MANAGEMENT

For further information:

BusinessGrad@southernct.edu
ANDOH, SAMUEL, Professor and Director of the M.B.A.
Phone: 203.392-5616

ABDELSAYED, WAFFEEK, Professor
ABUGRI, BENJMIN A., Professor
BIRZ, GENE, Associate Professor
BODO, PETER, Professor
DUTTA, SANDIP, Associate Professor
EMENYONU, EMMANUEL, Professor
FEENEE, KEVIN, Associate Professor
FORBUS, ROBERT, Professor
FRANK, ELLEN J., Professor
GEBREMARIAM, YILMA, Professor
KIRSCH, ROBERT J., Professor
KWAK, LYNNE, Professor
LODHA, SHYAM S., Professor
NODOUSHANI, OMID, Professor
PAGE, ROBERT A., Professor
PHILLIPS, JANET, Professor
PRINCE, MELVIN, Professor
THORSON, JAMES, Professor
YANG, CHULGUEN, Professor
Business Administration, M.B.A. - General

The Master of Business Administration (general concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Accounting

The Master of Business Administration (accounting concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Finance

The Master of Business Administration (finance concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Healthcare Administration

The Master of Business Administration (healthcare administration concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - International Business

The Master of Business Administration (international business concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Management

The Master of Business Administration (management concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Marketing
The Master of Business Administration (marketing concentration) prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization.

Business Administration, M.B.A. - Accelerated

With the AMBA, students can complete their MBA degree in just 18 months with combined Saturday and online courses. Classes will be taught in Southern's new School of Business located on the New Haven campus.
BUSINESS ADMINISTRATION, M.B.A. - HEALTHCARE ADMINISTRATION

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

**PROGRAM REQUIREMENTS**

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

**Foundation Courses**
MBA 500 - Management Process – 3 credits
MBA 501 - Business Economics – 3 credits
MBA 502 - Statistical Decision Making – 3 credits
MBA 506 - Financial and Managerial Accounting – 3 credits
MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

**Advanced Courses**
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

**Concentration Courses**

*Students are also required to complete a concentration consisting of three additional courses.*

**Healthcare Administration Concentration (choose three)**
MBA 549 – Economics of Health Care – 3 credits
NUR 540 – Legal Issues in Health Care – 3 credits
PCH 564 – Health Policy – 3 credits
PCH 548 – Public Health Administration – 3 credits
PCH 526 – Multicultural Issues in Health Organization – 3 credits
PCH 550 – Strategic Planning for Public and Non-Profit Org. – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

**WAIVER POLICY**

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required foundation courses may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.
WAIVER GUIDELINES

The minimum course requirements, all taken within the last six years, for waivers are:
MBA 500: Two courses in principles of or general management
MBA 501: One course in macroeconomics and one course in microeconomics.
MBA 503: Two upper division courses in finance
MBA 504: Two upper division courses in organizational behavior or industrial psychology
MBA 505: Two upper division courses in marketing
MBA 506: One course in financial accounting and one course in managerial accounting
MBA 507: Two courses in business law

CLASS SCHEDULING

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - GENERAL

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

PROGRAM REQUIREMENTS

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

Program Sequence

51 credits

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

Foundation Courses

MBA 500 - Management Process – 3 credits
MBA 501 - Business Economics – 3 credits
MBA 502 - Statistical Decision Making – 3 credits
MBA 506 - Financial and Managerial Accounting – 3 credits
MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

**Advanced Courses**

MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

**Concentration Courses**

Students are also required to complete a concentration consisting of three additional courses.

