

BUSINESS ADMINISTRATION PROGRAM

Master of Business Administration (M.B.A.) Degree

DEGREE INFORMATION

Program Admission Deadlines:

Fall:	July 1
Spring:	November 1
Summer:	No Admit

International:

Fall:	February 1
Spring:	July 1
Summer:	No Admit

Minimum Total Hours:	<u>372</u>
Program Level:	Masters
CIP Code:	52.0101
Dept Code:	DEA
Program (Major/College):	BUS BA

Application Tracks/Areas of Study:

~~Building Sustainable Enterprise~~
~~Entrepreneurship~~
~~Finance~~
~~Advanced Financial Management~~
~~Advanced International Business~~
~~International Business~~
~~Management~~
~~Advanced Management~~
~~Management Information Systems~~
~~Advanced Management Information Systems~~
~~Marketing Strategy~~
~~Advanced Marketing~~

Also offered as: —

~~Executive M.B.A.~~

CONTACT INFORMATION

College: Business

Contact Information: www.grad.usf.edu

Other Resources: www.usf4youmba.usf.edu

PROGRAM INFORMATION

The Master of Business Administration (M.B.A.) is a professional degree designed to prepare graduates for managerial roles in business and not-for-profit organizations. Graduates will develop the necessary skills and problem-solving techniques that will permit them to make an early contribution to management and eventually to move into broad, general management responsibilities at the executive level. ~~The program is designed to meet the needs of qualified men and women with undergraduate degrees from accredited universities. The work experience requirement provides meaningful background that will enhance the student's understanding and learning experience.~~

Accreditation:

Accredited by the Commission on Colleges of the Southern Association of College and Schools (SACS); AACSB International ~~—(The Association to Advance Collegiate Schools of Business).~~

Major Research Areas:

Contact [c](#)Coordinator for department

ADMISSION INFORMATION

The USF MBA admission committee will consider the strength of each applicant based on the entire completed application. The Admission committee will consider: prior college-level academic performance (bachelor's degree from a regionally accredited institution required); GMAT (preferred), GRE or MCAT scores; relevant professional work experience; recommendation letters; a statement of purpose; community or volunteer service; and any other information that helps in ensuring the potential success of the applicant in the program. Applicants whose native language is not English or who have not earned a degree in the United States must also submit TOEFL scores earned within two (2) years of the desired term of entry. A minimum total score of 79 on the Internet-based test, 213 on the computer-based test, or 550 on the paper-based test is required. Students' personal characteristics that add to the diversity of the class may also be considered.

~~Must meet University requirements (see Graduate Admissions) as well as requirements listed below:~~

~~Program Admission Requirements~~

- ~~• Upper level GPA 3.0 or higher~~
- ~~• minimum of 500 on GMAT~~
- ~~• International applicants from non-English-speaking countries must also have a TOEFL score of 550 or higher on the written version, a minimum score of 213 on the computer-based test or a 79 on the internet-based test.~~
- ~~• Two years of significant, professional work experience prior to enrollment.~~
- ~~• Resume, statement of purpose, and recommendations.~~

~~The USF MBA program will consider the strength of each applicant based on the entire completed application. Outstanding qualities in one area may compensate for a weakness in another. The Admission Committee will consider: prior college-level academic performance (bachelor's degree from regionally accredited institution required), GMAT (preferred) or GRE scores, professional work experience, recommendation letters, a statement of purpose, community or volunteer service, and any other information that might help convince the committee that the applicant is a good fit for this program.~~

~~Personal characteristics that add to the diversity of the class may also be considered.~~

DEGREE PROGRAM REQUIREMENTS

The M.B.A. degree is a ~~372-4835~~ hour program. All M.B.A. candidates must complete all degree requirements within five ~~(5)~~ years of beginning the program. The full-time student ~~without course waivers~~ generally will need ~~3-46~~ semesters to complete the program. Part-time students can complete all work within a reasonable time ~~---~~ approximately three years. ~~without course waivers.~~ Part-time students are encouraged to take two courses per semester and must complete 12 hours per calendar year to remain on active status as a degree-seeking student. ~~Students who have completed undergraduate or graduate courses in business and economics from an AACSB accredited school may receive course waivers and reduce their course loads from the maximum requirement.~~ Courses are scheduled to accommodate both full-time and part-time students. All courses are at the graduate level. Students entering the program are expected to have sufficient competency in mathematics (~~C~~college ~~A~~lgebra), communication skills (written and verbal), -basic computer skills, high-speed internet access, a business foundation, and ~~two years of~~ relevant professional work experience or equivalent. ~~The curriculum consists of:~~

