. Online versions are available through the library's web site; CD-ROM formats are found on two workstations.

Books or journals not found in the library or online may be obtained from other institutions through a nationwide system of interlibrary loan. Delivery of such books or articles is free of charge and generally takes 5-10 days, unless the material can be faxed.

Group study areas are available within the library, as well as tables and individual study carrels in quiet areas on all three floors. Two spacious reading rooms offer commanding views of the campus, while the current periodicals area overlooks Penobscot Bay.

For detailed library services see the Nutting Memorial Library homepage (<http://bell.mma.edu/~library>).

## Personal Computers

It is highly recommended that students bring their own computer, preferably a laptop, with the following minimum specifications:

**Hardware:** Pentium IV Processor, 80 GB Hard Drive, 512 MB RAM, CD-RW/DVD Combo Drive, 10 BaseT Ethernet Network Connection (installed)

**Recommended:** 802.11b Wireless Network Card

**Operating System:** Windows 2000 or XP Professional Edition

**Software:** Microsoft Office XP Professional Edition (Please contact the Office of Graduate Studies to inquire about special software offers which may be available to enrolled students.)

**Printer:** Inkjet or laser printer is strongly recommended

We have investigated most major manufacturers to determine their compatibility with our system, and you are not required to bring a laptop manufactured by a particular company. However, you do need to make sure that your computer meets the minimum specifications mentioned above.

Although we do not endorse a particular brand, you might be interested to know that Dell and Gateway are the only manufacturers that have willingly serviced their equipment right on campus. In fact, service personnel frequently come to solve students' needs. You can investigate further details at the Dell or Gateway homepage.

# The Curriculum

12 pre-requisite credit hours + 21 core credit hours + 9 credit hours of specialization + 3 credit hours of required integrating experience (Capstone)

## Pre-Requisites

- Introduction to Management (3 Cr. hours)
- Microeconomics (3 Cr. hours)
- Business Statistics (3 Cr. hours)
- Business Law (3 Cr. hours)

## Required Core – 21 credit hours

- RC 570 Research Planning (1 Cr. hour)
- RC 573 Quantitative Research Methods (2 Cr. hours)
- BA 570 Managerial Economics (3 Cr. hours)
- BA 573 International Operations Management (3 Cr. hours)
- BA 575 Accounting (3 Cr. hours)
- BA 581 Financial Management (3 Cr. hours)
- BA 582 Strategic Marketing Management (3 Cr. hours)
- BA 586 Organization Theory and Structure (3 Cr. hours)

## Global Supply Chain Management – 9 credit hours

*Any combination of three courses ( that includes either EL 671 or EL 673) from:*

- EL 671 Logistics Concepts and Analysis (3 Cr. hours)
- EL 673 Logistics and Supply Chain Strategy (3 Cr. hours)
- EL 675 Materials Management (3 Cr. hours)
- EL 687 International Transportation Management (3 Cr. hours)
- EL 693 Global Risk Management and Insurance (3 Cr. hours)
- EL 699 Maritime Logistics (3 Cr. hours)

## **Maritime Management – 9 credit hours**

*Any combination of three courses from:*

- EL 687 International Transportation Management (3 Cr. hours)
- EL 691 Shipping Law (3 Cr. hours)
- EL 651 Principles of Chartering (3 Cr. hours)
- EL 693 Global Risk Management and Insurance (3 Cr. hours)
- EL 699 Maritime Logistics (3 Cr. hours)

## **International Business – 9 credit hours**

*Any combination of three courses from:*

- EL 681 International Business (3 Cr. hours)
- EL 683 International Human Resource Development (3 Cr. hours)
- EL 687 International Transportation Management (3 Cr. hours)
- EL 693 Global Risk Management and Insurance (3 Cr. hours)

## **Required Integrating Experience – 3 Credit hours**

- RC 697 Capstone (3 Cr. hours)

# Course Descriptions

## **BA 570**      **Managerial Economics**

Demand and supply analysis, production theory and costs, indifference curve analysis, optimization techniques, industrial organization, game theory, and topics in economics relevant to managers of international business. Credit-3

## **BA 573**      **International Operations Management**

A global perspective of technical, quantitative, and qualitative aspects of developing and maintaining world class operations from a Total Quality Management perspective on product and service design, process and capacity design, operations planning, forecasting, project management, and inventory management. Credit-3

## **BA 575**      **Accounting**

Financial and managerial accounting principles, procedures, and cases including preparation and interpretation of financial statement and analyzing various types of cost with an emphasis on using accounting information for decision-making. Credit-3

## **BA 581**      **Financial Management**

Capital budgeting and investment decisions of firms, working capital management, sources and uses of capital, dividend policy, asset pricing, and risk management. Credit-3

## **BA 582**      **Strategic Marketing Management**

Focuses on the application of marketing management principles to practice in the contemporary global environment. Relevant case studies are considered and include those having implications to logistics management and the maritime industry. A research project is required that involves application and “doing of” strategic marketing management activities. Credit-3

## **BA 586**      **Organization Theory and Structure**

The primary objective of this course is to build a foundation of conceptualization and implementation of organizational development and change. To that end, the course applies many lenses to understanding the complexity of organizations.