**General Concentration (choose three)**

MBA 510 – Project Management – 3 credits
MBA 512 – Strategic Factors in Marketing – 3 credits
MBA 513 – Advertising and Promotional Strategy – 3 credits
MBA 515 – International Entrepreneurship – 3 credits
MBA 519 - Leadership and Organizational Learning – 3 credits
MBA 521 – Business Analysis and Start-Up – 3 credits
MBA 522 – Organizational Change and Development – 3 credits
MBA 525 - Business Ethics – 3 credits
MBA 528 – Real Estate Finance – 3 credits
MBA 530 – Advanced Employment Law – 3 credits
MBA 532 – Human Resources Management – 3 credits
MBA 536 – International Marketing – 3 credits
MBA 537 – Product Management – 3 credits
MBA 538 – Marketing Data Analytics – 3 credits
MBA 540 – Consumer Behavior – 3 credits
MBA 549 – Economics of Health Care – 3 credits
MBA 550 – Public Finance – 3 credits
MBA 551 - Business Ecological Sustainability – 3 credits
MBA 553 – Entrepreneurship and Small Business Development – 3 credits
MBA 572 – Financial Markets and Institutions – 3 credits
MBA 573 – Investment Analysis – 3 credits
MBA 574 – Multinational Financial Management – 3 credits
MBA 575 – Financial Statement Analysis – 3 credits
MBA 576 – Principles of Business Taxation – 3 credits
MBA 577 – Tax Planning and Research – 3 credits
MBA 578 – Not-for-Profit and Governmental Accounting – 3 credits
MBA 579 – Advanced Auditing – 3 credits
MBA 580 – International Accounting Standards: Use and Interpretations – 3 credits
MBA 581 – Contemporary Accounting Issues – 3 credits
Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

**WAIVER POLICY**

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required **foundation courses** may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.

**WAIVER GUIDELINES**

The minimum course requirements, all taken within the last six years, for waivers are:
- MBA 500: Two courses in principles of or general management
- MBA 501: One course in macroeconomics and one course in microeconomics.
- MBA 503: Two upper division courses in finance
- MBA 504: Two upper division courses in organizational behavior or industrial psychology
- MBA 505: Two upper division courses in marketing
- MBA 506: One course in financial accounting and one course in managerial accounting
- MBA 507: Two courses in business law

**CLASS SCHEDULING**

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

**MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES**

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - INTERNATIONAL BUSINESS

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

**PROGRAM REQUIREMENTS**

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

**Foundation Courses**

- MBA 500 - Management Process – 3 credits
- MBA 501 - Business Economics – 3 credits
- MBA 502 - Statistical Decision Making – 3 credits
- MBA 506 - Financial and Managerial Accounting – 3 credits
- MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

Advanced Courses
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

Concentration Courses
Students are also required to complete a concentration consisting of three additional courses.

International Business Concentration (choose three)
MBA 509 - International Entrepreneurship – 3 credits
MBA 536 – International Marketing – 3 credits
MBA 574 – Multinational Financial Management – 3 credits
MBA 580 – International Accounting Standards: Use and Interpretations – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

WAIVER POLICY

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required foundation courses may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.

WAIVER GUIDELINES

The minimum course requirements, all taken within the last six years, for waivers are:
MBA 500: Two courses in principles of or general management
MBA 501: One course in macroeconomics and one course in microeconomics.
MBA 503: Two upper division courses in finance
MBA 504: Two upper division courses in organizational behavior or industrial psychology
MBA 505: Two upper division courses in marketing
MBA 506: Two upper division courses in financial accounting and one course in managerial accounting
MBA 507: Two courses in business law

CLASS SCHEDULING

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.

Southern Connecticut State University Graduate Catalog 2017 - 2018
BUSINESS ADMINISTRATION, M.B.A. - ACCELERATED

For further information: BusinessGrad@southernct.edu

APPLICATION DEADLINE

Rolling Admissions for Fall terms

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) additional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

Assisting profit and nonprofit organizations to compete more effectively in a changing environment

Preparing personnel in organizations for additional managerial responsibility

Preparing individuals seeking administrative positions

Aiding existing employees in gaining needed skills and knowledge for future organizational success

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher. Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for
maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

PROGRAM REQUIREMENTS

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

ACCELERATED MBA PROGRAM

With the AMBA, students can complete their MBA degree in just 18 months with combined Saturday and online courses. Classes will be taught in Southern's new School of Business located on the New Haven campus.

The program comprises of nine sessions with each session lasting eight weeks. During each eight-week session, students will complete two courses for six (6) credits, for a full-time course load of 12 credits per semester. The last eight-week session will be devoted to the completion of MBA 595 (Special Project.)

