

Master of Business Administration

The College of Business Administration, through the departments of Accounting, Economics and Finance, Information and Decision Sciences, and Marketing and Management, offers a Master of Business Administration degree. The MBA degree program is accredited by AACSB International, the Association to Advance Collegiate Schools of Business. The objective of the MBA program is to give students the opportunity to prepare for executive careers in business or in institutions that use business techniques and policies in management and administration. The program meets this objective by being broad in nature and aimed at general competence in overall management and administration. The majority of the coursework is devoted to a broad understanding of the environment, controls, and practices, which are common to most institutions.

Admission Requirements

For admission into the Master of Business Administration program, students must present:

1. Online Application for Admission into a Graduate Degree Program.
2. Official transcript from an accredited institution demonstrating completion of a four-year Bachelor's degree (or equivalent in the case of an international institution) and official transcripts from all colleges or universities attended.
3. One –page Statement of Purpose
4. Résumé
5. Two letters of reference from professional and/or academic sources.
6. Official GMAT score required for AMBA and Full-Time MBA.
7. Applicants who submit a transcript demonstrating a conferred graduate degree may request a GMAT waiver.
8. Applicants with a cumulative undergraduate GPA of 3.50 or better from UTEP or a comparably accredited University may request a GMAT waiver.
9. Official TOEFL score of at least 550 (paper based) for international students.
10. **Accelerated MBA applicants must have at least one year of professional work experience.**
11. **Executive MBA applicants must demonstrate at least 5 years of managerial experience.**
12. Applicants to the Accelerated MBA program with a cumulative undergraduate GPA of 3.30 or higher from UTEP or a comparably accredited University and at least one year of professional work experience may request conditional admission. As a conditional admit, student must earn a 3.3 GPA during the first 9 hours of program-designated MBA coursework, with no grades lower than a B. All conditionally admitted students who have not successfully completed quantitative coursework in their undergraduate coursework **MUST** successfully complete a program-designated online primer prior to enrollment.

Degree Requirements

1. All students must complete 36 credit hours of Course of Study for the Master of Business Administration (MBA) which includes the 27 hours of the Required Graduate Core plus nine (9) credit hours of-MBA concentration electives. Courses in the Requires MBA Core can be substituted for other graduate courses in the same academic discipline if the MBA student has shown an appropriate understanding of the subject matter in previous undergraduate or graduate coursework.
2. No more than three (3) hours in any concentration can be undergraduate courses available for graduate credit.
3. Full-time MBA students are required to complete a program-approved internship prior to graduation. This internship requirement can be satisfied through the successful completion of BUSN 5392-Corporate Engagement Project. Students with two or more years of relevant professional work experience may be exempt from this requirement.

Degree Plan

Required Credits: 36

Code	Title	Hours
MBA Core Courses (All courses require a grade of C or better)		
Required Courses:		
ACCT 5304	Accounting Analysis	3
BLAW 5306	Business Law and Ethics	3
ECON 5311	Managerial Economics	3
FIN 5311	Financial Management	3
MGMT 5311	Organizational Mgmt Seminar	3
MGMT 5335	International Strategic Mgmt (to be taken in final semester)	3
MKT 5311	Marketing Management	3

OSCM 5308	Concepts of Production Mgmt	3
QMB 5311	Quantitative Methods-Business	3
Concentration		
Complete one of the following concentrations		9
Total Hours		36

Concentrations

Business Informatics for Healthcare (UTHSC-H)

The UTEP College of Business Administration (COBA) partnered with the School of Biomedical Informatics (SBMI) at the University of Texas Health Science Center at Houston (UTHSC-H) in order to offer our Master of Business Administration (MBA) program students access to a Certificate in Business Informatics in Healthcare (CBIH) and a concentration area in Business Informatics in Healthcare.

Code	Title	Hours
Complete the following three courses		
HI 5300		3
HI 5301		3
HI 5313		3
Total Hours		9

Computer Information Systems

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
CIS 5340		
CIS 5350		
CIS 5360		
CIS 5365		
CIS 5370		
CIS 5380		
CIS 5394	Current Issues in CIS	
Total Hours		9

Economics

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
ECON 5320	Monetary & Fiscal Pol & Prob	
ECON 5350	Industrial Organization/Policy	
ECON 5365	Economic Development	
ECON 5366	Latin American Economics	
ECON 5370	Applied Econometrics	
Total Hours		9

Finance

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	

BUSN 5310	Issues in Corporate Governance
FIN 5315	Securities Analysis
FIN 5316	Risk Mgmt and Derivative Mkts
FIN 5318	Capital Formation-Analysis-Bud
FIN 5325	International Financial Mgmt
FIN 5370	Financial Modeling

