

**UNIVERSITY OF TEXAS at BROWNSVILLE
SCHOOL OF BUSINESS**

**MASTER OF BUSINESS ADMINISTRATION
DEGREES (MBA)**

STUDENT INFORMATION



University of Texas at Brownsville
School of Business
Master of Business Administration Degrees (MBA)

A. General Description of Program

The On-Campus MBA Degree Program is designed primarily for working professionals to expand their business management knowledge and enhance their employment opportunities. Most classes are offered during weekday evenings and weekends to accommodate students' work schedules and the needs of working professionals. Depending on a student's prior academic background, the program will take 30-51 semester credit hours to complete. Graduate faculty are knowledgeable professors in their fields, and many have extensive real-world experience to bring to the classroom. Students are encouraged to share their own business experiences in classes.

B. On-Campus MBA Degree Program Admission Process

1. Admission Standards

A student must meet all requirements for regular admission to the graduate program to be admitted to the MBA Programs (see "Admissions" section of the *Graduate Catalog*). Students must have successfully completed an undergraduate degree from an accredited institution and have completed the Graduate Management Admissions Test (GMAT) no more than five years prior to the time of application.

a. Unconditional Admission. Unconditional admission status will usually be granted to students who have minimum overall GPA of 3.0 in the Foundation course and 3.0 undergraduate GPA and minimum GMAT score of 400 or minimum verbal, quantitative, and analytical GRE scores of 400, 400 and 4.0 respectively for unconditional admission status.

Unconditional Admission Status is required for students wishing to enroll in the M.B.A On-Line Degree Program.

b. Conditional Admission. Conditional admission status may be granted to students who do not meet regular admission requirements, but show promise for successful graduate study. Applicants with index scores of 900 but below 950 may be admitted to the On-Campus MBA Program with conditional admission status. A minimum overall undergraduate GPA of 2.5 (or an undergraduate GPA of 3.0 or higher in the last 60 hours) and a GMAT score of at least 400 are required for conditional admission. Conditions may be placed on students receiving conditional admission (e.g., achieving a grade of 3.0 in each course attempted), and subsequent registration will be prohibited if such conditions are not met. A student must satisfy conditions within the first 12 hours of graduate study. Failure to satisfy conditions within 12 hours will result in a student's inability to register for further coursework.

c. Provisional Admission. Provisional admission may be granted to student applicants who are unable to provide the required GMAT score prior to their first semester of enrollment. Students must have a minimum overall undergraduate GPA of 2.5 (or an undergraduate GPA of 3.0 or higher in the last 60 hours) to be considered for provisional admission. Provisional admission status allows the student to enroll for a maximum of seven (7) credits taken in one semester, upon the recommendation of the Dean of the School of Business. All application materials must be received in order to be eligible for enrollment during a subsequent semester(s).

d. Non-Degree Students. Students who already have a master's degree, or have completed a 4-year undergraduate degree, and are interested in taking graduate courses for professional improvement, but not in pursuing the MBA degree, may enroll in graduate-level business courses as a non-degree student. (See "Non-Degree or "Transient Students" option under "Categories of Admission " in the *Graduate Catalog*.)

e. International Students. International students must meet all requirements for admission in addition to those described above (see "International Students" section of the *Graduate Catalog*.)

2. Admission Deadlines

The University accepts applications on a continuous basis, but all applications, including re-admission, submitted after the priority deadline will be assessed a non-refundable late fee of \$15.

Priority Application Deadline:

- Fall Semester – August 1 *
- Spring Semester – December 21 *
- Summer Session I – May 9 *
- Summer Session II – June 17 *

* *If the deadline falls on a weekend or holiday, the deadline is then moved to the next working day.*

3. Other Admission Requirements and Readmission

Refer to the "Admissions Application" section of the *Graduate Catalog* for a complete listing of all admission materials required.

NOTE: Former graduate students of UTB are required to reapply for graduate admission if they were not enrolled during the previous academic year.