Students evaluate the importance and limitations of theories, the impact of history on managerial thought, the relationship of organizational design and structure to organizational effectiveness, the value of (and methodology) for building a healthy organizational culture, the implications of change to human capital, the importance of digital capital, organizational learning and knowledge management, and the role of leadership in the 21st century. Credit-3

### **EL 651 Principles of Chartering**

A survey of charter party negotiation and practice, and review of time, demise and voyage charter parties including laytime and demurrage calculations. This is a home study course offered by the Association of Ship Brokers and Agents (USA), Inc. Obtain information about the course in the Graduate Office or from the ASBA website ([www.asba.org](http://www.asba.org)). Credit-3

### **EL 671 Logistics Concepts and Analysis**

An introduction to the concepts of logistics and supply chain management; application of these concepts using relevant analytic techniques is stressed. Topics include the logistics product, customer service, order processing and information management, transportation, warehousing, inventory control and location and their interrelationships. Credit-3

### **EL 673 Logistics and Supply Chain Strategy**

Strategic management of the move-store activities of the firm from a global supply chain management perspective. Credit-3

### **EL 675 Materials Management**

Study of materials management including inventory control, MRP, JIT, and purchasing. Focus on interrelationships of materials management to other logistics activities, including transportation, warehousing, and site location. Credit-3

### **EL 681 International Business**

Key macro and micro aspects of international business with emphasis on issues, institutions, opportunities, problems, and managerial processes unique to international business; includes examination of the environment of international business, foreign trade and the operation of multinational enterprises, and political, cultural, and economic risk management and the completion of salient components of an international business plan. Credit-3

### **EL 683            International Human Resource Development**

Focuses on development and management of human resources (HR) in an international environment. Students examine how culture and experience affect work practices within organizations. Credit-3

### **EL 687            International Transportation Management**

A study of the management of various modes of transportation as a constituent of global supply chains and with particular emphasis on maritime and intermodal issues; examination of transportation economics and policies in a global context including activities of key interest groups, governmental and non-governmental organizations, and contemporary market trends. Credit-3

### **EL 691            Shipping Law**

Focus on comparative international and commercial legal environment for vessel managers. Course considers such topics as control (dispute resolution, ownership, maritime liens, mortgages, registry, port state control); liability (maritime workers, marine environment, collisions, limitation of liability); and contracts (carriage of goods and passengers, charter parties, general average, towage, pilotage, salvage). Credit-3

### **EL 693            Global Risk Management & Insurance**

Focus on control of static or pure risk (not dynamic or speculative risk) for the international enterprise. Course considers risk management planning (risk identification, risk analysis, risk acceptance); organizing/motivating (individuals/organization, risk review, risk audit); and controlling (risk reduction, risk transfer, risk retention). Insurance and other risk shifting tools are considered. Students will select shipping, port/terminal, or global trading enterprises for detailed study and application of risk management tools. Credit-3

### **EL 699            Maritime Logistics**

A thorough analysis of maritime capabilities in facilitating contemporary supply chains. Topics ship ownership and operation, intermodal transportation management, port and terminal operations, outsourcing, legislative developments and supply chain security. Credit-3

## **RC 570            Research Planning**

Techniques in research planning, information retrieval techniques including computer-assisted research strategies, literature survey and construction of a bibliography, and methods of persuasive presentation; also includes a diagnosis of communication skills. Credit-1

## **RC 573            Quantitative Research Methods**

Techniques in data collection, preparation, and interpretation; review of classical statistical inference; multiple regression and correlation; process analysis and time series; also includes a placement exam administered during the first class. Credit-2

## **RC 697            Capstone**

An approved project that integrates the body of knowledge covered in the core and professional courses. Approval from the Graduate Faculty Student Review Committee is required. Credit-3

# Campus Information and Student Services

## The Setting

Castine, a small Maine coastal community, is located at the head of majestic Penobscot Bay. Settled in 1613 and named for the French nobleman and trader, Baron de St. Castin, the town is rich in history, natural beauty, and maritime tradition. The town has a year-round population of roughly 1,500. White clapboard houses, a bustling harbor, museums, summer-theater, and the still-evident traces of Revolutionary War forts make the pristine port an ideal setting for study.

Castine is close to Acadia National Park, Deer Isle, and other notable Maine attractions. Castine's climate undergoes a change of four seasons. Cool, wet springs give way to warm, mild summers. Overnight temperatures begin to cool as autumn approaches, and Downeast Maine usually receives its first snow by late November.

