



Master of Business Administration

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The Master of Business Administration program is a professional program designed to provide students with a solid background in business practices and the problem-solving and people skills needed to become successful leaders in the global business environment. Program graduates are prepared for administrative or managerial positions in a wide variety of organizations, both private and governmental. This program is accredited by AACSB International-The Association to Advance Collegiate Schools of Business.

Applicants must be admitted to the Graduate School before they are considered for admission to the MBA program. To gain admission to the MBA program, applicants must have achieved a minimum Graduate Management Admission Test (GMAT) score of 400 and a combined undergraduate GPA multiplied by GMAT score of at least 1400. Official GMAT scores must be submitted to the MBA program office (see program codes below) at least one month prior to initial enrollment in the program. Additional factors used in evaluating applicants include professional work experience, previous graduate work, letters of reference, etc.

GMAT Program Code (part-time students) – 98RKX76

GMAT Program Code (full-time students) – 98RKX52

Although the program is designed to encourage participation by students with a variety of educational backgrounds, the curriculum is fast-paced. As a consequence, a minimum level of background knowledge is expected of all entering students. Those who are lacking the necessary background in any of the knowledge areas indicated below will be required to make up their deficiencies early in the program.

Candidates for the Masters of Business Administration degree must fulfill the following requirements.

Background Knowledge:

1. Successful completion (with a grade of A or B) of courses in (ACCT 252) financial accounting, (ECON 251) macroeconomics, (EST 311G or STAT 251) statistics and (MAT142) calculus or calculus equivalent.
2. Demonstration (through successful completion of prior coursework, examination, or work experience) of adequate knowledge of the core areas of financial reporting, analysis and markets, domestic and global economic environments of organizations, the creation and distribution of goods and services, and human behavior in organizations.
3. Course equivalencies for professional knowledge background with grades of "B" or better:
 - a. FIN 341 Financial Analysis
 - b. MGT 309 Human Behaviors in Organizations
 - c. ECON 251 Macroeconomics or the like
 - d. ACCT 251 Managerial Accounting
 - e. Any one of the following Marketing courses: MKTG 303/311/312 or BUSA 365 (for later catalogs)
4. **Important Note: Background knowledge and Professional Knowledge (pre-requisites) must be completed within the 1st year of admission to the MBA Program or you will be prohibited from taking further MBA coursework...**

Required Coursework (36 Credits):

1. BA 590 must be completed during the final term of the student's program, and is only open to students who have been accepted into the MBA degree program.
2. MGT 590 must be completed at the end of the student's program of study, and is only open to students who have been accepted into the MBA degree program.
3. ACCT 503, BCIS 502, BLAW 502, ECON 503, FIN 503, MGT 502, MGT 503, MGT 512, MKTG 503, and one elective must be completed prior to, or during the same term as MGT 590. Students requesting transfer credits for any of these courses must submit appropriate written justification, including course descriptions, syllabi, etc. In addition, no more than 9 credits of these courses may be completed prior to the student's acceptance into the MBA degree program.
4. **Elective Coursework:** One elective (Business course, 500-level or above), in addition to the core MBA courses is required. Careful scheduling may enable interested students to complete the requirements of a minor or specialization during their course of study.

Final Examination: Oral defense of the paper written in fulfillment of the requirements specified under BA 502 will constitute the final examination as required by the Graduate School, and will be scheduled and completed in accordance with the timetables prescribed by, and other requirements of, the Graduate School.

Thesis: A thesis is not required. With special approval, however, a degree candidate may elect to write a thesis with at least 6 credits under BA 599 in lieu of BA 502.

Registration in Master of Business Administration Classes:

Registration in any of the courses identified in the Required Coursework section above requires:

1. Admission to the Graduate School,
2. Acceptance into the MBA Program
3. Consent of the Director of the MBA program.

General MBA Course Descriptions:

ACCT 503-Managerial Accounting

Identification, evaluation, interpretation and use of accounting information for managerial decision-making. Understand the various costs in an enterprise. Identify non-value added activities and costs. Understand the impact of various inventory and production management methods on accounting systems.

BA 590-Professional Paper and Presentation

Paper written during the student's final term in the MBA program in close coordination with a sponsoring faculty member and orally presented to interested faculty members and graduate students near the end of the term. The paper will consist of a professional business report, a case study of a business or organization or a research report.

BCIS 502-Business Information Systems

Analysis of information systems as integral parts of business organizations, including the responsibility of management to understand their capabilities and uses in handling the organization's information flow and providing appropriate information for decision making.

BLAW 502-Legal Environment of Business

Legal procedures and the judicial system as applied to business situations, and a general coverage of the bodies of substantive law most commonly associated with business as relates to mid-level management.