Prospective students will meet the same standards for admission as in the traditional MBA program.

Program Sequence

As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.

First Term
MBA 500-A1 - Management Process – 3 credits
MBA 501-A1 - Business Economics – 3 credits
MBA 502-A1 - Statistical Decision Making – 3 credits
MBA 504-A1 - Organizational Behavior – 3 credits
Second Term
MBA 503-A1 - Managerial Finance – 3 credits
MBA 505-A1 - Marketing Management – 3 credits
MBA 506-A1 - Financial and Managerial Accounting – 3 credits
MBA 507-A1 - Legal Issues in Business and Management – 3 credits

Third Term
MBA 542-A1 - Global Business – 3 credits
MBA 552-A1 - Strategic Management – 3 credits
MBA 562-A1 - Business Planning – 3 credits

Fourth Term
MBA 519-A1 - Leadership and Organizational Learning – 3 credits
MBA 525-A1 - Business Ethics – 3 credits
MBA 551-A1 - Business Ecology & Sustainability – 3 credits
MBA 565-A1 - Business and Society – 3 credits
MBA 595-A1 – Research Project Seminar – 3 credits

All courses in a term must be registered for at one time

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - ACCOUNTING

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for a maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as an international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

### PROGRAM REQUIREMENTS

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

**Foundation Courses**

- MBA 500 - Management Process – 3 credits
- MBA 501 - Business Economics – 3 credits
- MBA 502 - Statistical Decision Making – 3 credits
- MBA 506 - Financial and Managerial Accounting – 3 credits
- MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

Advanced Courses
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

Concentration Courses

Students are also required to complete a concentration consisting of three additional courses.

Accounting Concentration (choose three)
MBA 575 – Financial Statement Analysis – 3 credits
MBA 576 – Principles of Business Taxation – 3 credits
MBA 577 – Tax Planning and Research – 3 credits
MBA 578 – Not-for-Profit and Governmental Accounting – 3 credits
MBA 579 – Advanced Auditing – 3 credits
MBA 580 – International Accounting Standards: Use and Interpretations – 3 credits
MBA 581 – Contemporary Accounting Issues – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who do not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

WAIVER POLICY

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required foundation courses may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.
WAIVER GUIDELINES

The minimum course requirements, all taken within the last six years, for waivers are:
MBA 500: Two courses in principles of or general management
MBA 501: One course in macroeconomics and one course in microeconomics.
MBA 503: Two upper division courses in finance
MBA 504: Two upper division courses in organizational behavior or industrial psychology
MBA 505: Two upper division courses in marketing
MBA 506: One course in financial accounting and one course in managerial accounting
MBA 507: Two courses in business law

CLASS SCHEDULING

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - MANAGEMENT

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

**PROGRAM REQUIREMENTS**

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.

**Foundation Courses**

- MBA 500 - Management Process – 3 credits
- MBA 501 - Business Economics – 3 credits
- MBA 502 - Statistical Decision Making – 3 credits
- MBA 506 - Financial and Managerial Accounting – 3 credits
- MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

**Advanced Courses**
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

**Concentration Courses**

*Students are also required to complete a concentration consisting of three additional courses.*

**Management Concentration (choose three)**
MBA 510 – Project Management – 3 credits
MBA 512 – Strategic Factors in Marketing – 3 credits
MBA 515 – International Entrepreneurship – 3 credits
MBA 519 - Leadership and Organizational Learning – 3 credits
MBA 521 – Business Analysis and Start-Up – 3 credits
MBA 522 – Organizational Change and Development – 3 credits
MBA 525 - Business Ethics – 3 credits
MBA 530 – Advanced Employment Law – 3 credits
MBA 532 – Human Resources Management – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

**WAIVER POLICY**

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required **foundation courses** may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived.
Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.

