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. Guttery, 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 Polkovichenko, Ashutosh Prasad, Orlando C. Richard, Young U. Ryu, Gil Sadka, Jane Salk, David J. Springate, Kelsey D. Wei, Jun Xia, Ying Xie, Yexiao Xu, Alejandra 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-Drathen, Yu Wang, Malcolm Wardlaw, Han (Victor) Xia, Shengqi Ye, Nir Yehuda, Yuanping Ying, Jiaying Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Hans-Joachim Adler, Shawn Alborz, Athena Alimirmazei, 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 DeCourcy, Eugene (Gene) Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Maria HasenhuttI, Jeffery (Jeff) Hicks, Jennifer G. Johnson, Lynn Carl Jones, Jackie Kimzey, Kristen Lawson, Chris Linsteadt, Michele Lockhart, Victoria D. McCrady, Diane S. McNulty, Madison Pedigo, Jared Pickens, Matt Polze, James
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.

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. Candidates that have not taken an equivalent course will need to complete OPRE 6303 with a grade of "B" or better to meet the 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
- **MECO 6303** Business Economics
- **MIS 6204** Information Technology for Management
- **MKT 6301** Marketing Management
- **OB 6301** Organizational Behavior
- **OPRE 6301** Quantitative Introduction to Risk and Uncertainty in Business
- **OPRE 6302** Operations Management

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 12 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 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 include 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 students to fully utilize information technology to solve business problems and gain strategic advantage. Advanced courses provide skills necessary for the "supply" side of information technology for IT consulting, software management and e-business.

**Innovation and Entrepreneurship:** The concentration in Innovation and Entrepreneurship prepares students for successful business careers in entrepreneurial new ventures, entrepreneurial finance (venture capital/private equity), or innovation-related 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 business processes, technology, governance, ethics, risk assessment and auditing standards, which allows individual to work 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 study the international management, with courses in finance, marketing, strategic management, legal and cross-cultural management. These 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 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.

**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, 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 while covering market analysis, government approvals, financing and risk assessment.

**Strategic Management:** 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:** Students specializing in supply chain management gain an analytical understanding of how to leverage profits by continuously improving business processes. Effective integration of customers, suppliers, factories and stores through the coordination of various functional areas (marketing, finance, procurement) is an important theme. The area emphasizes using incentives, contracts and information technologies to foster efficiency and success.

**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.