4. MBA Prerequisite Competencies

The following prerequisite competencies are required of students applying to the MBA Programs:

Computer Literacy	Equivalent to COSC 1305, or three (3) credit hours of BMIS courses, or BMIS/ACCT 3351
College Algebra	Equivalent to MATH 1314 or MATH 1324
Statistics	Equivalent to BUSI 3341 or BUSI 2241 (BUSI 2241 includes a required 1-hour lab)

Course numbers listed are in the UTB/TSC undergraduate catalog.

Knowledge in these areas can be demonstrated by the specified UTB/TSC courses, equivalent coursework at an accredited university, or CLEP exam. Courses to meet this requirement shall have been taken

within the seven (7) years prior to admission. In the case of computer literacy, the MBA Director may consider substantial work experience in making the determination of a course waiver.

The MBA Program Director will make all waiver determination under the authority of the Dean of the School of Business and in accordance with the academic policies established by the Graduate Faculty of the School of Business. Students who are determined to not have the prerequisite competencies will be required to take foundation courses to develop or meet these competencies.

5. MBA Foundation Courses

Foundations courses are designed to give MBA students basic knowledge and tools in the major areas of business administration in preparation for advanced study. Students who have completed an undergraduate degree with a business administration major or minor may have certain foundations courses waived through successful completion of recent substantially similar coursework from an accredited institution recognized by the University of Texas at Brownsville.

Any or all of the foundations courses may be waived if equivalent knowledge has been mastered in recent, substantially similar, coursework at an accredited institution recognized by the University of Texas at Brownsville. To be considered for a foundations course waiver, a grade of “B” or better must be shown on an official transcript, and must have been completed within seven (7) years from the date of admission to the MBA Program.

The MBA Program Director will make all waiver determinations under the authority of the Dean of the School of Business and in accordance with the academic policies established by the Graduate Faculty of the School of Business.

MBA Foundations Courses:

ACCT 6301	Accounting for Managers	3 hours
BLAW 6301	Legal Environment of Business	3 hours
BMIS 6301	Quantitative Analysis for Business Decisions	3 hours
ECON 6301	Business Economics	3 hours
FINA 6301	Financial Management	3 hours
MANA 6301	Management Theory	3 hours
MARK 6301	Marketing	<u>3 hours</u>
		<u>21 hours</u>

Note: See the Graduate Catalog for “Course Descriptions”

6. MBA Core Courses

MBA core courses (30 semester hours) offer students advanced and integrated knowledge and tools for successful business analysis and implementation. Specific areas of study include business research methods, strategic utilization of information technology, and administrative policy, along with other required and elective courses. All students must complete the Core courses.

Course waivers are not usually granted. However, if a substantially similar course has been successfully completed (e.g., with a grade of “A” or “B”) prior to enrollment in the MBA Program from an accredited

institution recognized by the University of Texas at Brownsville and completed within seven years from the date of graduation from this MBA Program, a course waiver may be considered.

Questions of applicability of coursework, course substitutions, transfer credits or waivers from other accredited institutions will be evaluated by the MBA Program Director under the direction of the Dean of the School of Business.

MBA Core Courses:

ACCT 6315	Accounting & Financial Analysis	3 hours
BUSI 6310	Business Research	3 hours
BUSI 6380	International Business	3 hours
MANA 6320	Advanced Management	3 hours
BMIS 6350	Information Technology for Managers	3 hours
MANA 6360	Production & Operations Management	3 hours
MARK 6330	Marketing Management	3 hours
Capstone Course: BUSI 6390	Administrative Policy and Strategy (Taken after substantially all other required courses have been completed)	3 hours
Business Elective	(See Section 7 - "Business Electives")	3 hours
Business Elective	(See Section 7 - "Business Electives")	<u>3 hours</u>
Total Core Semester Hours Required		<u>30 hours</u>

Note: See the Graduate Catalog for "Course Descriptions" and any required Prerequisites.