**WAIVER GUIDELINES**

The minimum course requirements, all taken within the last six years, for waivers are:
- MBA 500: Two courses in principles of or general management
- MBA 501: One course in macroeconomics and one course in microeconomics.
- MBA 503: Two upper division courses in finance
- MBA 504: Two upper division courses in organizational behavior or industrial psychology
- MBA 505: Two upper division courses in marketing
- MBA 506: One course in financial accounting and one course in managerial accounting
- MBA 507: Two courses in business law

**CLASS SCHEDULING**

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

**MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES**

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - FINANCE

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

**PROGRAM REQUIREMENTS**

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

Business Administration

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

**Foundation Courses**

MBA 500 - Management Process – 3 credits
MBA 501 - Business Economics – 3 credits
MBA 502 - Statistical Decision Making – 3 credits
MBA 506 - Financial and Managerial Accounting – 3 credits
MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

**Advanced Courses**
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

**Concentration Courses**

*Students are also required to complete a concentration consisting of three additional courses.*

**Finance Concentration (choose three)**
MBA 528 – Real Estate Finance – 3 credits
MBA 550 – Public Finance – 3 credits
MBA 572 – Financial Markets and Institutions – 3 credits
MBA 573 – Investment Analysis – 3 credits
MBA 574 – Multinational Financial Management – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

**WAIVER POLICY**

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required foundation courses may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.
WAIVER GUIDELINES

The minimum course requirements, all taken within the last six years, for waivers are:
MBA 500: Two courses in principles of or general management
MBA 501: One course in macroeconomics and one course in microeconomics.
MBA 503: Two upper division courses in finance
MBA 504: Two upper division courses in organizational behavior or industrial psychology
MBA 505: Two upper division courses in marketing
MBA 506: One course in financial accounting and one course in managerial accounting
MBA 507: Two courses in business law

CLASS SCHEDULING

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
BUSINESS ADMINISTRATION, M.B.A. - MARKETING

For further information: BusinessGrad@southernct.edu

Application Deadline

Rolling Admissions

MASTER OF BUSINESS ADMINISTRATION

The Master of Business Administration prepares individuals for leadership positions in business, nonprofit, or governmental organizations. The program is multidisciplinary and follows a systems approach to understanding the internal and external forces that influence the development of an organization. The structure of the program is based on particular themes divided across eight (8) foundation courses, six (6) advanced courses, and three (3) optional courses. Observance of order between foundation and advanced courses is required. All foundation courses must be taken before any advanced or optional courses. Enrollment in the program can be either full-time or part-time. Maximum full-time enrollment with the MBA program cannot exceed more than four (4) courses or 12 credits per term. The program is also designed for students with professional experience who are seeking to enhance their administrative skills and grow within their organizations without interruption to their career. The curriculum emphasizes a hands-on, practical approach to skill development and includes the following objectives:

• Assisting profit and nonprofit organizations to compete more effectively in a changing environment
• Preparing personnel in organizations for additional managerial responsibility
• Preparing individuals seeking administrative positions
• Aiding existing employees in gaining needed skills and knowledge for future organizational success
• Concentrations in Accounting, Finance, and Management and Marketing are available

ADMISSION REQUIREMENTS

Candidates for admission to the MBA program are required to hold a four-year baccalaureate degree (or equivalent) from an accredited institution. An undergraduate degree in business is not a requirement; qualified students from all backgrounds are encouraged to submit applications. Admission decisions are based on a combination of a student’s undergraduate academic performance, professional accomplishment, letters of recommendation and scores on the Graduate Management Admissions Test (GMAT) or Graduate Record Examinations (GRE). The GMAT and GRE requirement could be waived for any student with an undergraduate grade point average of 3.0 or higher.
Applicants with a graduate degree may also be exempted from the GMAT/GRE. Of these, the greatest weight is given to undergraduate academic performance. If applicants are unable to submit a GMAT/GRE score before their desired start date, they may be admitted provisionally (based on prior academic and professional performance) for maximum of one term. Receipt of a GMAT/GRE score is required for full acceptance and continuation in the program. If you are applying as international student please see the section regarding ADMISSION OF INTERNATIONAL STUDENTS in this catalog.