Maine Maritime's 35-acre, 18-building campus is located 35 miles south of Bangor, home of Bangor International Airport. If arriving by highway from the south, take I-95 north from Portland to Augusta and follow Rte. 3 East to Belfast and then Rte. 175 and Rte. 166, making a right-hand turn at any intersection where a choice exists.

We encourage you to visit both Maine Maritime  
(<http://www.mainemaritime.edu>) and  
Loeb-Sullivan School  
(<http://ibl.mainemaritime.edu>) websites.

## Campus Buildings

**Nutting Memorial Library** is located in Platz Hall.

**The Harold Alfond Student Center** houses dining facilities and offices, Dean of Student Services, and public affairs offices, conference rooms, graduate and undergraduate classrooms, the Way Point Snack Bar, the campus post office, and a multi-media lecture hall.

**Dismukes Hall** houses the registrar, classrooms, the Kennaday Planetarium, and laboratories, for science, writing, and mathematics.

**Leavitt Hall** houses administrative and faculty offices, network services offices, the continuing education department, Delano Auditorium, conference rooms, and guest rooms.

**Capt. Quick Alumni Hall** contains the alumni affairs, career services, and cooperative education offices.

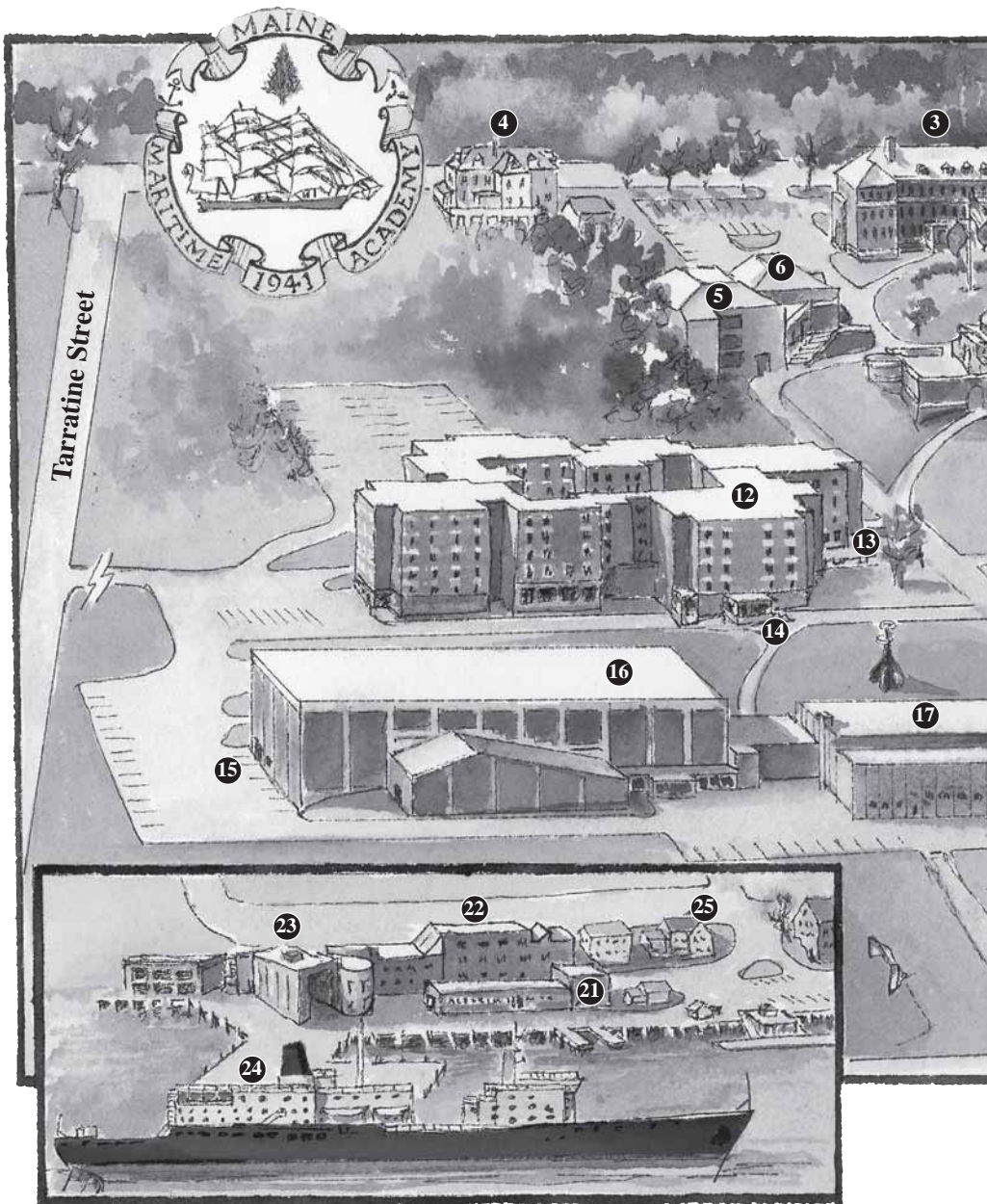
**Pilot House** is the center for the Loeb-Sullivan School of International Business and Logistics and its administration.

