



## MASTER OF BUSINESS ADMINISTRATION NEW MEXICO STATE UNIVERSITY

The MBA program in the College of Business at New Mexico State University meet the rigorous accreditation standards required by **AACSB International**—The Association to Advance Collegiate Schools of Business, the premier accrediting agency and service organization for business schools worldwide.

AACSB accreditation requires that the College of Business (COB) pass very rigorous standards of quality in their programs and maintain overall continuous improvement. All COB undergraduate and graduate programs are AACSB accredited adding tremendous value to your business degree. Only about 5% of the world's business schools have this accreditation. Students can expect exceptional faculty that have been through a rigorous review process, current and relevant curriculums, and ultimately may help you earn more competitive salaries. AACSB International accreditation represents the highest standard of achievement for business schools.

We have 2 distinct programs at NMSU; the Cohort-based Distance MBA Program and the Traditional On-Campus Program with options for concentrations.

NMSU's Cohort-based Distance MBA Program is designed for the working professional wanting to continue their education without compromising their current career. The program allows individuals to obtain their MBA through a hybrid course delivery method. Hybrid courses integrate both online instruction and face-to-face participation via Zoom. A cohort of students work together through the entire 2-year curriculum.

**The cohorts start in the fall semester annually.** Students are expected to take two courses each semester, including summers. The program begins with a face-to-face orientation on the Las Cruces campus and concludes with a two-day meeting in Las Cruces. All background knowledge courses must be met before the start of the program.

### **Admission Criteria:**

Applicants must be admitted to the Graduate School before they are considered for admission to the MBA program.

NMSU Graduate School applications: <https://gradschool.nmsu.edu/>

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](http://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. **Cohort-based Distance MBA students must complete the background knowledge courses prior to starting the program.**

### **Background Knowledge and NMSU course equivalencies are:**

1. ACCT 2110, **Principles of Accounting I** (formerly ACCT 221)
2. ACCT 2120, **Principles of Accounting II** (formerly ACCT 222)
3. ECON 2110G, **Macroeconomic Principles** (formerly ECON 251G)
4. BFIN 341, **Financial Analysis and Markets** (formerly FIN 341)
5. MATH 1430G, **Applications of Calculus I** (formerly MATH 142G)
6. MATH 1350G, **Statistics** (formerly STAT 251G/ A STAT 251G) or equivalent

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, BFIN 500.

***Important Note: Main Campus 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://nmsudirect.nmsu.edu/>. 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 General MBA program consists of twelve required courses and an elective (36 credits).

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

**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.

# 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 2110 and ACCT 2120.

## **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, BFIN 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: MATH 1350G or equivalent.

## **BFIN 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: BFIN 341 or equivalent.

## **MGMT 502. Operations Management**

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

## **MGMT 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.

## **A ST 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.

## **MGMT 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.

## **MBA ELECTIVE**

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

## MBA APPLICATION CHECKLIST

- **Request a pre-application assessment.** Scan and email your **unofficial transcript/s** to [mbaprogram@nmsu.edu](mailto:mbaprogram@nmsu.edu). In your email, indicate which program you want either ONLINE or ON-CAMPUS and include your phone number and which semester you would like to start (**Note:** the online MBA starts in the fall semester annually).
- **Submit your application.** MBA applications are submitted to the grad school <https://apply.nmsu.edu/apply/?id=1c3c41ea-b5f9-48ef-83c3-b085794ba277>.
  - You can upload your unofficial transcript in your application. **Note: the only supplemental document you need in the MBA application is a resume.**
  - **For problems with the application system, please contact** [gradinfo@nmsu.edu](mailto:gradinfo@nmsu.edu)
  - If you need to enroll in background knowledge courses in the summer, apply for summer, even though you may be starting the online MBA in fall.
- **Submit your final official transcripts:** Order your official E-transcripts for all institutions attended. **Failure to submit your official transcripts will delay the review of your application for admissions. Official Transcripts are sent directly to** [gradinfo@nmsu.edu](mailto:gradinfo@nmsu.edu).
- **Activate your Aggie account.** After your admission is completed, set up your Aggie email, etc. in my.nmsu.edu <https://myaccount.nmsu.edu/activation>. For issues setting up your account, contact ICT services for help <https://help.nmsu.edu/>
- **Scholar Dollar\$.** To apply or manage your scholarships, log into the Scholar Dollar\$ system with your NMSU username and password. This single application allows you to be considered for all NMSU scholarships. <https://scholarships.nmsu.edu/>
- **Financial Aid.** Financial Aid and Scholarship Services' goal is to provide understandable information and timely service to all students. NMSU's Federal FAFSA School Code is 002657. **NOTE:** the NMSU grad school states 9 credits is full time status. The **Cohort-based Distance MBA Program** requires 2 courses or 6 credits each semester and is not considered a full-time program. <https://fa.nmsu.edu/>
- **Tuition and fees:** [https://uar.nmsu.edu/las-cruces-campus-tf/Fall-2021\\_final.pdf](https://uar.nmsu.edu/las-cruces-campus-tf/Fall-2021_final.pdf)
  - **Note:** In addition to the standard online tuition, there is a course fee of \$250 per credit hour for participation in the **Cohort-based Distance MBA Program**.

### Dates and Deadlines

**Domestic student deadlines:** Applications for the MBA program are due on the following dates; however, later applications will be considered as time permits.

