Degree Requirements

The MBA degree 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. 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 prerequisite for some of the coursework in the MBA. Candidates that have not taken calculus or an equivalent course will need to take OPRE 6303 to meet this 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
- **MIS 6204** Information Technology and MIS Fundamentals
- **MECO 6303** Business Economics
- **MKT 6301** Marketing Management
- **OPRE 6301** Quantitative Introduction to Risk and Uncertainty in 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 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.

**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:** 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 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 also provide advanced courses 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 in both large and small organizations, a set of multidisciplinary courses prepares students for successful careers either as principals or key functional managers in emerging growth firms, or as leaders of technological innovation in established firms.

**International Management:** In this concentration, 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 effect business.

**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:** 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, 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 in these courses gain a deep, analytical understanding of how challenges posed by fast developing business environments can become profit-making opportunities. Integration of various parties (suppliers, factories, stores) and various functional areas (marketing, finance, procurement) is an important theme. In particular, incentives, contracts, and information technologies fostering collaboration among financially independent parties are emphasized.