A complete application package will include

1. Transcripts from all previously attended colleges
2. Two letters of recommendation from a supervisor/professor attesting to candidates
   a. Personal integrity
   b. Leadership potential
   c. Ability to work independently and as a member of a team
   d. A 500 word personal statement explaining why the applicant wants to pursue an MBA
   e. GMAT or GRE scores as required

**PROGRAM REQUIREMENTS**

The School offers a traditional MBA (part-time and full-time), and an accelerated MBA (full-time). Both programs cover the same content and require the same number of credits.

Students accepted in the MBA program will study full-time or part-time in an engaging environment. Those students not employed will be assisted in having an ongoing relationship with an employer who can provide a mentoring role. Additionally, the employer will provide access to educational and research opportunities within the organization.

**Business Administration**

* Students may choose concentrations in Accounting, Finance, Management and Marketing using the three option courses.

**Program Sequence**

**51 credits**

*As sequencing changes, it is highly recommended that students meet with their program advisor to finalize a list of requirements for graduation.*

**Foundation Courses**

MBA 500 - Management Process – 3 credits
MBA 501 - Business Economics – 3 credits
MBA 502 - Statistical Decision Making – 3 credits
MBA 506 - Financial and Managerial Accounting – 3 credits

MBA 503 - Managerial Finance – 3 credits
MBA 505 - Marketing Management – 3 credits
MBA 504 - Organizational Behavior – 3 credits
MBA 507 - Legal Issues in Business and Management – 3 credits

Advanced Courses
MBA 548 - Business Process Excellence – 3 credits
MBA 542 - Global Business – 3 credits
MBA 562 - Business Planning – 3 credits
MBA 565 - Business and Society – 3 credits
MBA 552 - Strategic Management – 3 credits
MBA 595 – Research Project Seminar – 3 credits

Concentration Courses

Students are also required to complete a concentration consisting of three additional courses.

Marketing Concentration (choose three)
MBA 513 – Advertising and Promotional Strategy – 3 credits
MBA 536 – International Marketing – 3 credits
MBA 537 – Product Management – 3 credits
MBA 538 – Marketing Data Analytics – 3 credits
MBA 540 – Consumer Behavior – 3 credits

Beginning in the fall of 2015, students admitted into the program will be required to take and pass a qualifying exam in descriptive statistics before they can take MBA 502, Statistical Decision Making. Students who not pass the exam may take a 15 hour preparatory class in statistics run by the department or prepare on their own and retake the exam. Students will have three chances to take and pass the exam. Students who do not pass the exam on the third attempt will be asked to withdraw from the program.

WAIVER POLICY

Any of the eight required first year courses (except MBA 502) may be waived on the basis of appropriate undergraduate or graduate courses taken within the last six years at a regionally accredited institution. Waivers will be considered at the time of admission; waivers based on a “B” (3.0) or higher in the appropriate courses will be considered. Students who seek transfer credit must submit a written request (with a course syllabus or course description of the previously completed coursework) to the MBA Director during the first semester of attendance. Normally, waivers are decided within the first semester of study. Only courses with grades of “B” or higher may be used in meeting waiver guidelines for the required courses. Only required foundation courses may be waived. A course that has been waived may not be taken or used for elective credits. No tuition refund or cancellation will be issued for courses taken and subsequently waived. Moreover, waiving of courses does not reduce the total minimum number of 39 credits to complete the program.
WAIVER GUIDELINES

The minimum course requirements, all taken within the last six years, for waivers are:
MBA 500: Two courses in principles of or general management
MBA 501: One course in macroeconomics and one course in microeconomics.
MBA 503: Two upper division courses in finance
MBA 504: Two upper division courses in organizational behavior or industrial psychology
MBA 505: Two upper division courses in marketing
MBA 506: One course in financial accounting and one course in managerial accounting
MBA 507: Two courses in business law

CLASS SCHEDULING

All courses are offered one night a week. Students can pursue the program as intensively as they choose. There are also Saturday courses, as well as online and hybrid courses, in addition to the regular course offerings.

