

MASTER OF BUSINESS ADMINISTRATION

Program Description

The MBA program is for experienced working professionals who want to take control of their careers by acquiring four important drivers of influential leadership - deep qualitative and quantitative business knowledge, wisdom in the face of difficult business decisions, a powerful personal network, and inspiration to follow your purpose. The program is designed to be completed in eighteen months.

A collegial environment supports depth of learning and builds strong relationships among faculty and peers. Students will complete 27 units of core business courses and 9 units of electives. Students may select from four concentrations: Global Business and Leadership, Organizational Leadership, Project Management, and Sport Management.

The Fermanian School of Business MBA program is committed to serving the experienced business professional with the best value in quality, academic rigor, professional support services, and individual attention to support students in meeting their academic and professional goals.

The Master of Business Administration (MBA) is accredited by the Accreditation Council for Business Schools and Programs (ACBSP).

Program Learning Outcomes

Candidates who complete the Master of Business Administration program will be able to:

- Exhibit mastery of the concepts, models, and theories in the core business disciplines.
- Integrate knowledge across core business disciplines to identify key strategies and opportunities.
- Analyze business issues and propose solutions using analytical and critical thinking skills.
- Analyze the ethical impacts of executive-level decision-making.
- Present ideas and decisions clearly through effective communication.
- Collaborate with others as an effective team member.

Candidates who complete the concentration in Global Business and Leadership will be able to:

- Evaluate the impact of business decisions in a global context.

Candidates who complete the concentration in Organizational Leadership will be able to:

- Assess organizational issues and make sound recommendations based on organizational behavior concepts and theories.

Candidates who complete the concentration in Project Management will be able to:

- Formulate a project management plan based on project management knowledge, concepts and processes.

Candidates who complete the concentration in Sport Management will be able to:

- Apply strategic decision-making skills to relevant issues in sport management.

Program Eligibility for the MBA

- A completed application for admission to the program
- Baccalaureate degree from an accredited institution as evidenced by official transcripts from the accredited institution
- Two (2) references with contact information and relationship to the applicant
- Professional resume including detailed work experience
- A personal essay describing the applicant's motivation to earn an MBA and the applicant's future goals
- Interview with the Assistant Dean of Graduate Business Education

Concentrations

- Global Business and Leadership (p. 2)
- Organizational Leadership (p. 2)
- Project Management (p. 2)
- Sport Management (p. 2)

Master of Business Administration (no Concentration)

Code	Title	Units
Core Courses		
BUS 6000	Foundations for Graduate School	0
BUS 6015	Accounting for Decision Making	3
BUS 6025	Applied Data Analysis and Visualization	3
BUS 6030	Economic Environment of Business	3
BUS 6049	Leading with Ethics, Integrity, and Purpose	3
BUS 6050	Operational Excellence	3
BUS 6055	Strategic Marketing for Impact	3
BUS 6060	Managing in a Changing Environment	3
BUS 6070	Financial Management	3
BUS 6095	Strategic Management	3
BUS 6099	Comprehensive Exit Exam	0
Elective Courses		
Choose nine (9) units from the following:		9
ACC 6032	Tax: Planning, Research, and Communication ¹	
ACC 6040	Government and Not-for-Profit Accounting ¹	
ACC 6050	Ethics in Accounting ¹	
BUS 6010	Organizational Behavior	
BUS 6035	Global Business and Leadership	
BUS 6036	International Trip ²	
BUS 6045	Leadership Theory and Application	
BUS 6061	Negotiation and Conflict Resolution	
BUS 6062	Diversity and Cultural Dynamics	
BUS 6063	Team Leadership and Collaboration	
BUS 6064	Organizational Communication	
BUS 6067	Agile Project Management	
BUS 6068	Project Management Risk, Cost, and Program Analysis	
BUS 6080	Field Experience	
BUS 6090	Special Studies in Business Administration	
BUS 6111	Managing Personnel, Facilities, and Events in Sports	

BUS 6120	Marketing, Promotion, and Public Relations in Sports	
BUS 6130	Leadership in Sports	
BUS 6140	Finance and Economics in Sports	
Total Units		36

¹ This course is available to students with an undergraduate degree in Accounting or equivalent work experience. Associate Dean approval required.

² Please be advised that this course is subject to a minimum number of enrollments required for it to be offered. In the event that the minimum enrollment is not met, the course may be canceled. Also, participants should be aware that there may be additional out-of-pocket expenses associated with travel or other off-site activities related to this course. These expenses are not included in the regular tuition fees and will be the responsibility of the individual participants.