**Margaret Chase Smith Building** houses a gymnasium, locker rooms, and offices for coaches.

**Oakey Logan Alexander Physical Education Center** contains a fieldhouse with basketball, tennis, and volleyball courts, a climbing wall, the Cary W. Bok Swimming Pool, racquetball and handball courts, fitness and weight training equipment, the public works office, and workshops.

**The Harold Alfond Complex** consists of athletic and recreational facilities, including Ritchie Field with its all-weather in-filled synthetic turf.

**The Bath Iron Works Center for Advanced Technology** contains a navigation and shiphandling simulator, CAD lab and power plant simulator, small-scale operating steam plant, an electrical power lab, and a multi-media lecture hall for humanities instruction.



**1. Dismukes Hall:** Registrar, classrooms, science laboratories, and Kennaday Planetarium

**2. Delano Auditorium**

**3. Leavitt Hall:** Receptionist, Alumni Lecture Hall Cianchette Room, Raymond G. Spruce Lounge, Henry A. Scheel Room, Jalbert Lounge, Conference Room; Network Services, Continuing Education, Development, President, Academic Dean, Human Resources, and Business offices; Guest Rooms

**4. President's House**

**5. Platz Hall:** Nutting Memorial Library

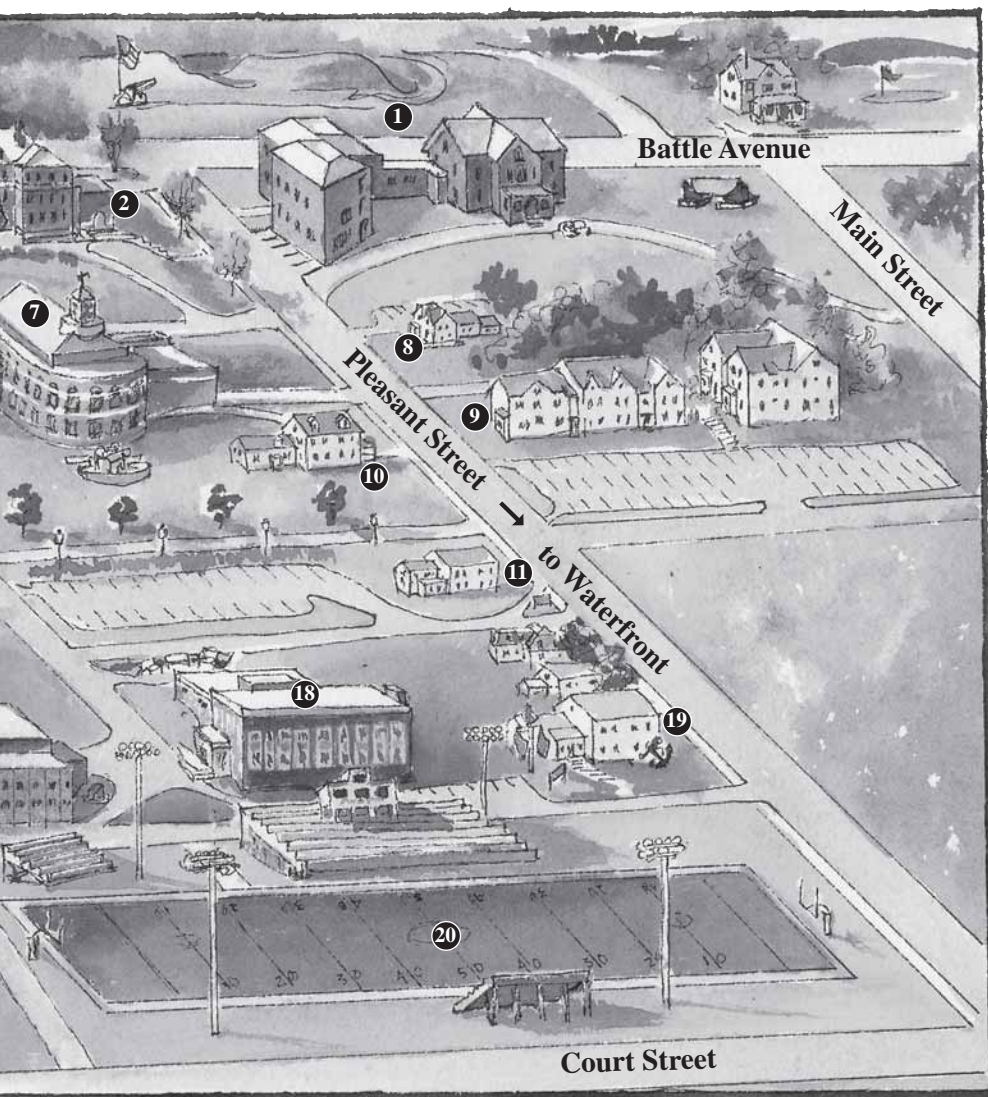
**6. Captain Quick Alumni Hall:** Alumni Affairs, Career Services, and Cooperative Education offices

