



## MASTER OF BUSINESS ADMINISTRATION

Academic Program Director: Farhang Mossavar-Rahmani; (858) 642-8409;  
fmossava@nu.edu

### Prospective International Students:

Contact an advisor at isa@nu.edu or 1-800-NAT-UNIV

### Prospective Domestic Students:

Contact an advisor at advisor@nu.edu or 1-800-NAT-UNIV

### Current MBA Students:

Contact your assigned advisor at advisor@nu.edu or 1-800-NAT-UNIV

The mission of the Master of Business Administration (MBA) program is to prepare students for leadership positions in business and to provide them with the knowledge and skills needed to successfully manage organizations in an ever-changing business environment. The MBA program imparts the conceptual understanding and application of problem-solving tools contained in basic business disciplines, including accounting, economics, data analysis, finance, management, and marketing. In addition, students are equipped with the skills needed for effective team-building, quantitative and qualitative decision-making, and creative problem-solving. To ensure that the MBA program meets the needs of today's leaders and managers, the program is dedicated to the following 5 themes:

#### 1. Relevance

The MBA program has been designed based on the demands in both the domestic and global market place.

#### 2. Accessibility and Support

The MBA program is available to students in both online and onsite formats. Upon admission to the MBA program, students will be assigned to a faculty mentor to assist them throughout the program in making appropriate decisions about educational and career-related issues.

#### 3. Specialization

Students may design their degree as a general business program and take four elective courses or may choose to specialize in a particular discipline. A faculty mentor will assist each student in making their decision.

#### 4. Application

The MBA program imparts the conceptual understanding and application of problem-solving tools contained in basic business disciplines. It also addresses the interests of the stakeholders of an enterprise and of the communities in which the enterprise is operating. The program emphasizes the use of practical applications and cases.

#### 5. Technology

In order to fulfill the learning outcomes, classes will integrate current technology in traditional onsite classes, as well as in web-enhanced online classes using the asynchronous format with highly engaging assignments and activities.

### Faculty Mentor

In addition to the Admission Advisor/Counselor, all students will be assigned to a faculty mentor for the purpose of reviewing the student's career objectives and providing guidance regarding the courses and/or specialization to be selected. For specific information not addressed by the advisor, please contact the Program Director of the MBA Program.

### MBA Transition Program

Students must complete graduate-level coursework taken as part of the BBA degree with a grade of B or better. This coursework, which counts as electives, will not transfer as graduate-level credit to National University or any other institution, as it is part of an undergraduate degree program. Grades earned in graduate level courses will be calculated as part of the student's undergraduate grade point average. Students must be within completing their last six courses in their undergraduate program and have a cumulative GPA of at least a 3.00 to be eligible. Lastly, students must apply for and begin the MBA program within six months after completing their final BBA course. Students must complete their MBA program within four years with no break exceeding 12 months.

Students in the BBA transition program may take up to three MBA classes as electives during the BBA. Students may choose from the following courses: MKT 602, ECO 607, IBU 606, and MGT 608.

The number of courses required to earn an MBA degree for transition program students is reduced from 12 to as few as 9 courses, depending on classes selected and grades earned.

### Basic Math Skills

It is strongly recommended that students who are unsure about having adequate math skills take the one-hour Accuplacer test to determine their level of competency. If below the minimum level needed to be comfortable and ensure success in the MBA program, students should seriously consider enrolling in appropriate math courses. If a student has already taken the GRE or GMAT, a score at least 480 (verbal) and 570 (quantitative) on the GRE or a score of at least 550 on the GMAT indicates adequate proficiency.

### MBA Orientation

The MBA orientation is housed in Blackboard. Students will be automatically enrolled upon admission to the MBA program, and the orientation will be continuously available to all MBA students. Within the orientation, students can obtain information about the program from an MBA faculty mentor or the MBA Program Director. The orientation provides information about the requirements and expectations of the MBA, as well as student support information.

