Naveen Jindal School of Management

Master of Business Administration

53 semester credit hours minimum

Faculty


**Professor Emeritus:** Dale Osborne

**Clinical Professors:** John Barden, Britt Berrett, Abhijit Biswas, Pamela Foster Brady, Larry Chasteen, David Cordell, Tevfik Dalgic, Michael Deegan, Howard Dover, Greg Durham, Forney Fleming III, Randall S. Guttrey, Charles Hazzard, Robert Hicks, Marilyn Kaplan, Peter Lewin, John F. McCracken, Dennis McCuistion, Radha Mookerjee, Joseph Picken, Divakar Rajamani, Daniel Rajaratnam, Kannan Ramanathan, David Ritchey, Arthur Selender, Rajiv Shah, Kelly Slaughter, Kenneth Smith, Habte Woldu, Fang Wu, Laurie L. Ziegler

**Associate Professors:** Nina Baranchuk, Norris Bruce, Huseyin Cavusoglu, Jianqing Chen, Zhonglan Dai, Xianjun Geng, Umit G. Gurun, J. Richard Harrison, Surya N. Janakiraman, Robert L. Kieschnick Jr., Nanda Kumar, Seung-Hyun Lee, Lívia Markóczy, Syam Menon, Toyah Miller, Alp Muharremoglu, Ramachandran (Ram) Natarajan, Valery Polkovnichenko, Ashutosh Prasad, Orlando C. Richard, Young U. Ryu, Gil Sadka, Jane Salk, David J. Springate, Kelsey D. Wei, Jun Xia, Ying Xie, Yexiao Xu, Alejandro Zentner, Yuan Zhang, Feng Zhao, Zhiqiang (Eric) Zheng, Yibin Zhou

**Clinical Associate Professors:** Sonia Leach, Carolyn Reichert, Mark Thouin, John McClain Watson

**Assistant Professors:** Mehmet Ayvaci, Emily Choi, Rebecca Files, Bernhard Ganglmair, Dorothée Honhon, Elisabeth Honka, Kyle Hyndman, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng Li, Ningzhong Li, Arzu Ozoguz, Anyan Qi, Alessio Saretto, Harpreet Singh, Gonca P. Soysal, Upender Subramanian, Shaojie Tang, Christian Von-Draffen, Yu Wang, Malcolm Wardlaw, Han (Victor) Xia, Shengqi Ye, Nir Yehuda, Yuanping Ying, Jieying Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Hans-Joachim Adler, Shawn Alborz, Athena Alimirzaei, Moran Bluestein, John Gamino, Ayfer Gurun, Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Anastasia V. Shcherbakova

**Senior Lecturers:** Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Anindita Bardhan, Daniel Bochsler, Tiffany A. Bortz, Richard Bowen, Judd Bradbury, Monica E. Brussolo, George
Degree Requirements

The MBA degree program at the Naveen Jindal School of Management is obtained by completing a 53 semester credit hour program beyond prerequisite courses consisting of 29 semester credit hours of core courses and 24 semester credit hours of elective courses. The school offers four different programs for students to choose (MBA full-time cohort, professional MBA evening cohort, professional MBA Flex and professional MBA online).

At the option of the student, a concentration may be developed by taking a set of electives related to an area of interest. Students must maintain a 3.0 grade point average in both core courses and in aggregate courses to qualify for the MBA degree.

There are four different programs for students interested in the MBA. We offer an MBA full-time (cohort) program, a professional MBA evening cohort program, professional MBA Flex and an professional MBA online.

NOTE: The Executive Education area of the Naveen Jindal School of Management offers four distinctive and separate MBA programs, which retain the same set of MBA core courses but have their own set of specific topical electives. These include the Executive MBA (EMBA), the Global Leadership Executive MBA (GLEMBA), the Executive MBA with an emphasis in project management, product lifecycle and supply chain, or organizational behavior and coaching, and the Executive Healthcare MBA.

Prerequisite

Calculus is required as a graduate program prerequisite for some of the coursework in the MBA. Candidates that have not taken calculus or an equivalent course will need to take complete OPRE 6303 with a grade of "B" or better to meet this calculus requirement.

Course Requirements

Core Courses: 29 semester credit hours

Each candidate must satisfactorily complete the following core of 11 courses.

- **ACCT 6201** Introduction to Financial Accounting
- **ACCT 6202** Introduction to Managerial Accounting
- **BPS 6310** Strategic Management
- **FIN 6301** Financial Management
- **IMS 6204** Global Business
Elective Courses: 24 semester credit hours

Each candidate must also complete an additional 24 semester credit hours of elective graduate coursework. Students may develop a concentration within the 24 semester credit hours of electives, but are not required to do so. Students cannot include more than 15 semester credit hours of electives in any single functional area (demarcated by the area prefix) beyond the required core courses.