**7. The Harold Alford Student Center:** Dining facilities and dining services offices; Student Postal Center, Waypoint Snack Bar, and Dean of Student Services, and Public Affairs offices; Graduate and undergraduate classrooms; Holmes Alumni Heritage Room (conference room), W. Keith Davis Classroom, and 1954 Lecture Hall (multi-media lecture hall)

**8. Pilot House:** Loeb-Sullivan School of International Business and Logistics classrooms, faculty offices, and administration

**9. Graduate Commons:** Residential complex.

**10. Robert S. Walker Admissions & Financial Aid Center:** Admissions and Financial Aid offices



- 11. **Windlass House:** Faculty offices
- 12. **Curtis Residence Hall:** Residential complex; Commandant, Residential Life, Student Health Services, and Conferences offices; Student lounge and recreation area, and student government and activities offices
- 13. **Safety and Security**
- 14. **Campus Bookstore**
- 15. **Public Works/Central Receiving**
- 16. **Oakey Logan Alexander Physical Education Center:** Fieldhouse with basketball, tennis, and volleyball courts, climbing wall, Cary W. Bok Swimming Pool, racquetball and handball courts, weight and exercise rooms, and locker rooms
- 17. **Margaret Chase Smith Building:** Gymnasium, athletic offices, and locker rooms
- 18. **Bath Iron Works Center for Advanced Technology:** Engineering and marine transportation simulators, electrical power lab, and Humanities Lecture Hall
- 19. **U.S. Navy ROTC**
- 20. **Ritchie Field:** All-weather in-filled synthetic turf field, press box, and bleachers
- 21. **Andrews Hall:** Marine science wet lab
- 22. **Rodgers Hall:** Classrooms, machine shop, and engineering laboratories; Corning School of Ocean Studies classrooms and laboratories
- 23. **Payson Hall:** Classrooms, engineering laboratories, and boat repair and maintenance facilities
- 24. **Training Ship *State of Maine***
- 25. **Dirigo House:** Corning School of Ocean Studies faculty offices

**Rodgers Hall** houses classrooms, the machine shop, and engineering laboratories, as well as classrooms and oceanography laboratories serving the Corning School of Ocean Studies.

**Andrews Hall** features a flow through seawater system and aquaria for biological research, and engineering and marine transportation lab space.

**Payson Hall** includes classrooms, engineering laboratories, and boat repair and maintenance facilities.

**The Robert S. Walker Admissions and Financial Aid Center** contains the admissions and financial aid offices.

**Graduate Commons** provides apartments for graduate and older undergraduate students.

**Curtis Residence Hall** is the major residential complex on campus and includes a bookstore, conferences office, security offices, residential life office, Commandant's offices, student health services, student lounge and recreational area, and student government and activities offices.

**Dirigo House** provides offices for the Corning School of Ocean Studies and other faculty.

**Windlass House** contains faculty offices.

## **STUDENT SERVICES**

Castine is a quiet coastal village. Most events occur on campus or involve the surrounding beauty of the coast of Maine. Bangor and Ellsworth are the closest cities and are about 40 minutes away by automobile, and Acadia National Park is within an hour-and-a-half drive.

Although the graduate program is a concentrated experience, breaks from the

classroom may include sailing, kayaking, swimming, and racquetball at campus facilities; and tennis, golf, and hiking directly adjacent to the campus.

## **ROOM AND BOARD**

Residential graduate student suites are available on campus. However, as these units are in high demand, graduate students must reserve their rooms as early as possible and make a deposit before the deadline. They may be occupied by a single graduate student, a couple, or shared by two students. These are efficiency suites with living/study area, bedroom, private bath, and kitchen. Graduate students accompanied by children must plan to live off-campus. Limited private housing is available in Castine and surrounding communities.

Additional information concerning housing and declining balance meal plan offered at the Student Center will be mailed to applicants who are accepted into the program. Prospective students may e-mail contact the graduate school or call the Student Services Office (207/326-2138) before that time for further details.

The Academy cannot assume responsibility for loss or damage to personal property through fire, theft, or other causes. Persons desiring protection against possible loss or damage should purchase an appropriate insurance policy.

All vehicles must be registered at the Safety and Security Office if they are parked on Academy property. Limited parking space is available, for which an annual parking fee is charged. No vehicle uninsured for third-party liability may be registered on campus.

## **HEALTH CARE**

The Academy provides primary wellness care through a full-time nurse and a physician, contracted to provide services for a period each day. Professional

personal counseling is also available through the Academy counselor by appointment. All students should carry family or personal medical insurance. Coverage may be obtained through Maine Maritime at additional expense. Since insurance coverage for medical and hospital services varies, not all charges by local physicians and hospitals may be covered.