Total Hours **9**

General Business

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
ACCT 4304	Auditing Principles/Procedures	
ACCT 4396	Internship	
ACCT 4398	Independent Study in Acct	
ACCT 4399	Current Concepts in Accounting	
ACCT 5301	Financial Accounting	
ACCT 5302	Advanced Accounting I	
ACCT 5304	Accounting Analysis	
ACCT 5305	Not-for Profit Accounting	
ACCT 5310	Contemporary Accounting Issues	
ACCT 5311	Accounting for Management	
ACCT 5314	Professional Wrtnng-Accountants	
ACCT 5320	Taxation-Ptners/Ptnershp/S Cor	
ACCT 5321	Advanced Topics in Federal Tax	
ACCT 5322	Tax Concepts Rsrch & Procedure	
ACCT 5323	Advanced Auditing	
ACCT 5324	Computer Appl-Auditing/Accting	
ACCT 5328	Fed Income Tax Partner & Corp	
ACCT 5329	Ethics in Accounting	
ACCT 5330	Fraud & Forensic Auditing	
ACCT 5335	International Accounting	
ACCT 5391	Seminar-Managerial Accounting	
ACCT 5392	Directed Individual Study-Acct	
ACCT 5394	Current Issues in Accounting	
ACCT 5396	Internship in Accounting	
BLAW 4391	Business Law	
BLAW 5306	Business Law and Ethics	
BUSN 5301A	The CEO's Perspective	
BUSN 5301B	Issues in Financial Markets	
BUSN 5302A	Negotiations & Conflict Resoln	
BUSN 5302B	Corporate Communications	
BUSN 5303A	Data Analytics for Managers	
BUSN 5303B	Talent Management	
BUSN 5310	Issues in Corporate Governance	
BUSN 5330	Project Management	
BUSN 5335	Strat Busn Comm & Reput Mgmt	
BUSN 5350	Innovation & Entrepreneurship	
BUSN 5392	Corporate/Comm Engagement Proj	
BUSN 5394	Spc Top in Int'l Business	
CIS 4320	Advanced Programming	
CIS 4330	Expert Sys & Decision Sup Sys	

CIS 4365	Database Management
CIS 4368	Advanced Database Management
CIS 4370	Business Data Communications
CIS 4375	Intro to Electronic Commerce
CIS 4385	Info Security Systems
CIS 4396	Internship in CIS
CIS 4398	Independent Study (CIS)
CIS 4399	Current Topics
CIS 5313	Strategic Information Systems
CIS 5317	Info Resource Policy & Mgmt
CIS 5392	Dir Individual Study in CIS
CIS 5394	Current Issues in CIS
ECON 4312	Current Issues in Banking
ECON 4325	International Economics
ECON 4330	Public Sector Economics
ECON 4335	Economics & Law
ECON 4340	Economics of Labor
ECON 4368	Economy of Mexico
ECON 4398	Independent Study in Economics
ECON 4399	Current Topics in Econ
ECON 5302	Microeconomic Theory
ECON 5303	Macroeconomic Theory
ECON 5305	Applied Mathematical Economics
ECON 5311	Managerial Economics
ECON 5320	Monetary & Fiscal Pol & Prob
ECON 5321	Public Choice
ECON 5330	Public Sector Economics
ECON 5334	Urban Economics
ECON 5338	Economic Impact Modeling
ECON 5350	Industrial Organization/Policy
ECON 5360	Global Econ Environment-Mgrs
ECON 5361	Applied International Economic
ECON 5365	Economic Development
ECON 5366	Latin American Economics
ECON 5367	Country Risk Analysis
ECON 5368	Border Economics
ECON 5369	Health Economics
ECON 5370	Applied Econometrics
ECON 5371	Econometric Forecasting
ECON 5372	Panel Data & Discret Chce Modls
ECON 5392	Directed Indiv Study-Economics
ECON 5393	Special Topics
ECON 5398	Thesis
ECON 5399	Thesis
FIN 4310	Managerial Finance
FIN 4311	Commercial Bank Management
FIN 4311A	Managerial Finance Laboratory
FIN 4312	Current Issues in Banking
FIN 4315	Portfolio Analysis
FIN 4315A	Portfolio Analysis Laboratory
FIN 4316	Analysis of Derivatives
FIN 4318	Fin Anal of Firm & Valuation