BUSINESS FOUNDATION

The Common Body of Knowledge

~~Common Body of Knowledge: (CBK) courses, also known as the "TOOL" Area courses, are designed to provide basic background in the several functional areas in order to prepare for more advanced studies. The courses assume little or no prior knowledge in the field. Students having undergraduate degrees in Business Administration may be eligible for waivers, subject to standards set by the faculty. The conditions for waivers are explained more fully below. Students who waive the tool courses are required to take a Business Skills Review course (non-credit) in the first semester of enrollment.~~

Application Areas (tracks):

The application areas encourage the development of market-driven competencies and provide students with distinctive sets of knowledge and skills. Each grouping of courses allows students to position themselves in the marketplace by choosing applications that match their career goals. Students will select 2-3 areas of competency, each with 9 credit hours (advanced tracks are 6 credit hours). Students who do not waive the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).

Certificate of Achievement:

Students will receive a certificate of achievement for the successful completion of each application sequence. Application area courses also include the opportunity to sharpen skills in writing, presentation, teamwork, technology applications, global applications, and communication.

Students accepted to the MBA program are expected to have a common body of business knowledge as demonstrated with an undergraduate degree in business from an AACSB-accredited program within the past 7 years. Students accepted into the MBA program without an undergraduate degree in business will take the pre-requisite business foundation courses at the start of the program.

Alternatively, students may wish to complete foundation coursework before applying to the MBA program or they may wish to complete only the foundation courses without applying to the MBA program. For such students the Certificate in Business Foundations is available. Information about and admission requirements for the Certificate in Business Foundations is available at the College of Business Website <http://business.usf.edu/>.

Students who are not required to take the business foundation courses are required to take an MBA Bootcamp course (non-credit) in the first semester of enrollment.

Business Foundation Courses: 16 CreditsBusiness Decision Making

MAN 6147 Leadership/Management Concepts 2

ISM 6021 Management Information Systems 2

Business Measurement

ACG 6026 Accounting Concepts for Managers 3

QMB 6305 Managerial Decision Analysis 2

FIN 6406 Financial Management 2

Market Orientation

MAR 6815 Marketing Management 2

ECO 6005 Introduction to Economic Concepts

For Managers 3

Integrated Business Applications:

Integrated Business Applications is a six-credit, two consecutive semester course sequence which emphasizes the integration and utilization of techniques and methods taught in the Tool and Application areas. The sequence involves working in both group and individual projects, with "live" as well as published cases. It utilizes a variety of computer applications, and includes the development of detailed business plans

M.B.A. COURSE STRUCTURE

Core Requirements

Common Body of Knowledge, "Tool" courses 20 credits

ACG 6025	Financial Accounting for Managers	2
ACG 6075	Management Accounting & Control	2
MAN 6055	Human Behavior and Organization	2
ECP 6702	Managerial Economics	2
QMB 6305	Managerial Decision Analysis	2
ECO 6708	Global Econ. Environment of Bus.	2
MAR 6815	Marketing Management	2
FIN 6406	Financial Management	2
ISM 6021	Management Information Systems	2
QMB 6603	Operations Management & Quality Enhancement	2

Application Areas (Required Electives) 18 credits

Application Track #1	9
Application Track #2	9
Application Track #3	9

Note: Some Application Tracks may not be offered each year. Additional applications tracks may be developed based on students interests and needs.

Required Courses:

		170 Credits	
GEB 6445	Social, Ethical, Legal Systems	2	
MAN 6170	Organizational Behavior and Leadership Concepts	2	2
QMB 6603	Operations Management and Quality Enhancement	2	
FIN 6461	Financial Analysis	2	
MAN 6726	Strategic Business Analysis	2	
GEB 6182	Leadership Speaker Series	1	
GEB 6215	Communication Skills for Managers	2	
GEB 6895	Integrated Business Applications I	3	
GEB 6896	Integrated Business Applications II	3	

Electives 3715-4818
Credits

NOTE: Some elective courses may not be offered each year

Total Semester Credits Required 32-35 Credits

Integrated Business Applications

The MBA capstone course, Integrated Business Applications, affords students the opportunity to integrate and apply knowledge, skills and experience as they develop a cohesive, comprehensive business plan that serves as the focal point of their learning for the semester. Working in teams, students develop and present a strategic/marketing plan, an implementation plan supported by financial strategies and pro-forma financial statements, and a balanced scorecard designed to provide multiple measures of strategic, operating, and financial performance.

