



**School of  
Graduate Studies**

Cosmetics and Fragrance  
Marketing and  
Management

**Dear Prospective Applicants and Friends of the FIT Master's Degree Program:**

Following is the application information packet for **Fall 2024** admission to the FIT Master's degree program in Cosmetics and Fragrance Marketing and Management (CFMM). Applicants must submit their application online. Directions for the application process and forms are available [here](#). Please request that transcripts from US universities and colleges be electronically sent to FIT, or sent by mail to:

Fashion Institute of Technology  
Office of Admissions, Room C139  
227 West 27<sup>th</sup> Street  
New York, NY 10001

Deadline for applications and all supporting materials is **March 15, 2024**. Applications received after the deadline will be reviewed on a rolling admissions basis for any places still available.

The program is designed for current industry professionals with strong senior management potential. It balances focus between traditional business skills (e.g. corporate finance, consumer behavior) and more specialized skills vital to the beauty industry (e.g. product development, brand development). Learning is geared to the professional, with evening classes, a strong emphasis on case studies and team projects, and extensive interaction with senior industry professionals, who serve as guest lecturers and instructors.

Applicants must have a bachelor's degree in good standing (a minimum grade point average of 3.0 is expected) and a minimum of three years of related work experience (the average among entering students is seven years). Standardized GRE or GMAT test scores are not required. Candidates selected as finalists for admission will be contacted for a personal interview after **April 1, 2024**.

This packet includes a tuition breakdown for the entire two-year program. We estimate total cost (including tuition, school fees, and costs associated with the program's two overseas courses and one domestic field study) at \$41,000 for a New York State resident and \$62,000 for an out-of-state resident. This does not include the cost of a MacBook (required for entering students, estimated at \$1,500 with the FIT educational discount).

Additional information about the CFMM program can be found on the program's website pages [here](#), including a list of faculty and a curriculum summary with course descriptions.

Thank you for your interest in the FIT graduate program.

Sincerely,

A handwritten signature in cursive script that reads "Stephan Kanlian".

Professor Stephan Kanlian  
Chair, CFMM Program  
Tel.: (212) 217-4300  
Email: [stephan\\_kanlian@fitnyc.edu](mailto:stephan_kanlian@fitnyc.edu)

OUT OF STATE RESIDENTS			
	PRICE PER CREDIT	CREDITS	TOTAL
<b>First Year</b>			
Term 1	\$983.00	6.5	\$6,389.50
Winter 1	\$983.00	4.0	\$3,932.00
Term 2	\$983.00	6.5	\$6,389.50
Summer 1	\$983.00	3.0	\$2,949.00
Program Costs: Year 1 Overseas Field Studies			\$7,500.00
Health Services/Student Activity/Recreation Fees	\$24.21	20.0	\$484.20
Technology/Part-Time Reg/Records Maintenance Fees			\$490.00
<b>FIRST YEAR TOTAL</b>		<b>20</b>	<b>\$28,134.20</b>
<b>Second Year</b>			
Term 3	\$983.00	7.0	\$6,881.00
Winter 2	\$983.00	1.5	\$1,474.50
Term 4	\$983.00	9.5	\$9,338.50
Summer 2	\$983.00	4.0	\$3,932.00
Program Costs: Domestic Field Studies			\$3,750.00
Program Costs: Year 2 Overseas Field Studies			\$7,500.00
Health Services/Student Activity/Recreation Fees	\$24.21	22.0	\$532.62
Technology/Part-Time Reg/Records Maintenance Fees			\$490.00
<b>SECOND YEAR TOTAL</b>		<b>22</b>	<b>\$33,988.62</b>
<b>TOTAL PROGRAM</b>		<b>42</b>	<b>\$62,032.82</b>