7. MBA Business Electives

Two business elective courses are required for completion of the MBA Program. They cover a variety of topics and give students an opportunity to gain more in-depth knowledge of certain business topics.

MBA Business Electives:

ACCT 5323	Contemporary Accounting Theory	3 hours
ACCT 5325	Tax Treatment of Capital Assets	3 hours
ACCT 5329	Corporate and Partnership Tax	3 hours
ACCT 5331	Estate and Gift Taxation	3 hours
ACCT 6321	Strategic Cost Management	3 hours
ACCT 6323	Accounting Seminar (specific topics may change)	3 hours
ACCT 6330	Seminar in Auditing	3 hours
BLAW 6303	Business Law II	3 hours
BLAW 6305	Comparative Business Law	3 hours
ECON 6351	Economics Seminar (specific topics may change)	3 hours
FINA 6341	Finance Seminar (specific topics may change)	3 hours
BUSI 6317	Administrative Communication	3 hours
BUSI 6399	Management Practicum	3 hours
MANA 6331	Human Resources Administration & Industrial Relations	3 hours
MANA 6332	Management Seminar (specific topics may change)	3 hours
MARK 6371	Marketing Seminar (specific topics may change)	3 hours
MARK 6372	Marketing Strategy	3 hours

Note: See the Graduate Catalog for "Course Descriptions" and any required Prerequisites..

8. Programs of Study

The design of each student's individual program of study is very important. Each MBA student should develop a Program of Study together with his or her advisor (usually the MBA Program Director) during the **first 12 hours** of graduate work. The MBA Director, under the direction of the Dean of the School of Business, makes the initial determination of whether a foundation course may be waived. A formal, **typed** Program of Study should be designed to meet each student's initial proficiency levels and professional needs. The Program of Study must be approved and signed by the student, the MBA Program Director, the Chair of the Business Administration Department, and the Dean of Graduate Studies. It is to the benefit of the student to complete a formal Program of Study and have it filed in the Graduate Studies Office.

(Note: See **Appendix A** for a sample copy of Program of Study.)

9. MBA Course Rotation Guide

Foundation and Core courses will be offered at least once a year in the fall or spring semesters. These courses may be offered more frequently provided there are (a) sufficient student demand, and (b) adequate faculty resources. Business electives are offered based on student interest and faculty resources. Business elective seminars are usually taught every other year. If registration for a particular course is below the required minimum number of students, that course may be deleted from the course schedule for that semester. Course schedules are subject to change. Therefore, students are advised to regularly check course schedules. They are available in print and on the UTB/TSC website (www.UTB.edu). MBA students are also encouraged to register as soon as possible (e.g., during phone and web registration) to avoid registration problems later on.

(NOTE: See **Appendix B** for anticipated course rotation guide.)

10. Course Waivers

Course waivers apply to MBA Foundation courses. Any or all these courses may be waived if equivalent knowledge has been mastered in substantially similar coursework within the seven-year limit on transfer credits at an accredited institution, with a grade of "B" or better. Questions of applicability of coursework and waivers from other institutions will be evaluated by the MBA Director under the direction of the Dean of the School of Business.

11. Course Substitutions

Occasionally a course substitution may be requested by a student due to various circumstances. If a student desires to take a different course in place of a course included on that student's Program of Study, the student must apply with the MBA Director for a substitution. An official course substitution form is signed by the MBA Director (Advisor), the Chair of the Business Administration Department and the Dean of the School of Business, and filed with the Enrollment Office.

12. Transfer Credit

Students must apply to the MBA Director for consideration of transfer credit. Transfer credit is limited and any courses to be transferred must have been taken from an accredited institution. Students must show a transcript showing a grade of “B” or better and taken within the past seven years.