- Spring semester: November 15
- Summer semester: April 15
- Fall semester: July 15

**International student deadlines:** International student applications require more time for processing, issuing a visa and receipt of official transcript(s).

- Spring semester: September 15
- Summer semester: January 15
- Fall semester: April 15

**Domestic Students:** <https://gradschool.nmsu.edu/future-students/How%20To%20Apply.html> Domestic students must first meet Graduate School admission requirements and apply to the NMSU Graduate School.

**International Students:** <https://gradschool.nmsu.edu/future-students/International.html> International students must first meet International Student and Scholar Services (ISSS) admission requirements and apply through ISSS. The ISSS website also provides information about TOEFL and IELTS score reports, testing dates, etc.

### **DOCUMENTS required for International Students**

- 1) WES evaluation. Please provide a course-by-course WES evaluation of your transcripts. Go to: <https://www.wes.org/about-wes-credential-evaluation/> This evaluation will translate your grades (scores) from your university into scores used in the U.S. grading scale. Send an unofficial copy to [mbaprogram@nmsu.edu](mailto:mbaprogram@nmsu.edu) and an official copy to NMSU graduate school at [gradinfo@nmsu.edu](mailto:gradinfo@nmsu.edu). **Be sure to upload a copy of your transcript evaluation in your application.**
- 2) Graduate Management Admission Test (**GMAT or the GRE**). Please use NMSU Code **4531** to request to send an official copy of your score to our office. You can register to take the GMAT at: <http://www.mba.com> or call 800.717.4628. **GMAT exams are due by Mar 1 for fall admission and October 1 for Spring semester** (factor in 6 weeks for it to arrive). Email an unofficial copy to [mbaprogram@nmsu.edu](mailto:mbaprogram@nmsu.edu) **Be sure to upload a copy of your GMAT or GRE scores in your application.**

### **MBA OPTIONAL CONCENTRATIONS**

**Main Campus MBA students** may elect to pursue one of the following MBA concentrations as described below. **Note: Concentration courses** are not offered every semester and may be offered during working hours. If you intend to complete a specialization, please meet with the department head of the department offering the specialization to plan your course of study.

#### **Concentration: Agribusiness**

Students who want to specialize in Agribusiness must take the set of five AEEC courses in substitution of five courses included in the above list of required MBA courses.

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-agribusiness-master-business-administration/> Students in the concentration in Agribusiness who have not previously taken a course in Agricultural Policy will be required to take [AEEC 545](#) Advanced Agricultural Policy prior to taking the five concentration courses.

#### **Concentration: Finance**

MBA students who want to specialize in Finance must complete four Finance courses. One of these courses will serve as the elective in the MBA program and two of the courses will substitute for courses **A ST/ MGMT 512** and **B A 590** in the general MBA program (because the learning objectives of the Finance courses meet the learning objectives of the two).

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-finance-master-business-administration/>

### Concentration: Information Systems

Students who want to specialize in Information Systems must take additional coursework beyond that required to complete the MBA degree program. **Students are encouraged to seek advising from the Information Systems faculty in making course selections.**

[BCIS 502](#) Business Information Systems is a required MBA course and a prerequisite for each of the courses in the concentration. Any of these courses may also be used to fulfill the MBA elective requirement.

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-information-systems-master-business-administration/>

### Concentration: Public Utility Regulation

The concentration in Public Utility Regulation consists of 4 courses. One of these courses will serve as the elective in the MBA program and two of the courses will substitute for courses

A ST/ [MGMT 512](#) and [B A 590](#) in the general MBA program (because the learning objectives of the utility regulation courses meet the learning objectives of the two basic MBA courses).

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-public-utility-regulations-master-business-administration/>

### Concentration: Health Services Management

MBA students who want to have a concentration in Health Services Management must complete the following three Public Health courses (one of which fulfills the MBA elective requirement). For the Health Services Management Concentration, [B A 590](#) Professional Paper/Presentation (required of all MBA students) will include a health services management project.

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-health-services-management-master-business-administration/>

### Scheduling Classes

**MBA course are offered only once-each-year with the exception of a few electives. Meet with or call the [MBA office](#) soon after you are admitted to the program. The advisor will help you determine the course sequencing plan to achieve your desired graduation date. This plan can be updated as needed.**

The twelve required courses for the traditional MBA are offered on the main campus in the evening (6:00 pm - 8:30 pm) one night per week (with courses scheduled Monday through Thursday) or, at times, in an online delivery format. The twelve required courses for the Online MBA are (synchronous) both online instruction and face-to-face participation via Zoom.

### NMSU's On-Campus MBA Program

MBA course sequences are set up according to when you want to start the program:



ON CAMPUS MBA  
PROGRAM COURSE

**Tuition and Fees:** <https://uar.nmsu.edu/las-cruces-campus-tf/Tuition-Fee-Rates-202240.pdf>

### **NMSU's Cohort-based Distance MBA Program**

Courses are delivered online and include a synchronous component in which students are able to engage at a distance on one evening each week. The synchronous element allows for interaction between the instructor and students and among the students. Class videos are recorded and are available to students throughout the semester.



MBA COHORT  
DEGREE SEQUENCE.

### **NMSU Online Tuition and Fees:**

<https://online.nmsu.edu/degree-programs/Masters/master-of-business-administration.html>

### **Catalog:**

<https://catalogs.nmsu.edu/nmsu/business/business-administration/business-administration-master-business-administration>

### **For more information contact:**

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