IN STATE RESIDENTS			
	PRICE PER CREDIT	CREDITS	TOTAL
<b>First Year</b>			
Term 1	\$481.00	6.5	\$3,126.50
Winter Term	\$481.00	4.0	\$1,924.00
Term 2	\$481.00	6.5	\$3,126.50
Summer Term	\$481.00	3.0	\$1,443.00
Program Costs: Year 1 Overseas Field Studies			\$7,500.00
Health Services/Student Activity/Recreation Fees	\$24.21	20.0	\$484.20
Technology/Part-Time Reg/Records Maintenance Fees			\$490.00
<b>FIRST YEAR TOTAL</b>		<b>20</b>	<b>\$18,094.20</b>
<b>Second Year</b>			
Term 3	\$481.00	7	\$3,367.00
Winter Term	\$481.00	1.5	\$721.50
Term 4	\$481.00	9.5	\$4,569.50
Summer Term	\$481.00	4.0	\$1,924.00
Program Costs: Domestic Field Studies			\$3,750.00
Program Costs: Year 2 Overseas Field Studies			\$7,500.00
Health Services/Student Activity/Recreation Fees	\$24.21	22.0	\$532.62
Technology/Part-Time Reg/Records Maintenance Fees			\$490.00
<b>SECOND YEAR TOTAL</b>		<b>22</b>	<b>\$22,854.62</b>
<b>TOTAL PROGRAM</b>		<b>42</b>	<b>\$40,948.82</b>

- Above are the estimated tuition and fee expenses by term/semester for the two-year program for out-of-state and in-state residents, including program costs and field study courses. Not included are the costs of books and instructional materials, which average \$500 per year. In addition, students are required to acquire a MacBook, estimated at \$1,500 (August of first year); and companies/students should budget for any "over and above" T&E related expenses (airfare, meals, etc.) relating to Years 1 & 2 Overseas and Year 2 West Coast Field Studies.
- Tuition and fees are subject to change without prior notice at the discretion of the college Board of Trustees.



## **Program Overview**

FIT's Master of Professional Studies (MPS) in Cosmetics and Fragrance Marketing and Management is the only program of its kind in the United States, with product development courses held in the only working fragrance and product development laboratory on a U.S. college campus.

- Advanced education for outstanding mid-level professionals in the cosmetics and fragrance industries. Developed in collaboration with leading multinational corporations in the industry to prepare students for senior management positions.
- Master the core skills of a business degree along with the creative and technical skills specific to the cosmetics and fragrance fields. Graduate prepared to fulfill your goals and recognized potential in high-level management.
- Two-year evening program is designed for individuals working in cosmetics, fragrance, and beauty related areas, who have been recommended by their employers because of their strong management potential.
- Courses taught by a faculty of practicing professionals and prominent guest lecturers.
- Global component includes two overseas field study courses, in addition to a domestic field study, which is part of the Advanced Topics in Marketing course.
- Final year Capstone seminar provides the opportunity to work in a team to solve a complex industry problem and present your results to a panel of faculty and industry experts.
- The program's prestigious Industry Advisory Board includes senior executives, consultants, media experts, leading research and industry analysts, and heads of industry associations.
- Capstone Projects have been sponsored by such leading companies in the beauty business as Procter & Gamble, L'Oréal, The Estée Lauder Companies, LVMH, Johnson & Johnson, Target, Beiersdorf, Unilever, Shiseido, Coty, and Luminess.
- Conferences, master classes, and an Executive Mentor Program reinforce strong industry connections.



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The Master of Professional Studies (MPS) in Cosmetics and Fragrance Marketing and Management is structured as a two-year evening program to accommodate the schedule of working professionals.

A unique feature of the program exposes the student to the global marketplace with two required overseas field study courses, as well as one domestic field study course.

The curriculum concentrates on three areas that industry leaders have identified as crucial to managerial success:

- Core business skills, including leadership, corporate finance, global supply chain management, and management communication
- Marketing skills, including advanced marketing theory, consumer insights, social and digital media, and commerce management
- Specialized technical and creative competencies, including cosmetics product innovation, fragrance product innovation, and managing the creative process

Students work with their Executive Mentor to define their professional development skills and growth, and are required to submit a Leadership Development Portfolio, which is part of the Advanced Topics in Leadership course.

The Capstone project reflects the partnership between industry and the classroom. Working in teams, graduating students develop an innovative, in-depth, interdisciplinary approach to the strategic topic determined by the faculty. They present their results to members of the beauty industry during an annual industry-sponsored event, which generally has 700 in attendance, including the program's Industry Advisory Board, the students' Executive Mentors, and leading beauty executives.



## **Degree Requirements**

### **General**

For admittance to degree candidacy, students must have satisfied all program requirements, completed a minimum of 30 approved course credits at FIT, achieved a final grade point average (GPA) of 3.0, and successfully completed the Capstone seminar.

