



SCHOOL OF BUSINESS AND MANAGEMENT

MASTER OF BUSINESS ADMINISTRATION

Business Leadership Starts Here

A Master of Business Administration from National University sets you on the path to business leadership. In this program, you will gain the knowledge and skills you need to successfully manage organizations in the ever-changing business environment. You will learn relevant management skills in both domestic and global business settings, effective team building, quantitative and qualitative decision-making, and creative problem-solving skills that you can immediately apply in your professional life.

You may specialize in one of several areas to hone your skills to your own career goals. Specializations available include Accounting Professional Skills, Financial Management, Human Resource Management, Integrated Marketing Communication, International Business, Management Accounting, Marketing, Mobile Marketing and Social

Media, Organizational Leadership, and Supply Chain Management.

Program highlights:

- Entire program can be completed online
- Learn to manage and lead business organizations in changing business environments
- Develop an understanding of strategy, leadership, economics, business statistics, and creative thinking to solving business problems
- Understand business operations, finance, accounting, management and marketing, and the roles they play within business organizations
- Assess and manage ethical issues, risk, and opportunities within multicultural, global enterprises

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**NATIONAL
UNIVERSITY**

MASTER OF BUSINESS ADMINISTRATION

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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, leadership, 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 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 marketplaces.

2. Accessibility and Support

The MBA program is available to students in both online and on-campus options. Upon admission to the MBA program, students will be assigned to an Academic Program Director 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 or may choose to specialize in a particular discipline.

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.

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.

Contact the Academic Program Director

All students are encouraged to contact an Admissions Advisor (see contact information listed above) for any information related to the MBA degree program and 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 Academic Program Director for 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 of 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, MGT 605, ECO 607, IBU 606, MGT 608 and MNS 601.

The number of courses required to earn an MBA degree for transition program students is reduced from 14 to as few as 11 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 of at least 480 (verbal) and 570 (quantitative) on the GRE or a score of at least 550 on the GMAT indicates adequate proficiency.

Program Learning Outcomes

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

- **Value Creation:** Evaluate the systems and processes used throughout an organization including the planning, decision-making, group dynamics, innovation, production, supply chain, operations, technologies, marketing and distribution, and management.
- **Leadership and Governance:** Demonstrate leadership ability and management skills within an environment of change to meet the objectives of the stakeholders of the organization.
- **Global Awareness & Citizenship:** Evaluate the forces in the global business environment, including social responsibility, sustainability, ethics, and the risk and opportunities associated with operating within a multi-cultural business environment.
- **Quantitative Analysis:** Apply economic models, accounting principles, statistical techniques, and financial theories, analysis, and reporting in business-decision making.
- **Communication and Presentation:** Demonstrate effective business communication skills through written reports, presentations, and working in a collaborative team setting.
- **Critical Thinking, Analysis, and Problem-Solving:** Design alternatives to solve business problems utilizing quantitative analysis, critical thinking, and sound ethical decision-making.
- **Strategic Planning:** Formulate strategies and policies utilizing environmental and resources assessment and integrating various functions to achieve the mission and objectives of the organization.

Degree Requirements

To receive an MBA degree, students must complete at least 63 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.

Self-Paced Foundation Courses (optional)

The following non-credit, self-paced, and self-study courses are offered online, free of charge to registered MBA students.

BUS 500A Intermediate Algebra (0 quarter units)

Two-Week Foundation Courses (Required)

(2 courses; 4.5 quarter units - no graduate level credit granted)

The following two foundation courses are required for all MBA students, but may be waived if a score of 80 percent or above is achieved on a challenge exam. Rather than being self-study and self-paced, these courses are scheduled in normal fashion with qualified instructors. Each course is two weeks long: ACC 501 is offered in the first two weeks of an academic month and FIN 501 is offered in the second two weeks. The two courses are offered online and at certain onsite campus locations. Grading is "S" for Satisfactory, or "U" for Unsatisfactory. Although these courses are prerequisites for certain core courses and do not provide academic credit, they have substantial content that is not covered in the related core courses and therefore must be successfully completed or waived by achieving a score of 80% on a challenge exam.

ACC 501* Accounting Fundamentals (1.5 quarter units)

FIN 501 Finance Fundamentals (3 quarter units)

Prerequisite: ACC 501 or ACC 201

* Students who have an undergraduate or graduate degree in accountancy are waived of ACC 501.

Students who have recently taken a basic course in accounting such as ACC 201 or ACC 601M should consider taking the challenge exam.

Module I - Tools for Problem-Solving

Core Requirements

(8 courses; 36 quarter units)

MGT 605 Organization Mgmt. & Leadership

MKT 602 Marketing Management

MNS 601 Statistics for Business

IBU 606	Global Business
ACC 604 *	Managerial Accounting <i>Prerequisite: ACC 501</i>
ECO 607	Eco. for Managerial Decisions <i>Recommended: Prior completion of: BUS 500A</i>
MGT 608	Managerial Support Systems
FIN 609A	Seminar in Financial Management <i>Prerequisite: FIN 310 or FIN 501</i>

* Students who successfully complete both ACC 630M and ACC 631M are waived of ACC 604 but must replace the quarter units by taking a graduate-level course offered by the School of Business and Management. This course has a \$75 non-refundable technology fee.

Up to three of the eight Module I courses may be waived by a student who has taken an undergraduate course in a similar subject and can demonstrate sufficient knowledge retention by achieving a score of 84 percent or above on a graduate-level challenge exam.

Students may then make up the quarter units needed to meet the 63 quarter units required for the degree by taking an additional graduate level course offered by the School of Business and Management. The fifth course of a five-course specialization would also provide the required quarter units.

Module II - Application and Integration

(2 courses; 9 quarter units)

Note: All Module I courses must be completed before taking either of the Module II courses.

MGT 685C	Business Strategy and Policy <i>Prerequisite: MGT 605, MGT 608, MKT 602, MNS 601, ECO 607, IBU 606, ACC 604 and FIN 609A</i>
MGT 695C	Capstone <i>Prerequisite: MGT 605, MGT 608, MKT 602, ECO 607, MNS 601, ACC 604, FIN 609A and IBU 606</i>

General Electives

(4 courses; 18 quarter units)

Students may select any graduate courses offered by the School of Business and Management, including BUS 691 Internship Project. As an alternative, students may enroll in an Area of Specialization (see below). Some of the specializations require five rather than four courses. The fifth course is the capstone for the area of specialization that can be used to replace MGT 695C in the Module II. Also, if a student can successfully challenge one of the Module I courses (with approval of the Lead Faculty), the fifth specialization course can be used to replace the quarter units of the waived course.

LED 601	Ethics and Classic Theories
IBU 540	International Experience
MGT 625	Managerial Communication
MGT 652	Business Simulation
BIM 610	Strategic Decision Systems