Global Business and Leadership Concentration

Code	Title	Units
Core Courses		
BUS 6000	Foundations for Graduate School	0
BUS 6015	Accounting for Decision Making	3
BUS 6025	Applied Data Analysis and Visualization	3
BUS 6030	Economic Environment of Business	3
BUS 6049	Leading with Ethics, Integrity, and Purpose	3
BUS 6050	Operational Excellence	3
BUS 6055	Strategic Marketing for Impact	3
BUS 6060	Managing in a Changing Environment	3
BUS 6070	Financial Management	3
BUS 6095	Strategic Management	3
BUS 6099	Comprehensive Exit Exam	0
Concentration Courses		
BUS 6035	Global Business and Leadership	3
BUS 6036	International Trip ¹	3
BUS 6062	Diversity and Cultural Dynamics	3
Total Units		36

¹ Please be advised that this course is subject to a minimum number of enrollments required for it to be offered. In the event that the minimum enrollment is not met, the course may be canceled. Also, participants should be aware that there may be additional out-of-pocket expenses associated with travel or other off-site activities related to this course. These expenses are not included in the regular tuition fees and will be the responsibility of the individual participants.

Organizational Leadership Concentration

Code	Title	Units
Core Courses		
BUS 6000	Foundations for Graduate School	0
BUS 6015	Accounting for Decision Making	3
BUS 6025	Applied Data Analysis and Visualization	3
BUS 6030	Economic Environment of Business	3
BUS 6049	Leading with Ethics, Integrity, and Purpose	3

BUS 6050	Operational Excellence	3
BUS 6055	Strategic Marketing for Impact	3
BUS 6060	Managing in a Changing Environment	3
BUS 6070	Financial Management	3
BUS 6095	Strategic Management	3
BUS 6099	Comprehensive Exit Exam	0

Concentration Courses

BUS 6010	Organizational Behavior	3
BUS 6045	Leadership Theory and Application	3
Choose one (1) course from the following:		3
BUS 6061	Negotiation and Conflict Resolution	
BUS 6063	Team Leadership and Collaboration	
BUS 6064	Organizational Communication	

Total Units **36**

Project Management Concentration

Code	Title	Units
Core Courses		
BUS 6000	Foundations for Graduate School	0
BUS 6015	Accounting for Decision Making	3
BUS 6025	Applied Data Analysis and Visualization	3
BUS 6030	Economic Environment of Business	3
BUS 6049	Leading with Ethics, Integrity, and Purpose	3
BUS 6050	Operational Excellence	3
BUS 6055	Strategic Marketing for Impact	3
BUS 6060	Managing in a Changing Environment	3
BUS 6070	Financial Management	3
BUS 6095	Strategic Management	3
BUS 6099	Comprehensive Exit Exam	0
Concentration Courses		
BUS 6063	Team Leadership and Collaboration	3
BUS 6067	Agile Project Management	3
BUS 6068	Project Management Risk, Cost, and Program Analysis	3
Total Units		36

Sport Management Concentration

Code	Title	Units
Core Courses		
BUS 6000	Foundations for Graduate School	0
BUS 6015	Accounting for Decision Making	3
BUS 6025	Applied Data Analysis and Visualization	3
BUS 6030	Economic Environment of Business	3
BUS 6049	Leading with Ethics, Integrity, and Purpose	3
BUS 6050	Operational Excellence	3
BUS 6055	Strategic Marketing for Impact	3
BUS 6060	Managing in a Changing Environment	3
BUS 6070	Financial Management	3
BUS 6095	Strategic Management	3
BUS 6099	Comprehensive Exit Exam	0
Concentration Courses		
Choose three (3) courses from the following:		9

BUS 6111	Managing Personnel, Facilities, and Events in Sports	
BUS 6120	Marketing, Promotion, and Public Relations in Sports	
BUS 6130	Leadership in Sports	
BUS 6140	Finance and Economics in Sports	
Total Units		36

Additional Concentrations

MBA students may earn additional concentrations by taking the nine (9) required units for each concentration. Students must notify the program director prior to the completion of the 36 units in their current program of their intention to earn an additional concentration, with a subsequent change of program form filed with the Office of Records.

Once a degree is posted, MBA alumni have the option of earning a Graduate Certificate in Business Administration rather than an additional concentration.

Graduation Requirements

In order to earn and receive a Master of Business Administration degree, a student must satisfy all of the following:

1. A completed Application for Degree Candidacy (online or in the Office of Records, Point Loma campus).
2. Successful completion of all required curriculum with a minimum of 36 semester units of coursework.
3. Achievement of a cumulative GPA of 3.000 or higher. A student may earn a maximum of six units of "C" grades in the program. Any course in which a student receives a grade lower than a "C" must be repeated and the units will not be added to earned units. Students may repeat courses in which they earn a grade lower than "C" a maximum of two times.
4. Payment in full of all tuition, fees, and other financial obligations owed to the university, including a degree processing fee.
5. All requirements for graduate degrees must be completed within an eight-year period from the time of initial enrollment in the program.