### **Capstone Project**

Student groups are presented with marketing and management challenges that reflect current beauty industry practices and trends, and must develop creative solutions that involve all aspects of a corporate organization. Groups are graded on their ability to react quickly and cohesively, analysis of the issues from the perspectives of the corporate environment, utilization of the concepts learned in the program, and presentation skills. Industry experts serve as panelists critiquing and grading the Capstone projects.

### **Leadership Development Portfolio Mentor Program**

Every student in the Master of Professional Studies degree program is required to complete a Leadership Development Portfolio as part of their leadership curriculum. Students will work with their corporations during the beginning of their second year to select a corporate mentor as part of the portfolio. These requirements reflect the management development function of the degree program and provide degree candidates with access to senior executives in the industry.

### **Time Requirement for Degree Completion**

Students are expected to complete the degree within two years, beginning with their first semester of matriculation. Please refer to the [FIT Graduate Catalog](#) for exceptions to this time limit.



## **Admission Requirements for Fall 2024**

Application materials must include:

1. **Completed Application:**

Applications will be accepted from **November 1, 2023 – March 15, 2024**.

2. **Transcripts**

Applicants must hold a baccalaureate degree in an appropriate major from an accredited college or university with a cumulative GPA of 3.0 or greater. Request transcripts of all official post-secondary education documents (transcripts, diplomas, and/or certificates) to be sent directly to the School of Graduate Studies at FIT. Email is the preferred method for receiving transcripts, but if that is not possible, transcripts must be sent in the original sealed envelope from the issuing institution. Note: FIT will only accept academic documents and transcripts that have been officially attested (bearing the stamp/signature of the registrar or designated office) and emailed or sealed in an envelope by the issuing institution. All applicants educated outside of the U.S. are required to have their academic credentials evaluated by World Education Services (WES).

3.

**Essays and Personal Statements**

A personal statement explaining your interest in the program including pertinent work, travel experience, and future professional objectives is required. You may submit the personal statement as a 300-word written essay or a 90-second video recording.

In addition you are required to submit two additional written essays of 250 words or less on the following topics:

- What interests and experiences lead you to believe that now is the right time to pursue your graduation education at FIT?
- What is a pressing global issue in the beauty industry and how would this program prepare you to have a positive influence?
- (Optional essay) Please share any information you feel is not covered elsewhere in your application, e.g., additional training, special skills, or extenuating circumstances related to your application.

A complete explanation of the topics is available in the online application.

4. **English Proficiency**

Applicants who hold a baccalaureate degree from a college or university where English is the primary language of instruction are exempt from either the Test of English as a Foreign Language (TOEFL), International English Language Testing System (IELTS), or the other tests listed below.



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Official score reports must be sent to the graduate admissions office directly from the testing agency. TOEFL scores can be sent by paper or electronically using FIT's institution code of 2257, department code 99; IELTS scores can be submitted by paper or electronically using the e-Delivery service to Fashion Institute of Technology - School of Graduate Studies. Only IELTS Academic test scores will be accepted. We will not accept the IELTS General Training Module.

For all FIT graduate programs, the minimum score requirements are:

TOEFL (iBT): 80

IELTS (academic): 6.5

PTE: 53

Duolingo: 105

**5. Resume**

**6. Letters of Recommendation**

Three letters of recommendation, including one from a college or university faculty member with whom you have studied and two from professionals with whom you have worked are required. Letters of recommendation must be submitted through the online application process.

**7. Additional Requirements**

Candidates must have a minimum of three years of work experience in an industry related to their course of study. Preference is given to candidates with at least five years of work experience, global work or study experience, and foreign language proficiency. Students are required to have a MAC laptop while enrolled in the program.

**8. Interview**

Select applicants will be contacted by the CFMM office to schedule an interview.

All FIT graduate programs start in the Fall semester only. There are no Spring admissions.

Please have your transcripts sent electronically to FIT.

If transcripts can only be sent by mail, please have them mailed to:

Fashion Institute of Technology  
Office of Admissions, Room C139  
227 West 27<sup>th</sup> Street  
New York, NY 10001

**Important:** Your name must appear on all documents and correspondence. Submitted documents become the property of FIT and will not be returned