MASTER OF BUSINESS ADMINISTRATION REQUIRED COURSES

MBA courses are open only to those students matriculated into the MBA program or by permission of the MBA Director. Maximum full-time enrollment in the MBA program cannot exceed more than four (4) courses or 12 credits per term.
**COURSES**

**MBA 500 - Management Process**
Investigates essential managerial functions such as planning, organizing, leading, controlling and issues in organization theory. It also looks at current challenges in management, both in the profit and nonprofit sector, global economy, competitive advantage, diversity in the workplace and team building.
Last Offered: Fall 2019
3 credits

**MBA 501 - Business Economics**
Discusses how a market-oriented economy operates and how we measure the performance of the economy. In addition, it will review how the various agents in the economy make decisions.
Last Offered: Fall 2019
3 credits

**MBA 502 - Statistical Decision Making**
Covers the descriptive and inferential statistical methods frequently used for business and economics decision making. Upon completion, a student should be able to select an appropriate statistical method for solving a given problem, to model the problem and produce desirable solutions using the computer, and to interpret and communicate the results in a non-technical language.
Prerequisite(s): ECO 221 undergrad stats.
Last Offered: Spring 2020
3 credits

**MBA 503 - Managerial Finance**
Addresses the financial management issues of an economic agent within the context of a free-market capitalistic economy, using a manufacturing corporation operating in both a “domestic” as well as an international market as a basic model. At the end of the course, the student will have an understanding of the issues involved and their general solution, with the objective of maximizing the wealth of the firm owners through maximizing common stock prices.
Last Offered: Spring 2020
3 credits

**MBA 504 - Organizational Behavior**
Investigates the interrelationships between the individual, the group and the organization. Bridging the gap between behavioral theory and application. Topics include individual differences, motivation, team and group development, power and influence, conflict resolution, leadership, organizational change, and communication.
Last Offered: Fall 2019
3 credits

**MBA 505 - Marketing Management**
Enable students to understand the processes involved in the planning, creation, valuation, distribution (both traditional and e-commerce) and sale of products and services. During the course, students explore the tasks and decisions facing marketing managers. Particular areas of focus will include market and competitive analysis, customer behavior, and the design and implementation of marketing strategies (product, price, promotion and distribution) in domestic and international markets.
Last Offered: Spring 2020
3 credits
**MBA 506 - Financial and Managerial Accounting**

Emphasis is on financial accounting theory and practice oriented toward the use of financial statements for decision-making. Cost concepts and principles as a managerial tool in planning, controlling, and decision-making are also covered.

Last Offered: Spring 2020
3 credits

**MBA 507 - Legal Issues in Business and Management**

This Business Law course emphasizes the legal aspects of business decision making. It exposes students to the basic principles of law with regard to starting, expanding and operating a small or large business. It also includes the study of the judicial process, torts, contracts, agency, partnerships, corporations, intellectual property and certain aspects of UCC.

Last Offered: Spring 2020
3 credits

**MBA 510 - Project Management**

Focuses on the importance of the project management lifecycle and processes while enabling students to understand, select and apply the necessary tools to plan, execute and manage resources, costs and time constraints in a typical change project. Students also learn how to acquire the necessary skills for understanding the issues inherent in the creation and management of a project team along with identification of risks and their mitigation to ensure a successful achievement of the project’s objectives.

Last Offered: Spring 2018
3 credits

**MBA 519 - Leadership and Organizational Learning**

The central theme is the conviction that character-based leadership is essential for developing systems that support the growth and development of employee potential in order to build a viable enterprise. Examines the process of developing a personal style of leadership using a systems approach of business.

Prerequisite(s): MBA 504.
Last Offered: Fall 2019
3 credits

**MBA 522 - Organizational Change and Development**

Comprehensive study of managing the change process (needs analysis, planning, implementation, measurement, evaluation and feedback) on the personal, team, inter-group, techno-structural and organizational levels of modern corporations.

Prerequisite(s): MBA 504 or permission of the MBA Director.
Last Offered: Spring 2019
3 credits

**MBA 525 - Business Ethics**

Includes discussion and evaluation of social and moral dimensions of managerial decision making. Focus of the course is an in-depth study of values, conflicts, resolutions and ramifications in a business context. (Formerly BUE 525).