13. Conditions for Remaining in the Program

In order for a degree-seeking MBA student to remain in good academic standing, the student must maintain a cumulative grade point average of 3.0 (3.0=B on a 4.0 scale). A student whose overall GPA falls below a 3.0 in a given semester or who receives a grade of “F” during any one semester or summer sessions is automatically placed on academic probation the following semester. Academic probation constitutes a warning of insufficient level of progress. Within the following nine (9) semester credit hours, the overall GPA must return to 3.0 or above or the student will be suspended for a minimum of one semester. Students may be readmitted only after presenting a written petition to the Graduate Office and the Chair of the Business Administration Department. Written approval to register for graduate coursework must come from both the Business Administration Department Chair and the Graduate Office.

14. Residency Requirement

A residence of one academic year or the equivalent in summer sessions is required. The last 12 hours earned prior to graduation (usually 4 courses) must be earned as resident UTB credit.

15. Filing for Graduation

Students must complete all university and program requirements to receive a graduate degree. The cumulative GPA must average “B” (3.0). A Graduate Application must be submitted, together with a copy of the official Program of Study, to the Enrollment Office. A fee of \$25 must be paid at the Business Office. Students are advised to speak with the MBA Program Director before submitting the required application. Once the appropriate paperwork has been submitted to the Enrollment Office, students will be notified in writing regarding their eligibility.

Application Deadlines:

Fall Semester	September 1*
Spring Semester	February 1*
Summer Term	April 1*

Applications are available at the Graduate Office located in Champion Hall, 1st floor, and at the Admissions Office located in Tandy Hall #105.

* *If the deadline falls on a weekend or holiday, the deadline is then moved to the next working day.*

16. Readmission

MBA students who have not taken any classes for one or more years must reapply for graduate admission. Refer to *Graduate Catalog* for further information.

17. Graduate Business Course Descriptions

Accounting (ACCT)

ACCT 5323 Contemporary Accounting Theory

Contemporary advanced accounting and auditing theory, including controversial issues, with emphasis on income determination and asset valuation; special attention will be given to researching standard setting pronouncements from FASB, GASB, and other standard-setting bodies. There will also be a major research paper on an approved topic required as part of this course.

Prerequisite: ACCT 3322 (Intermediate II) with a grade of “C” or better. Lec 3, Cr 3

ACCT 5325 Tax Treatment of Capital Assets

This course will address tax treatment of active and passive business losses, determination of basis, recognition of gains and losses, treatment of capital and Section 1231 assets, recapture of depreciation, alternative minimum tax and tax credits.

Prerequisite: ACCT 3323 (Income Tax Procedure) with a grade of “B” or better.

ACCT 5329 Corporate and Partnership Tax

This course addresses federal taxation of C corporations, S corporations, partnerships and limited liability companies. Consideration is given to formation, income, expenses, dividends, alternative minimum tax, mergers, partial liquidation & complete liquidation, allocation of income and basis.

Prerequisite: ACCT 5325 (Tax Treatment of Capital Assets) with a grade of “B” or better. Lec. 3, Cr. 3

ACCT 5331 Estate and Gift Taxation

This course examines the computation of estate taxes, credits against tax, the gross estate valuation of the estate, deductions from the estate, generation skipping tax, use of trusts, insurance, and partnerships to minimize estate tax, computation of decedent’s final income tax, the gift tax, present and future interest, charitable and giving to minimize estate tax.

Prerequisite: ACCT 3323 (Income Tax Procedure) with a grade of “B” or better. Lec. 3, Cr. 3

ACCT 5351 Fraud Examination

An examination of various aspects of fraud prevention and detection including: elements of fraud, types of fraud involving accounting information, costs of fraud, use of controls to prevent fraud, and fraud examination and detection methods. Emphasis on case analysis and expert witness presentations.

Prerequisite: ACCT 4324. Lec. 3, Cr. 3

ACCT 6301 Accounting for Managers

An intensive examination of financial and managerial accounting theory and procedures and their application in the generation of data for integrated financial and managerial accounting information systems. Includes an overview of the accounting cycle, analysis of financial statements, income determination and inventory valuation, cost allocation, and interpretations of financial information for managerial decision making. Lec 3, Cr 3

ACCT 6315 Accounting & Financial Analysis

This is an in-depth study of topics including analysis of financial statements, strategic investment and financing decisions, working capital management, financial instruments and multinational financial management.

