



THE  
AMERICAN  
COLLEGE  
OF FINANCIAL SERVICES®

# MSM

## Master of Science in Management

[TheAmericanCollege.edu/MSM](https://TheAmericanCollege.edu/MSM)



# Ongoing Commitment: Carry The Shield

The American College of Financial Services is the premier educational institution dedicated to the development of financial services professionals. The College has worked tirelessly to educate our nation's financial professionals, to help them raise the level of their service, and to ensure that society can rely on a profession built on trust. Graduates and designees of The College have studied, passed rigorous exams, and proven they not only have the technical knowledge to serve their clients, but have sworn to practice ethically and in the best interest of the people they serve. We look to our graduates, designees, students, and future leaders to earn the trust of your clients, to represent the legacy of this institution, and to proudly "carry the shield."

*“Getting my MSM was a game-changer for me! It directly impacted my firm’s performance moving us from ‘worst to first’ and becoming the No. 1 Penn Mutual firm in three years*

**Jim Meehan, MSM**  
**1847 Financial**



# Management and Leadership Have Evolved. Learn How You Can, Too.

The Master of Science in Management is a leadership degree that prepares and equips professionals to theorize and apply the process of developing strategic leadership in the workplace.

Focus includes but is not limited to:



Shifting from management to leadership



Recognizing and applying appropriate leadership styles



Providing and establishing a culture of trust and respect








Transforming high-valued teams

Graduates of the MSM program are prepared to assume leadership roles across functional areas in a wide range of non-profit, for-profit, and private organizations.

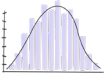


# Program Overview

The MSM is typically an 18-month accredited graduate degree program. Fast-paced, compelling, and challenging, this rewarding cohort-based program provides students with essential and advanced management and leadership skills in such areas as:

-  Reinforcing interpersonal and leadership communication
-  Integrating research skills with practical leadership applications
-  Reinforcing contemporary leadership in a dynamic team environment
-  Improving performance with the organization's core competencies
-  Modeling ethical leadership decision-making

## How Can the MSM Help Me?



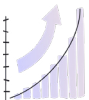
1–2 years of master's education can lead to above average salary



Covers essential industry management and leadership skills



Competitive tuition and highest degree of program accreditation



Projected growth of 10.2% in financial management industry through 2028

With the MSM, enhance your business skills and put yourself in a position to progress to the next level of influence within your organization.

# Educational Requirements

Applicants to the Richard D. Irwin Graduate School are selected on the basis of academic and professional criteria. To be admitted into the MSM program, a prospective student must hold a bachelor's degree and submit the following to The College:

- ✓ A completed admission application
- ✓ A current resume
- ✓ An unofficial transcript from the accredited institution that awarded your Bachelor's degree (official transcript due at the end of your first course)

Students admitted to the MSM graduate program have seven years from date of admission to complete degree requirements. Acceptance of courses completed prior to admission will be determined by the Program Director.



80%

of recent graduates stated the program  
"exceeded their Expectations"


# MSM Curriculum


The MSM Consists Of 11 Core Courses:


<b>MSLS 510</b>	Leadership Development Experience
<b>MSLS 511</b>	Dynamic Organizational Leadership
<b>MSLS 512</b>	Ethics in Leadership
<b>MSLS 513</b>	Law, Compliance, Benefits, and Social Responsibility
<b>MSLS 514</b>	Communications and Leadership
<b>MSLS 515</b>	Personal and Interpersonal Leadership Skills
<b>MSLS 516</b>	Management by Leadership
<b>MSLS 517</b>	Classic and Contemporary Leadership Styles
<b>MSLS 518</b>	Leading Strategy Development
<b>MSLS 519</b>	Decision-Making Leadership Skills
<b>MSLS 520</b>	Leadership Capstone Experience


# Program Details

The MSM program features a mix of online and in-person class meetings, with new cohorts launching on a quarterly basis. Tuition includes all required materials, access to convenient online learning tools, and all ebooks. Course materials include:

 Faculty-led weekly live class time via Zoom

 In-depth key assignments

 Detailed course outlines

 Real-time discussion forums

Students typically complete the program by taking five-week courses over an 18-month period, allowing for a one-week break between courses. Live class sessions will meet at The College's King of Prussia, PA campus. Online students engage in asynchronous learning through Brightspace, our cloud-based learning management system (LMS) that facilitates interaction with their instructor and classmates.

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*"I found the MSM program to be just what I needed to focus on my business from an executive point of view. We are all busy, and the format and flexibility of the program made it easy to complete the courses in the allotted time. I particularly liked the interaction with others from a variety of companies. I highly recommend that anyone who is in an executive position or considering an executive position in the financial services profession, give serious consideration to getting the MSM."*

**Jim Petersen, MSM Alumni**, Ph.D., CFP®, CLF, ChFC®, CLU®, CASL®, RICP®, WMCP®, CRPC®, CAP®, ChSNC®, AEP®, CPMBC Roger Hull/James S. Bingay Chair Of Leadership, CLF Program Director



# Expand Your Opportunities

The American College of Financial Services delivers applied financial knowledge and education, promotes lifelong learning, and advocates for ethical standards for the benefit of society. As a lifelong learning partner, you will benefit from:

- Extensive professional network of one-in-five financial advisors educated by The College
- Ready-to-use knowledge delivered by plugged-in, industry-leading experts
- Interactive community engagement featuring frequent webinars, conferences, and professional development events
- Advanced planning skills and real-world application not delivered elsewhere
- Modern education through the latest in mobile-friendly, e-learning technology
- Prestigious pedigree and client recognition from nearly 100 years of academic excellence

## Apply to the MSM Program

Complete the MSM Graduate School Application online at

**TheAmericanCollege.edu/MSM**, or call an admissions advisor at **610-526-1359** to learn how the MSM can enhance your value and your professional career.

Visit our website at **TheAmericanCollege.edu/MSM** for information on pricing and upcoming cohorts.

# MSM<sup>®</sup>

## Master of Science in Management

**TheAmericanCollege.edu/MSM**

**610-526-1395**

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The American College of Financial Services is accredited by the Middle States Commission on Higher Education



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