Prerequisite(s): MBA 504 and MBA 507.
Last Offered: Fall 2019
3 credits

**MBA 528 - Real Estate Finance**

The role of real estate in business. The course surveys the market for real estate, the financing of real estate, real estate investment decisions and the legal aspects of real estate.

Last Offered: Winter 2019-20
3 credits
MBA 532 - Human Resources Management
Provides the knowledge to manage human resources effectively and legally. It reviews HRM practices/policies to enable the manager to coordinate better with the official HRM staff, and provide the level of support and understanding required by most employees.
Prerequisite(s): MBA 504.
Last Offered: Summer 2019
3 credits

MBA 532 - Human Resources Management
Provides the knowledge to manage human resources effectively and legally. It reviews HRM practices/policies to enable the manager to coordinate better with the official HRM staff, and provide the level of support and understanding required by most employees.
Prerequisite(s): MBA 504.
Last Offered: Summer 2019
3 credits

MBA 536 - International Marketing
International Marketing develops the role and functions of marketing management in the global transnational organization. Stresses the integration of product, consumer, research, distribution, budget and marketing campaign development into a managerial structure amenable for today’s firm.
Last Offered: Summer 2019
3 credits

MBA 540 - Consumer Behavior
Students explore facets of the consumer’s environment that influence thoughts, feelings, and actions, and analyze the consumer’s reasons for competitive buying choices in order to develop successful marketing strategies.
Last Offered: Spring 2020
3 credits

MBA 542 - Global Business
This seminar aims at an understanding of the new economy and global issues confronting international business. It also examines various patterns of international economic relations and analyzes some of the causes of these patterns. An emphasis on global perspectives will enable students to develop essential managerial skills for handling environmental factors (such as political, cultural, technological, and legal).
Prerequisite(s): MBA 500, MBA 501, MBA 502, MBA 503, MBA 504, MBA 505, MBA 506, MBA 507, or permission of the MBA Director.
Last Offered: Spring 2020
3 credits

MBA 548 - Business Process Excellence
An introduction to the managerial processes underlying operations management in both manufacturing and service organizations. Topics such as operations strategy, product and process design, operations planning and control, just-in-time production systems, quality and productivity, and project management will be covered. The topics will be integrated using a systems approach to the operations of an organization.
Prerequisite(s): MBA 500, MBA 502.
Last Offered: Spring 2020
3 credits
MBA 549 - Economics of Health Care
Designed to teach MBA students to apply the tools of economics to the challenges of acting as managers and policy makers in the public and private sectors. The material will be accessible to any student who has completed an undergraduate principles of economics sequence and has a basic background in statistics.
Last Offered: Fall 2019
3 credits

MBA 551 - Business Ecological Sustainability
Provides students with an understanding of the reason behind the growing awareness of the importance of environmental issues and the resulting trend of incorporating these issues into business strategies. The course will offer a thorough introduction to the concept and practice of business sustainability. It examines important topics such as pollution prevention, product stewardship, sustainable development, the triple bottom line, brand and reputation, corporate social responsibility and stakeholder theory. The course will place a heavy emphasis on practical examples from the business world, and as such, will make extensive use of case studies.
Last Offered: Spring 2020
3 credits

MBA 552 - Strategic Management
This seminar focuses on strategic issues and problems that managers, e.g., CEO’s, presidents, and SUB managers, face in a globally competitive environment. It also looks at the nature of competitive interactions among firms in the market through design of efficient organizations. Furthermore, techniques for strategy formulation and implementation are discussed.
Prerequisite(s): MBA 500, MBA 501, MBA 502, MBA 503, MBA 5 04, MBA 505, MBA 506, MBA 507, or permission of the MBA Director.
Last Offered: Spring 2020
3 credits

MBA 562 - Business Planning
This seminar examines entrepreneurship and management of innovation by emphasizing a systems approach toward business planning. It also looks at various approaches to management of innovation given the interaction between the enterprise and its larger containing environments. Prerequisite(s): MBA 500, MBA 501, MBA 502, MBA 503, MBA 504, MBA 505, MBA 506, MBA 507, or permission of the MBA Director.
Last Offered: Spring 2020
3 credits