### Program Learning Outcomes

Upon successful completion of this program, students will be able to:

- Evaluate financial statements and quantitative information for decision making using appropriate information systems and tools
- Analyze the competitive environment employing both external and internal factor analysis, and apply appropriate strategies for an organization, emphasizing the practice of ethical decisions and actions.
- Create and communicate business plans and reports in an efficient and compelling way, orally and in written form.
- Design solutions to logistical and operational problems using critical-thinking skills and innovative approaches to generate alternatives.
- Assess the global business environment and generate alternatives for companies to succeed in different countries and cultures.
- Assess the economic environment within an industry and decide appropriate financial decisions for the firm.

### Degree Requirements

To receive an MBA degree, students must complete 54 quarter units of graduate credit. A total of 13.5 quarter units of equivalent graduate work may be granted if completed with a grade of "B" or better (3.0 GPA) at another regionally accredited institution, as it applies to this degree and provided the units were not used in earning another advanced degree. Please refer to the section on graduate admission procedures for specific information regarding application, evaluation, and the course waiver process.

### Program Requirements

(12 courses; 54 quarter units)

### Foundation Courses

(2 courses; 9 quarter units)

The following two foundation courses may be waived if students have taken the appropriate accounting, finance, and mathematics courses as a part of an undergraduate degree in business at a regionally accredited university or if a score of 80 percent or above is achieved on a challenge exam. Each course is four weeks long.

ACC 600\* Financial Accounting for MBAs

MNS 601\*\* Statistics for Business

\* Students who have completed an undergraduate business degree that includes ACC 201, ACC 202, and FIN 310 are waived of the ACC 600 requirement.

\*\* Students who have completed an undergraduate business degree that includes MNS 205, MTH 210, MTH 215, or MTH 220 and MNS 407 are waived of the MNS 601 requirement.

### Core Competency Courses

(7 courses; 31.5 quarter units)

MKT 602 Marketing Management

IBU 606 Global Business

MGT 603 Business Operations Management

MGT 608 Info & Supply Chain Systems

ACC 604 Managerial Accounting

ECO 607 Eco. for Managerial Decisions

*Recommended: Prior completion of: MNS 601*

FIN 609A Seminar in Financial Management

*Prerequisite: FIN 310 or ACC 600*

**Capstone**

(1 course; 4.5 quarter units)

MGT 685C Business Strategy and Policy

*Prerequisite: MKT 602, IBU 606, ACC 604, ECO 607, FIN 609A, MGT 608 and MGT 603*

**General Electives**

(4 courses; 18 quarter units)

Students may select any four graduate courses offered by the School of Business and Management. As an alternative, students may enroll in an Area of Specialization (see below).

**MBA Specialization Requirements**

(4 courses; 18 quarter units)

In lieu of general electives, students can choose an Area of Specialization. In order to graduate with a specialization, students must complete all courses specified in the desired specialization, in addition to all core competency courses, and the capstone course, MGT 685C.

**Specialization in Financial Management**

*Academic Program Director: Gurdeep Chawla; (408) 236-1138; gchawla@nu.edu*

**Specialization in Human Resources Management**

*Academic Program Director: Bernadette Baum; (858) 642-8404; bbaum@nu.edu*

**Specialization in International Business**

*Academic Program Director: Juan Espana; (858) 642-8448; jespna@nu.edu*

**Specialization in Management Accounting**

*Academic Program Director: Sharon Lightner; (858) 642-8663; slightner@nu.edu*

**Specialization in Marketing**

*Academic Program Director: Mary Beth McCabe; (858) 642-8412; mmccabe@nu.edu*

**Specialization in Organizational Leadership**

*Academic Program Director: Julia Buchanan; (858) 642-8453; jbuchanan@nu.edu*

**Specialization in Supply Chain Management**

*Academic Program Director: Timothy Pettit; (858) 642-8687; tpettit@nu.edu*