Maine State Health Regulations require that all students born after 1956 show proof of immunization for tetanus, diphtheria, measles, mumps, and rubella prior to matriculation. The Academy also requires Tuberculin testing - PPD within one year.

### **STUDENT RECORDS**

Upon written request, students, alumni, and former students are authorized access to records of their attendance, performance, and scholastic achievement. This policy is in accordance with the Family Educational Rights and Privacy Act of 1974 as amended. The regulations are available to interested persons upon request and, as an official part of the Academy's rules and regulations, are disseminated to all students. Any individual who believes his/her rights under this act have been infringed upon, may appeal to the Vice President for Academic Affairs or the President of Maine Maritime Academy, or directly to the Secretary of Education, Washington, D.C.

Student transcripts are issued by the Registrar upon written request. A nominal fee is charged for this service. The Registrar can be reached by phone at (207) 326-2441. Persons with outstanding financial obligations may not be furnished with official copies of Academy records until these obligations are met.

Unless specifically requested in writing not to do so, the Academy reserves the right to publish directory information as defined by the Family Educational

Rights and Privacy Act of 1974. Such information, relating to student activities at Maine Maritime, includes a student's name, address, date and place of birth, participation in athletics and other student activities, degrees, awards, classroom schedules, and other similar information.

## **CAREER SERVICES**

The Career Services office at Maine Maritime Academy provides:

- Job counseling and career planning
- Recruitment visits by employers
- On-campus job fair
- Regularly updated job listings and on-line "Job Bulletin Web Page"
- Co-operative education programs
- Individual/group sessions on resume writing and interview strategies
- Career & Co-op Services web page

Graduate students are encouraged to register with the MMA Career & Co-op Services Office located in Captain Quick Hall. The Career Services personnel will help students develop personal marketing strategies that will aid in achieving individual career goals. One-on-one sessions assist students in conducting a job search, resume and cover letter writing, and interview techniques. Alumni are urged to keep in touch should they need information about current job openings or assistance in obtaining new positions. A data bank of jobs available is maintained and updated daily by the Career Services Office and matriculating students have access through a web site that is password protected. Graduates may subscribe to the online web service or choose to have monthly job bulletins sent to their home addresses.

The office is also helpful to international students who must comply with immigration laws and regulations when looking for practical training and/or employment opportunities in the United States.

# Financial Information

**THE CURRENT TUITION**, housing, meal, and fee rates are included in separate inserts at the back of the catalog.

A non-refundable application fee is required. Upon admission, participants will be required to deposit an additional non-refundable fee, which will be credited toward tuition for the first semester or module attended. Tuition and other costs are subject to change without notice.

## Payments

Student accounts must be paid in full or satisfactory arrangements for payment must be approved by the Finance Office before students enter classes at the beginning of a new semester or module. Interest may be charged on all outstanding accounts beyond a 30-day grace period at the rate of (1%) per month (12% annual rate).

## Refund Policy

Students who withdraw from a course after the start of a semester or module are entitled to a refund of tuition in accordance with the following schedule:

Prior to the third class meeting	75 percent
Prior to the fifth class meeting	50 percent
Prior to the seventh class meeting	25 percent
After start of seventh class meeting	0 percent

A student who withdraws must file a withdrawal notice in writing with the Graduate Office. Refund credit will be computed from the time that official notice is received in the Graduate Office. Non-attendance of class does not constitute an official withdrawal.

Fees, if any, are refunded on a prorated basis for unused weeks. Application fees, acceptance deposits, and initial registration fees are non-refundable.

## Financial Aid

Graduate students who are United States citizens may receive financial aid from several sources. The most common source is the Stafford Loan Program which provides up to \$8,500 a year of subsidized loan funds for graduate students demonstrating need, and up to \$10,000 in unsubsidized loan funds. Students may also seek employment in the area or on-campus and may, in certain circumstances, qualify for federal work study funds. Depending upon an international student's immigration status, s/he may be eligible for on-campus employment. Occasionally, grants and scholarships from nonprofit organizations, professional organizations, and transportation-related companies become available. Students are encouraged to check with their local libraries or the web site ([www.fastweb.com](http://www.fastweb.com)) for scholarship possibilities.

When applying for financial aid, prospective and returning students must complete the Free Application for Federal Student Aid (FAFSA); and, in most cases, a verification worksheet and a recent tax return will be requested.

Maine Maritime Academy programs are approved for the enrollment of military personnel, veterans, and their eligible dependents under the various educational assistance programs (GI Bills). Programs are approved by the State Approving Agency, Division of Military and Veterans Education, or State Department of Education. Students who plan to receive veterans' education benefits must see the Registrar.

Contact the Financial Aid Office, Maine Maritime Academy, Castine, ME 04420, 207/326-2205, FAX 207/326-2515, for further information and/or financial aid materials.