MBA 565 - Business & Society
While business needs to satisfy the profit claim of shareholders, it must also reconcile the legal, moral and discretionary claims of other stakeholders. Managers must be able to recognize and accommodate these competing claims as they arise across the organization and within various business disciplines. Prerequisite(s): MBA 500, MBA 501, MBA 502, MBA 503, MBA 504, MBA 505, MBA 506, MBA 507, or permission of the MBA Director.
Last Offered: Spring 2020
3 credits

MBA 572 - Financial Markets and Institutions
Designed to develop an understanding of financial markets and institutions. Financial market topics to be discussed include operations, structure and regulation of financial markets, money markets, capital markets, and derivatives markets; theory of interest rate determination and asset prices. The financial institutions topics include the structure of the U.S. financial system, the Federal Reserve System, commercial banks, other depository institutions, insurance companies, investment banks, and interrelationships among intermediaries in the money and capital markets. Prerequisite(s): MBA 503.
Last Offered: Summer 2017
3 credits
MBA 573 - Investment Analysis
The course involves an in-depth study of investment portfolio theory and asset-pricing models which will help students acquire the analytical skills necessary to conduct valuations of equities, fixed-income securities, and alternative investments. Topics to be covered will include: an overview of the investment decision-making process; valuation of equities and fixed income securities; efficient market theory; risk, diversification, and optimal portfolio analysis; risk and expected return: CAPM, APT, and factor models and derivative asset analysis.
Prerequisite(s): MBA 503.
Last Offered: Spring 2018
3 credits

MBA 574 - Multinational Financial Management
Explores in depth the conceptual framework within which financial analysis and decisions must be made by multinational corporations. The focus is on the financial decision making process in a multinational context. Formerly BUE 574.
Prerequisite(s): MBA 503.
Last Offered: Spring 2019
3 credits

MBA 575 - Financial Statement Analysis
Applications of various financial analysis tools and techniques to financial statements in order to execute rational business decisions.
Last Offered: Fall 2019
3 credits

MBA 576 - Principles of Business Taxation
Federal tax rules and regulations governing corporations, S corporations, and limited liability companies. Topics include incorporation, distributions, liquidation, and reorganization.
Last Offered: Fall 2019
3 credits

MBA 577 - Tax Planning and Research
Tax research and writing techniques analyzed in the context of tax planning issues. The implications of professional standards, codes of conduct, ethical responsibilities, and tax return preparation standards will also be examined.
Last Offered: Spring 2020
3 credits

MBA 579 - Advanced Auditing
In depth coverage of key aspects of financial auditing as performed by the external auditor, including statistical and nonstatistical sampling, evaluation and testing of Electronic Data Processing. Also included is operational auditing as performed by the internal auditor.
Last Offered: Summer 2018
3 credits

MBA 580 - International Accounting Standards: Use & Interpretation
An intensive course investigating the International Accounting Standards of the International Accounting Standards Board, London. The Standards themselves are analyzed and interpreted, deviations from U.S. GAAP are highlighted, and the likely effects of those differences are examined.
Prerequisite(s): ACC 200 and ACC 210 (or ACC 220), or equivalents.
Last Offered: Fall 2017
3 credits

MBA 594 - Research Methods for Business
An introduction to qualitative and quantitative research methods in business. Topics to be covered will include commonly used methods in business research and the selection of research methods specific to problems at hand.
Prerequisite(s): MBA 502. Matriculated MBA students only.
Last Offered: not yet offered
3 credits
MBA 595 - Special Project
Students apply their knowledge and skills under faculty guidance within an approved framework. Students are allowed to individualize their culminating experiences by selecting one of the following areas: working within one’s organization to achieve significant project goals, developing and researching a global project through university sponsored international opportunities, developing an entrepreneurial project and beginning implementation.
Prerequisite(s): completion of all MBA course work, complete MBA assessment exam.
Last Offered: Spring 2020
3 credits

MBA 600 - Independent Study
Independent Study in Business Administration.
Last Offered: Fall 2016
1 to 3 credits