FIN 4325	International Finance
FIN 4328	Central Banking
FIN 4396	Internship in Finance
FIN 4398	Independent Study In Finance
FIN 4399	Current Topics in Finance
FIN 5305	Financial Concepts & Analysis
FIN 5311	Financial Management
FIN 5315	Securities Analysis
FIN 5316	Risk Mgmt and Derivative Mkts
FIN 5318	Capital Formation-Analysis-Bud
FIN 5322	Internat'l Financial Mkts/Inst
FIN 5325	International Financial Mgmt
FIN 5367	Country Risk Analysis
FIN 5392	Dir Individual Study-Finance
FIN 5394	Current Issues in Finance
HCMA 5301	Healthcare Operations Mgmt
HCMA 5340	Curr Topics in Healthcare Mgmt
MGMT 4300	Strategic Management
MGMT 4304	Human Resource Training/Develp
MGMT 4306	Franchising
MGMT 4315	Human Resource Staffing/Plan
MGMT 4320	Corporate Entrepreneurship
MGMT 4325	International Management
MGMT 4337	Compensation/Employee Benefits
MGMT 4396	Internship in Management
MGMT 4398	Independent Study in Managemen
MGMT 4399	Current Topics in Management
MGMT 5304	Negotiation & Conflict Mgmt
MGMT 5305	Cross-Cultural Management
MGMT 5311	Organizational Mgmt Seminar
MGMT 5314	Corporate Entrepreneurship
MGMT 5335	International Strategic Mgmt
MGMT 5336	Effective Mgmt of Human Resour
MGMT 5345	Global Management
MGMT 5346	Total Quality Management
MGMT 5392	Dir Individual Study in Mgmt
MGMT 5394	Current Issues In Management
MKT 4301	Marketing Research
MKT 4304	Electronic Marketing
MKT 4305	Selling and Sales Management
MKT 4307	Multi-Cultural Marketing
MKT 4310	Principles of Retailing
MKT 4325	International Marketing
MKT 4391	Services Marketing
MKT 4395	Strategic Marketing Managment
MKT 4396	Marketing Internship
MKT 4398	Independent Study In Marketing
MKT 4399	Current Topics In Marketing
MKT 5311	Marketing Management
MKT 5321	Marketing Research
MKT 5355	International Marketing
MKT 5392	Dir Individual Study-Marketing

MKT 5394	Current Issues in Marketing	
OSCM 4315	Purchasing & Supply Management	
OSCM 4371	Trans & Warehousing Sys	
OSCM 4375	Oper Mdl for Supply Chain Mgmt	
OSCM 4398	Independent Study in POM	
OSCM 5308	Concepts of Production Mgmt	

Total Hours **9**

Healthcare Management

Code	Title	Hours
HI 5301	Introduction to Health Informatics (UT School of Bioinformatics at Houston)	3
ECON 5369	Health Economics	3
HCMA 5301	Healthcare Operations Mgmt	3

Total Hours **9**

International Business

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Required Courses: ¹		
FIN 5325	International Financial Mgmt	3
MGMT 5345	Global Management	3
Concentration Elective: ¹		
Select two courses of the following:		6
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
BUSN 5310	Issues in Corporate Governance	
BUSN 5394	Spc Top in Int'l Business	
FIN 5322	Internat'l Financial Mkts/Inst	
MKT 5355	International Marketing	

Total Hours **12**

Management

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
BUSN 5310	Issues in Corporate Governance	
BUSN 5330	Project Management	
BUSN 5335	Strat Busn Comm & Reput Mgmt	
BUSN 5392	Corporate/Comm Engagement Proj	
MGMT 5314	Corporate Entrepreneurship	
MGMT 5345	Global Management	
MGMT 5346	Total Quality Management	
MGMT 5394	Current Issues In Management	

Total Hours **9**

Marketing

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	

MKT 5320	New Product Development	
MKT 5321	Marketing Research	
MKT 5322	Sales Management	
MKT 5323	Consumer Behavior	
MKT 5324	Retailing Management	
MKT 5325	Services Marketing	
MKT 5330	Marketing Strategy	
MKT 5355	International Marketing	
Total Hours		9

Organizational Behavior and Human Resources Management

Code	Title	Hours
Concentration Electives (All courses require a grade of C or better)		
Select three courses from the following:		9
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
MGMT 5301	Leading Groups & Teams	
MGMT 5302	Employment Law	
MGMT 5303	Social Issues in Management	
MGMT 5304	Negotiation & Conflict Mgmt	
MGMT 5305	Cross-Cultural Management	
MGMT 5306	Diversity in Organizations	
MGMT 5307	Career Management	
Total Hours		9

Supply Chain Management

Code	Title	Hours
Concentration Courses (All courses require a grade of C or better)		
Required Courses:		
OSCM 5311	Inventory and Materials Mgmt	3
OSCM 5325	Gbl Oper & Supply Chain Mgmt	3
Concentration Elective:		
Select one of the following:		3
BUSN 5303A & BUSN 5303B	Data Analytics for Managers and Talent Management	
MGMT 5346	Total Quality Management	
OSCM 5330	Mgmt of Service Operations	
OSCM 5394	Current Issues in POM	
Total Hours		9