Constraints

1. The maximum credits required is ~~forty-eight (48)~~ thirty-five (35); the minimum is thirty-two (32).
2. Students with an undergraduate degree in ~~B~~business from an AACSB accredited program are required to take MBA Bootcamp (non-credit) in the first semester of enrollment, who are eligible to waive the tool area courses must complete an advanced course in four of the ten areas of recognized business disciplines. Students do not

~~need an advanced course in their area of undergraduate major. Students who waive the tool courses are required to take Business Skills Review exams (non-credit) in the first semester of enrollment.~~

~~3. Students who are required to take the tool courses are required to take only two specialization tracks (18 hours). Students who waive the tool courses are required to take 3 specialization tracks (27 credit hours).~~

~~3. Note: Tool/core courses may not be counted as electives~~ foundation courses are required to take 15 hours of elective courses. Students who are required to take Bootcamp are required to take 18 credit hours of elective courses.

NOTE: Foundation courses may not be counted as electives.

Thesis

Students may elect a 6 hour thesis in any of the areas of ~~concentration of the college,~~ the business disciplines subject to departmental approval.

MBA/CONCENTRATION IN SPORT AND ENTERTAINMENT MANAGEMENT

The MBA with a Concentration in Sport and Entertainment Management prepares graduates to contribute to and take leading positions in the global sport and entertainment industry. It complements the solid grounding in the applied fundamentals of accounting, economics, finance, information systems, management and marketing provided by a recognized, high-quality MBA with coursework focused on the business of sport—human capital, organization resources and development, innovation and technology in sport, culture and business relationships, sport and law and emerging issues in global sport. Academic course work is supported by internships, mentorships, professional seminars, guest speakers, and networking opportunities to provide graduates the tools and skills to function effectively in the competitive global environment of sport and entertainment management.

Students complete 17 hours of required MBA coursework, 15 hours of sport and entertainment coursework, and a graduate level business elective. Required MBA courses are:

<u>Required Courses:</u>	<u>Credits:</u>
<u>GEB 6445 Social, Ethical, Legal Systems</u>	<u>2</u>
<u>QMB 6603 Operations Management and Quality Enhancement</u>	<u>2</u>
<u>FIN 6461 Financial Analysis</u>	<u>2</u>
<u>GEB 6215 Communication Skills for Managers</u>	<u>2</u>
<u>MAN 6726 Strategic Business Analysis</u>	<u>2</u>
<u>MAN 6055 Organizational Behavior and Leadership</u>	<u>2</u>
<u>GEB 6182 Leadership Speaker Series</u>	<u>1</u>
<u>GEB 6895 Integrated Business Analysis</u>	<u>4</u>

The required Sport and Entertainment Management Concentration courses are:

<u>MAR 6816 Sport and Entertainment Marketing Strategy</u>	<u>3</u>
<u>SPB 6406 Sport and Entertainment Law</u>	<u>3</u>
<u>SPB 6816 Contemporary Issues in Sport & Entertainment Management</u>	<u>3</u>
<u>SPB 6603 Sport Business Analytics</u>	<u>3</u>
<u>SPB 6940 Internship in Sport and Entertainment Management</u>	<u>3</u>

The Admissions Committee for the MBA with a Concentration in Sport and Entertainment Management will consider the strength of each applicant based on the entire completed application; outstanding qualities in one area may compensate for a weakness in another. The Committee will consider: prior college-level academic performance (bachelor's degree from a regionally-accredited institution required), GMAT (preferred) or GRE scores, professional work experience, recommendation letters, a statement of purpose, personal interview, and any other information that might help convince the Committee that the applicant is a good fit for this program. Applicants whose native language is not English or who have not earned a degree in the United States must also submit TOEFL scores earned within two (2) years of the desired term of entry. A minimum total score of 79 on the Internet-based test, 213 on the computer-based test, or 550 on the paper-based test is required.

The ideal degree candidate will have a passion for the business and industry rather than simply be a lover of sports. The MBA with a Concentration in Sport and Entertainment Management is a “direct admit” program: applicants should apply via the program Website: <http://business.usf.edu/programs/graduate/sport-entertainment/> rather than to the College’s MBA Office.

COURSES

See <http://www.ugs.usf.edu/sab/sabs.cfm>

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