Concentrations

Concentrations are informal collections of electives that address a student's educational goals. A concentration may be aligned with functional area specialties, or may cut across functional areas. Students are encouraged to develop their concentration with the help of a faculty member, area coordinator, or the Advising Office. Typical concentrations include:

**Accounting:** In today's global and technology-driven environment, managers need skills to effectively analyze accounting information and make value-enhancing decisions. Students may select accounting courses to concentrate in financial analysis, consulting, corporate governance, and tax management. This concentration can be further refined to the areas of assurance services, taxation and internal audit.

**Business Analytics:** A concentration in business analytics covers statistics and econometrics, predictive modeling, decision and optimization (prescriptive) modeling, and data management. Students are prepared for a position within Marketing Analytics, Decision and Operations Analytics, Financial Analytics, Healthcare Analytics, and IT Analytics.

**Energy Management:** The Energy Management concentration will provide students with skills critical to managerial decision making within energy companies, focusing on supply chain, operations, finance, and risk management.

**Finance:** Students can prepare for careers in corporate finance, investment management, or the management of financial institutions. Courses in this area emphasize creative solutions to business financing problems, the development of value maximizing investment and financing strategies, and the analysis and management of fixed income and equity investments. Students may choose to concentrate in either corporate financial planning or the analysis of financial securities and investment portfolios.

**Healthcare Administration Management:** The primary goal of this concentration is to prepare students for leadership positions in healthcare organizations. The healthcare concentration is cross-
functional and industry focused. Courses will contain cases, projects, and assignments that are centered around applying management skills to healthcare issues and organizations. Classes are taught by faculty and healthcare executives who bring special expertise and experience to the program.

**Information Technology Management:** Information technology is integral to all business operations and permeates all aspects of modern business and our courses will enable you to make the most of information technology to solve business problems and gain strategic advantage. We provide advanced courses necessary for students who wish to be on the "supply" side of information technology in the areas of IT consulting, software management, and e-business.

**Innovation and Entrepreneurship:** Focused on the processes of technological innovation, the entrepreneurship concentration in both large and small organizations, a set of multidisciplinary courses prepares students for successful business careers either as principals or key functional managers in emerging entrepreneurial growth ventures, entrepreneurial finance (venture capital/private equity), or as innovation-related leadership roles in mature organizations (product planning, product marketing, product development, etc.). The concentration permits students to pursue electives in either the new venture focus area or the innovation within the corporation focus area.

**Internal Audit:** Today's job market for individuals in internal audit and risk management is exceptional. A concentration in this area covers internal audit from a broad perspective and addresses review of technological business innovation processes, technology, governance, ethics, risk assessment and auditing standards, which allows individuals to work in established firms in any industry or discipline.

**International Management:** In today's global economy, there is a need to develop skills in various international business environments. Students can take a multidisciplinary approach to the study of international management, with courses in finance, marketing, strategic management, and the legal and cross-cultural differences that integrate concepts and theories with international policies and business practices and prepare students to succeed in developing successful international ventures.

**Leadership in Organizations:** The leadership concentration prepares students for upper management positions through the study of the psychological, sociological, and organizational behavior disciplines. The program provides a foundation of leadership theory, building and problem solving in interpersonal work relationships, group dynamics, organizational decision making and change, and ethics.

**Marketing:** Students learn to understand customers' needs and purchase behaviors, how to satisfy those needs, and how to make a profit in competitive industries and markets. Topics include: developing an effective marketing strategy, developing new products, and managing different brands and product categories. Students can also acquire expertise in pricing, advertising and promotions, market research, and retailing strategies. Courses are also available on the Internet's effect on marketing and business.

**Organizations:** This concentration emphasizes organizational behavior and theory, and human resources management. Students learn how to effectively integrate and leverage human resources to create sustainable advantages in a competitive marketplace. Courses chosen in this area...
integrate a wide variety of disciplines, including economics, organization theory, finance, psychology, and sociology.

Real Estate: The real estate concentration will provide students with both a practical and educational bases to become skilled decision-makers within the industry. This concentration includes courses in: real estate finance and capital markets, covering real estate loans, syndication, securitization, and regulation; investment and analysis, combining lectures and case studies to explore the sources of real estate value, project feasibility, strategies for financing, and portfolio management; and, development, while covering market analysis, government approvals, financing and risk assessment.

Strategy: This concentration focuses on corporate level strategic management, including: implementation of strategic designs; top management team leadership; the strategic implications of the social, governmental, technological, and international environments; organization structuring; and strategic alliances. Students will learn how to integrate accounting, finance, economics and organization theory to create sustainable competitive advantage.

Supply Chain Management: Firms can use effective and innovative operations to create and sustain competitive advantages. Students specializing in these supply courses gain a deep, analytical understanding of how fast continually developing business environments can become profit-making opportunities. Integration of various customers, parties (suppliers, factories, and stores) and through the coordination of various functional areas (marketing, finance, procurement) is an important theme. In particular, area emphasizes using incentives, contracts, and information technologies fostering collaboration and independent parties are emphasized. 

Systems Engineering and Management: The concentration is designed to meet the need for formalized education in design, engineering and management of complex systems involving a large number of interconnected components. It will develop a broad range of engineering and managerial skills that trains students to be managers of large projects that require expertise in both technical and managerial disciplines.