Prerequisite: ACCT 6301 (Accounting for Managers) or equivalent, with a grade of “B” or better. Lec. 3, Cr. 3

ACCT 6321 Strategic Cost Management

This course will focus on planning aspects of the corporate finance function and developing critical thinking skills. Specific topics include allocations, financial modeling and decision-making, budgeting, customer profitability analysis, and performance measurement.

Prerequisite: Completion of ACCT 2402 with a grade of “B or better, or ACCT 6301 with a grade of “B” or better, or consent of instructor. Lec 3, Cr 3

ACCT 6323 Accounting Seminar

A study of current and special topics concerning accounting. Emphasis on literature from professional public accounting societies and governmental agencies. May be repeated for credit as topics vary.

Prerequisite: ACCT 6301 or consent of instructor. Lec 3, Cr 3

ACCT 6330 Seminar in Auditing

Examination of auditing philosophy and contemporary issues. Study of auditing research including the behavioral aspects of auditing.

Prerequisite: ACCT 4324, ACCT 6301, or consent of instructor. Lec 3, Cr 3

Business Law (BLAW)

BLAW 6301 Legal Environment of Business

This course is an intensive study of the legal environment of business. The course begins with an overview of the court system, constitutional law and torts. It progresses into areas of law directly applicable to the business environment. Business topics will include contracts, sales, agency, partnerships, corporations, property, bankruptcy, and international law. Lec 3, Cr 3

BLAW 6302 Business Law for Educators

Business and education law, to include discussion of contracts, administrative law, agency, Americans with Disabilities Act, EEOC, environmental law, Open Meeting Act, Open Records Act, vouchers, and other current topics. Lec 3, Cr 3

BLAW 6303 Business Law II

This course is a study of the rules of business law including corporation, partnership and limited liability corporation law, employment law, antitrust discrimination law, bankruptcy, consumer law, secured transactions, financial instruments, Uniform Commercial Code, contracts for purchase and sale of goods and regulation of business.

Prerequisite: BLAW 6301 (Legal Environment of Business - formerly BLAW 6300: Business Law), or BLAW 3337 with a grade of "B" or better. Lec. 3, Cr. 3

BLAW 6305 Comparative Business Law

Various areas of business law in the U.S. and Mexico will be compared. Issues include: contracting for international sale of goods, forms of business organizations, maquiladora laws, foreign trade zones, and NAFTA. Lec 3, Cr 3

Business Management Information Systems (BMIS)

BMIS 6301 Quantitative Analysis for Business Decisions

This course will review statistical techniques and multivariate statistics. It will also be an introduction to managerial decision analysis using quantitative tools. Topics to include a general framework for decision analysis, decision tables and trees, simulation, linear programming, classical optimization, forecasting and other probabilistic and statistical techniques.

Prerequisite: BUSI 3341 (Statistics) or BUSIU 2241 (Statistics) with a grade of "B" or better.

BMIS 6350 Information Technology for Managers

Alternative approaches to managing the resources (computers, networks, software, data, people) that organizations utilize in applying information technology. The role of the user/manager in identifying opportunities, obtaining computer applications, and creatively using information technology to improve personal and organizational performance.

Prerequisite: 9 hours of M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

Business (BUSI)

BUSI 6101 Environments of Business

A broad exposure to the many environments and factors in the field of business administration. Introduction to a variety of managerial issues such as: shareholder equity, globalization, information explosion, quality systems, the case method, business media, ethics, and business research sources. Designed to be taken during or before the M.B.A. student's first semester. Lec 1, Cr 1

BUSI 6105 Current Issues in Business

Current issues in business, topics varied. Exploration of specific topics related to the business disciplines. Examples include: Leadership, Ethics, Effective Communication, Quality Systems, Negotiation/Arbitration, etc. Course may be repeated up to two times for credit, as topics vary. Lec 1, Cr 1

