



Master of Business Administration

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.

Admission:

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 meet **one** of the following criteria:

1. Have an undergraduate degree with a GPA of at least 3.0 from a regionally accredited U.S. college or university, or
2. Have achieved a minimum Graduate Management Admission Test (GMAT) or equivalent GRE score of at least 400 and a combined GMAT or GRE score and undergraduate GPA such that $(\text{GPA} \times 200) + \text{GMAT} \geq 1050$; or
3. Have a graduate degree from a regionally accredited U.S. college or university, or
4. Have a professional certification in one of the following: Certified Public Accountant (CPA), Project Management Professional (PMP), Certified Management Accountant (CMA), Chartered Financial Analyst (CFA), or Certified Financial Planner (CFP) with an official copy of certification; or
5. Have completed at least five years of relevant, full-time, post-degree, professional work experience with an undergraduate GPA of at least 2.5 from a regionally accredited U.S. college or university.

Regardless of the pathway to admission all students must have an undergraduate degree and must complete the required Background Knowledge with a grade of B or better in each course. Applying for admission under Professional Work Experience requires approval by the MBA committee. See the MBA program advisor for details.

As an alternative to the GMAT, students may submit a GRE score which can be converted to the equivalent GMAT score. (Information about the GMAT can be found at www.mba.com or by calling 1.800.717.4628)

Required Background Knowledge:

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.

Students entering the MBA program are expected to complete (**with a grade of A or B**) courses in financial accounting, management accounting, statistics, finance, macroeconomics and calculus.

NMSU course equivalencies for background knowledge are:

1. ACCT 221, Financial Accounting
2. ACCT 222, Management Accounting
3. ECON 251, Macroeconomics
4. FIN 341, Financial Analysis and Markets
5. MATH 142G, Calculus for the Biological and Management Sciences
6. STAT 251G, A ST 311 or A ST 251G, Statistics

As an alternative to the three credit courses above, students may take one credit courses in the summer to satisfy the background knowledge requirements. These courses are ACCT 500, B A 500, B A 501, FIN 500.

Important Note: Students may take no more than 9 MBA course credits before completing the background knowledge (prerequisite) courses.

Equivalent courses offered by other institutions can be found at <https://business.nmsu.edu/students/academic/transfer/>. Students may also take challenge exams to establish their knowledge of the material. See the MBA program advisor for details.

Required Coursework (36 Credits):

The MBA curriculum is delivered through a prescribed sequence of 11 required courses and an elective (36 credits). Please note this is a cohort based learning approach and the sequences are not interchangeable. See the MBA program advisor for details.

1. ACCT 503 Managerial Accounting
2. BCIS 502 Business Information Systems
3. BLAW 502 Legal Environment of Business
4. ECON 503 Management Economics
5. FIN 503 Financial Management
6. MGT 502 Operations Management
7. MGT 503 Organizational Behavior & Management Processes
8. MGT 512 Quantitative Analysis for Business Decisions
9. MKTG 503 Marketing Management
10. BA 590 Professional Paper and Presentation.
11. MGT 590 Strategic Management
12. Elective: One graduate business elective (3 credits; course numbered 500 or above)

- 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.
- ACCT 503, BLAW 502, FIN 503 and MKTG 503 must be completed before enrolling in B A 590.
- 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. BCIS 502, ECON 503, MGT 502, MGT 503, MGT 512, and one elective must be completed prior to, or during the same term as MGT 590.
- **Elective Coursework:** One elective (an approved business course, numbered 500 or above), in addition to the core MBA courses is required. Varies each semester.
- **Concentrations:** Careful scheduling may enable interested students to complete the requirements of a concentration during their course of study.

Final Examination:

The Graduate School's requirement for a final exam in the MBA program can be satisfied by completing the following courses with a grade of B or better: ACCT 502, BCIS 502, BLAW 502, ECON 503, MGT 502, FIN 503 and MKTG 503. Students who do not meet the grade requirement in these seven courses, will need to arrange an oral exam consistent with Graduate School regulations. An oral exam committee consists of three faculty members from the College of Business; for the MBA program, one of those must be a faculty member from the discipline(s) in which you earned a grade of B- or lower. At least two of the five academic departments in the College must be represented.