# Admissions Requirements and Procedures

**LOEB-SULLIVAN SCHOOL** invites applications from all individuals interested in pursuing challenging new opportunities in international business/maritime management/supply chain management. For the benefit of participants and the program, the Graduate Admissions Committee seeks a group of students with comparable managerial aspirations, but with diverse skills and experiences.

Applicants must possess a baccalaureate degree or equivalent. A baccalaureate degree in business is not a pre-requisite; however, applicants must satisfy the necessary pre-requisites (Intro. to Management, Microeconomics, Business Statistics and Business Law) prior to enrolling in the graduate program. The pre-requisites may be earned at Maine Maritime Academy or at any other accredited college in the U.S. or elsewhere.

Applicant selection is based on evidence of academic capability demonstrated by college grade-point average, scores on either the Graduate Record Examination (GRE) or the Graduate Management Admission Test (GMAT), and evidence of motivation for completing the program as demonstrated by the candidate's personal statement of intent and letters of recommendation. Applicants whose language of education is not English must submit results of the Test of English as a Foreign Language (TOEFL).

The Graduate Admissions Committee will consider the following primary criteria in determining admission to the graduate program:

- Ability to produce high-quality work
- Potential contribution to the class and the program
- Potential as a manager
- Level of maturity and motivation for completing the program
- Relevant professional experience

**Please refer to the section on Program Structure and Standards for information on fulfillment of pre-requisites and expected proficiency in computer and mathematics.**

**All application materials are available on-line at the Loeb-Sullivan School website (<http://ibl.mainemaritime.edu>). Applicants are encouraged to make use of this option for faster service.**

Alternatively, mail application materials to:

The Administrative Assistant  
Loeb-Sullivan School  
Maine Maritime Academy  
Castine, ME 04420 USA

**Information and applications relating to the GRE, GMAT, and TOEFL exams may be obtained from:**

- Graduate Record Examinations  
Educational Testing Service  
P.O. Box 6000  
Princeton, NJ 08541-6000 USA  
Tel. 1-866-473-4373 United States, U.S. Territories & Canada  
Tel. 1-609-771-7670 All other locations  
609-771-7906 FAX  
E-mail: [gre-info@ets.org](mailto:gre-info@ets.org)  
website: <http://www.ets.org/gre>

- Graduate Management Admission Test  
Educational Testing Service  
P.O. Box 6103  
Princeton, NJ 08541-6103 USA

AMERICAS: [GMATCandidateServicesAmericas@pearson.com](mailto:GMATCandidateServicesAmericas@pearson.com)  
Web: <http://www.gmat.org>  
Telephone (toll-free): 1-800-717-GMAT (4628)  
Fax: 1-952-681-3681

ASIA PACIFIC: [GMATCandidateServicesAPAC@pearson.com](mailto:GMATCandidateServicesAPAC@pearson.com)  
Telephone: +61 2 9478 5430  
In India: +91 (0) 120 432 4628  
Fax: +61 2 9901 3330

CHINA: [gmatservice@neea.edu.cn](mailto:gmatservice@neea.edu.cn)  
Web: [GMAT.etest.edu.cn](http://GMAT.etest.edu.cn)  
Telephone: 86-10-62798877  
Fax: 86-10-82520243

EUROPE/MIDDLE EAST/AFRICA:  
[GMATCandidateServicesEMEA@pearson.com](mailto:GMATCandidateServicesEMEA@pearson.com)  
Telephone: +44 (0) 161 855 7219  
Fax: +44 (0) 161 855 7301

■ TOEFL Services

Educational Testing Services

P.O. Box 6151

Princeton, NJ 08541-6115 USA

Tel. 877-863-3546 United States, U.S. Territories & Canada

Tel. 609-771-7100 All other locations

E-Mail: [toefl@ets.org](mailto:toefl@ets.org)

Web Site: <http://www.toefl.org>

**Maine Maritime Academy's reporting code for GMAT, GRE, and TOEFL is 3505.**

**Graduate School address for all correspondence:**

■ Administrative Assistant

Loeb-Sullivan School

Maine Maritime Academy

Castine, ME 04420 USA

Telephone:

LOEB-SULLIVAN SCHOOL

207-326-2212

207-326-2411 FAX

E-mail: [gradschl@mma.edu](mailto:gradschl@mma.edu)

■ MAINE MARITIME ACADEMY

1-800-464-6565 in Maine

1-800-227-8465 in the U.S.