ECON 503-Management Economics

Theory and application of microeconomics to the management of organizations.

FIN 503-Financial Management

Theory and application of financial analysis to asset management, project evaluation, capital structure and dividend policy. Interrelationships among financial and other organizational decisions.

MGT 502-Operations Management

Systems and specialized models applied to the management of production facilities and service operations, including physical and human resources.

MGT 503-Organizational Behavior and Management Processes

Theory and practice related to the successful management of human resources in organizations operating within a dynamic global environment. Includes the development of alternative frameworks for analyzing issues related to human behavior, management science, and organizational structure and theory.

MGT 512-Quantitative Analysis for Business Decisions

Identification, collection and analysis of an organization's data, both internal and external, and use of the resultant information in managerial decision-making.

MGT 590-Strategic Management

Integration of functional, human, technological and environmental aspects of business within the framework of management policy and strategy formulation. Formulate, implement, evaluate and control the various functions of the organization from a systems perspective. Understand the external environment and its impact on the organization. This course will be taken at the end of the student's program of study.

MKTG 503-Marketing Management

Analysis of marketing problems and the integration of organizational resources as well as behavioral and quantitative techniques into the development and implementation of solutions.

ELECTIVE

One MBA elective (Must be a Business course, 500-level or above).

Agribusiness Specialization Course Descriptions:**AEEC 511-Advanced Futures and Options Markets**

Advance hedging and speculating strategies using futures and options contracts. Coverage includes interest rates, stock indexes, metals, currencies, livestock, and grains. Concepts of price analysis (technical and fundamental) and basis analysis; technical paper is required.

AEEC 520-International Agricultural Trade

Theory and Policy Review and analysis of international trade models. Analysis of the effects of trade instruments such as tariffs, quotas and subsidies on welfare and income distribution. Analysis of bilateral, regional and multilateral trade agreements and their effect on the on the agricultural sector from both country specific and global perspectives.

AEEC 551-Advanced Agribusiness Marketing

Applications course where self-managed teams apply marketing theory in the development and presentation of

marketing plans for food and agribusiness firms. Course includes analysis of marketing problems with emphasis on strategic marketing issues including changing trade policies and global competitiveness.

AEEC 556-Management of Agribusiness Firms

Integration of production, marketing, accounting, finance, agricultural policy, human behavior, and business environment concepts in management of agricultural businesses. Emphasis on strategic planning for domestic and international markets.

AEEC 585-Production Economics

Application of microeconomic theory to problems and decisions of food and agricultural firms. The theoretical foundation of production economics and the theory of the firm are developed.

Finance Specialization Course Descriptions

FIN 525 – Financial Statement Analysis and Valuation

Financial statement analysis from the perspective of equity investors, creditors and company managers. Using a fundamental analysis approach, the primary objectives are development of financial statement analysis skills used in firm and stock valuation, as well as enhancement of skills in credit analysis and strategic firm management.

FIN 535 – Investment Concepts

Investments in common stocks and other securities. Risk and return, securities markets, portfolio theory and management. Prerequisite: FIN 506 or equivalent

FIN 545 – Money and Capital Markets (previously identified as FIN 580)

Examination of financial markets and institutions. Emphasis on interest rate determinants, bond markets, and the implications for financial markets of the capital asset pricing model. Prerequisite: FIN 506 or equivalent.

FIN elective

One additional FIN course numbered 511 or above (excluding FIN 598 – Special Research Topics).

Information Systems Specialization Course Descriptions:

BCIS 540-Information Systems Analysis and Design

Information systems development methodologies and the system life cycle. Justifying and managing systems development projects.

BCIS 584-Object-Oriented Systems Development Techniques

Business information systems development in the object-oriented environment.

BCIS 586-Data Communications and Networks

Data communication for business computer systems. Local area networks, data communication protocols and media, client-server and distributed processing systems.

BCIS 595-Database Management Systems

Design, development, and use of database management systems in the business environment.

International Business Specialization Course Descriptions:

IB 582-Issues in International Marketing and Logistics

Addresses issues related to marketing and logistics in a global environment. Taught abroad as part of an MBA Specialization in International Business.

IB 583-Issues in International Management

Addresses issues related to management in global environment. Taught abroad as part of an MBA Specialization in International Business.

IB 584-Issues in International Finance and Accounting

Addresses issues related to finance and accounting in a global environment. Taught abroad as part of an MBA Specialization in International Business.

IB 585-Current Topics in International Business

Addresses current issues in international business. Taught abroad as part of an MBA Specialization in International Business.