You will find the Masters Final Exam form (non-thesis) on the Graduate School website. This form must reach the office of Graduate School at least 10 working days before the date of the exam. Otherwise the exam may be cancelled by Graduate School. See the MBA program advisor for details: **MBA Advisor** or call 575-646-8003.

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 B A 599 in lieu of B A 590.

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 Accelerated MBA (MAP) program, or
3. Consent of the academic associate dean.

General MBA Course Descriptions:

ACCT 503. Accounting for Managers

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. Prerequisites: ACCT 221 and ACCT 222.

B A 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. Prerequisites: ACCT 503, BLAW 502, FIN 503 and MKTG 503.

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. Managerial Economics

Theory and application of microeconomics to the management of organizations. Prerequisite: A ST 251G or A ST 311 or STAT 251G or equivalent.

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. Prerequisite: FIN 341 or equivalent.

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.

ELECTIVE

One MBA elective (Must be a business course, 500 level or above from the MBA Approved Elective List).

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.

Agribusiness Concentration:

The following courses are taken in place of five required MBA courses: ECON 503, MGT 502, MGT 512, MKTG 503, and an Elective.

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 agricultural sector from both country specific and global perspectives.

AEEC 526. Global Food Supply Chain Management

This course aims to provide students a basic understanding of supply chain management issues, and encourages them to analyze problems from a systems perspective, and introduce them to a

number of decision tools that are currently being used by the industry such as process analysis, product design, waiting line management, quality control, just-in-time, and inventory management.

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. Advanced Agribusiness Management

Integration of production, marketing, accounting, finance, agricultural policy, human behavior, and business environment concepts in management of agricultural businesses using a decision case approach.

Students who have not previously taken a course in Agricultural Policy will be required to take AEEC 545 prior to taking the five concentration courses.

Finance Concentration:

FIN 535. Investment Concepts

Investments in common stocks and other securities. Risk and return, securities markets, portfolio theory and management. Prerequisite: FIN 503

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 503

FIN 555. Derivative Markets and Securities

Institutional aspects of derivative markets and the arbitrage based pricing of derivative instruments such as stock options, interest rate options, future contracts and swaps. The applied component of the course demonstrates use of these instruments as hedge and/or investment vehicles. Prerequisite: FIN 503

FIN 566. Advanced Financial Management

Applications and integration of financial theory, concepts, and practice using the case method. Prerequisite: FIN 503

One of these courses will serve as the elective in the MBA program and two of the courses will substitute for courses MGT 512 and B A 590 in the standard MBA program.

Information Systems Concentration:

The specialization in Information Systems requires four BCIS courses. The four courses must be chosen from the following listed courses. The prerequisite to these courses is BCIS 502.

1. **BCIS 550 Information Systems Analysis and Design** (previously BCIS 540)
2. **BCIS 575 Database Management Systems**
3. **BCIS 580 E-Commerce Security**
4. **BCIS 582 Management of Information Security** OR
5. **BCIS 585 Enterprise Resource Planning and Business Processes** (previously BCIS 560)

*** Please check with the Accounting and Information Systems Department on the availability of courses as offerings may only be once a year in either the fall or spring semester.**

Public Utility Regulation Concentration:

The concentration in Public Utility Regulation consists of the following courses. One of these courses will serve as the elective in the MBA program and two of the courses will substitute for courses MGT 512 and B A 590 in the standard MBA program.

- **ECON 571 Regulatory Policy and Industry Analysis: Electricity I**
- **ECON 572 Regulatory Policy and Industrial Analysis: Water and Natural Gas**
- **ECON 573 Regulatory Policy and Industry Analysis: Electricity II**
- **ECON 574 Advanced Seminar Regulatory Policy and Industry Analysis**

Note: In a typical year, Econ 571 and 572 are offered during the fall semester and Econ 573 and 574 are offered during the spring semester. Students should consider this as they plan their program.

For more information contact:
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