207-326-2441 Registrar

207-326-2205 Financial Aid

207-326-2515 Financial Aid FAX

207-326-2276 Career Services

207-326-2268 Career Services FAX

207-326-2138 Student Services (Housing)

# Administration, Faculty, and Consultants

**President ..... Leonard H. Tyler**

**VP for Academic Affairs ..... Dr. John Barlow**

**Associate Dean Loeb Sullivan School ..... Dr. Shashi Kumar**

**Admin. Assistant Loeb Sullivan School ..... Kate S. Kendall**

**Registrar ..... Thomas S. Sawyer**

**Director of Financial Aid ..... Kathy Heath**

**Director of Career Services ..... Richard G. Youcis**

**Director of Library Services ..... Brent Hall**

## **VP ACADEMIC AFFAIRS AND DEAN OF FACULTY**

**JOHN BARLOW:** B.S., University of Rhode Island; Ph.D., University of Maine; Professor of Ocean Studies; VP for Academic Affairs and Dean of Faculty; Appointed 1970.

## **FULL TIME**

**SHASHI N. KUMAR:** Graduate, Indian Maritime Academy; M.S., Maine Maritime Academy; Ph.D., University of Wales; Master Mariner, United Kingdom; Professor of International Business and Logistics; Associate Dean of the Loeb Sullivan School of International Business and Logistics; Appointed 1987.

ELAINE S. POTOKER: B.A., State University College, Potsdam, New York; M.A.T., University of Chicago; Ph.D., The Ohio State University; Associate Professor of Business; Appointed 1997.

PATRICIA QUIRK: B.S.C., Santa Clara University; M.S.T., Golden Gate University, Los Angeles; CPA, Maine and California; Assistant Professor of Accounting and Business Law; Appointed 2006.

GEORGE L. SCHATZ: B.A., Moorhead State University; M.A., University of Chicago; M.S., University of Arizona; Third Mate, Steam and Motor Vessels, Any Tonnage, Any Ocean; Associate Professor of Finance and Accounting; Appointed 1989.

#### **PART-TIME**

PATRICK LORENZ: B.A., St. John's University; M.S., Ph.D., Southern Illinois University; Assistant Professor of Mathematics and Computer Science; Appointed 2004.

CHRISTOPHER H. PILOT: B.A., Boston University; M.S., Technical University of Munich; Ph.D., Max Planck Institute, Germany; Professor of Physics; Appointed 1991.

LAURIE STONE: B.A., University of Connecticut; M.A.T., University of Hartford; C.A.S., Wesleyan University; Assistant Professor of Humanities and Communications; Appointed permanent, part-time 2000.

PAUL WLODKOWSKI: A.B., Dartmouth College; M.S., University of Virginia; Ph.D., University of Maryland; Assistant Professor of Engineering; Appointed 2002.

#### **DISTINGUISHED VISITING PROFESSOR OF GLOBAL SUPPLY CHAIN MANAGEMENT**

DAVID B. VELLENGA: A.B., Calvin College; M.B.A., The University of Illinois at Urbana; Ph.D., The Pennsylvania State University; Former Dean, Haworth College of Business, Western Michigan University; Visiting Professor, part-time; Appointed 2004.

#### **EMERITUS PROFESSOR**

WALLACE S. REED: B.S., University of Maine; M.S., Cornell University; J.D., University of Maine School of Law; Emeritus Professor of Law and Logistics; Appointed 1977.

# Board of Trustees

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Administrative Assistant,

International Association of

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Business Development Director, OEST

Associates

Edgecomb, Maine

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Richardson, Whitman, Large & Badger

Portland, Maine

**Nicole St. Pierre**

Student Trustee

Baileysville, Maine

**Robert Walker**

Chairman of the Board of Ocean

Marine, LLC

Virginia Beach, Virginia

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Vice President  
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Commonwealth Business Media  
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**Dr. David Vellenga**

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Oro Valley, Arizona

**Bob W. Ziegelaar**

President  
The Telford Group, Inc.  
Bangor, Maine

# Admissions Checklist

Each of the following items is required to process the application:

✿ *Application for Admission:* Complete and return the application with the \$40 application fee, **payable to Maine Maritime Academy.**

✿ *Transcripts:* Ask each post-secondary institution you have attended to mail a copy of your transcript **directly** to Maine Maritime Academy, or submit all other evidence of education and training.

✿ *Letters of Recommendation:* Ask two persons to evaluate your management capability and potential on the forms provided. You should complete the waiver statement on the forms provided before presenting them to the evaluators. Evaluators should mail recommendation forms directly to us. See address below.

✿ *Personal Statement of Intent and Current Resume*

✿ *GMAT or GRE, and TOEFL or IELTS:* Your Graduate Management Admission Test or Graduate Record Exam, and Test of English as a Foreign Language or International English Language Testing System should be mailed **directly** to Maine Maritime Academy.

Loeb-Sullivan School  
Department of Graduate Studies  
MAINE MARITIME ACADEMY  
Castine, ME 04420 USA  
207-326-2212  
1-800-464-6565 Maine  
1-800-227-8465 Out-of-State  
FAX 207-326-2411  
E-mail: [gradschl@mma.edu](mailto:gradschl@mma.edu)

Maine Maritime Academy (<http://www.mainemaritime.edu>)

Loeb-Sullivan School (<http://ibl.mainemaritime.edu>)