BUSI 6310 Business Research

Business research techniques & methodologies. Topics include identifying valid research activities, review of literature, data sources & collection, research design & methodology, computer statistical analysis, and written/oral communication of the research paper. Prerequisites: FINA 6301, MANA 6301, MARK 6301, or consent of instructor. Lec 3, Cr 3

BUSI 6380 International Business

Readings and cases in international business. Emphasizes the impact of comparative differences in the domestic and international business environments and operations, including the impact of historical, economic, cultural, and political foundations on operations. Special international business topics of unique contemporary importance are also studied. Prerequisite: Completion of M.B.A. Foundations requirements, or consent of instructor. Lec 3, Cr 3

BUSI 6390 Administrative Policy and Strategy

A study of management problems under dynamic conditions. Comprehensive, integrative cases will be studied and analyzed. This course should be taken during the last or next-to-last semester of the students program. Prerequisite: Completion of M.B.A. Foundations requirements plus at least 15 hours of M.B.A. Breadth requirements, or consent of instructor or M.B.A. Director. Lec 3, Cr 3

BUSI 6399 Management Practicum

A directed, applied consulting project for small business or not-for-profit organizations. Instruction includes consultation methods, presentation and written skills, contact with clients, etc. Students may work alone or in small teams to define and solve problems of these organizations. Prerequisite: Completion of M.B.A. Foundations requirements and permission of instructor and M.B.A. Director. Lec 3, Cr 3

Economics (ECON)

ECON 6301 Business Economics

The relationship among basic economic concepts and methods. The competitive market system, problems in resource allocation and economic efficiency, government regulations and the public sector, money and banking, unemployment and inflation in economic policy making. Lec 3, Cr 3

ECON 6351 Economics Seminar

Readings and discussion of selected topics in economics. May be repeated for credit as topics vary. Prerequisites: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

Finance (FINA)

FINA 6301 Financial Management

The financial function of the firm and the specific responsibilities of the firm's financial manager. Emphasis is on financial decisions using managerial information systems as an integrating force to deliver planned results. This includes, but is not limited to, decisions affecting the internal management of the firm and the acquisition of new assets.

Prerequisites: ACCT 6301 and ECON 6301 are strongly suggested. Lec 3, Cr 3

FINA 6341 Finance Seminar

Readings, reports and discussion of selected topics in finance. May be repeated for credit as topics vary.

Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

Management (MANA)

MANA 6301 Management Theory

Analysis of formal organizational theory in organizations. Study is made of the organization as a system of authority, status, leadership, direction, communication and influence. Lec 3, Cr 3

MANA 6320 Advanced Management

This course seeks to understand advanced management theory and practice and includes an examination of how people behave in organizations. This course addresses multiple issues including motivation, leadership, communication at various levels throughout the organization, decision-making, organizational culture and structure, politics and organizational effectiveness.

Prerequisite: MANA 6301 or equivalent with a grade of "B" or better.

MANA 6331 Human Resources Administration and Industrial Relations

An analysis of the functions of human resources administration and the relationship between the personnel-industrial relations system and the total organization system. Contemporary industrial relations, philosophies and practices.

Prerequisite: MANA 6301. Lec 3, Cr 3

MANA 6332 Management Seminar

The development of management thought and practice with emphasis on current trends and problems in management. May be repeated for credit as topics vary.

Prerequisite: MANA 6301, 12 semester hours of graduate business credit, or permission of instructor. Lec 3, Cr 3

MANA 6360 Production & Operations Management

Focus on the role of the production function in the business system and study of production system operations. Emphasis is placed on production system design, integration of system inputs, outputs, and transformations, and computer applications to decision processes utilized in managing operations and achieving optimal production.

Prerequisite: MANA 6301. Lec 3, Cr 3

Marketing (MARK)

MARK 6301 Marketing

Managing the creation, pricing, promotion, and distribution of goods and services, including special attention to the consumer's needs while maintaining profitability. Theory and case-style application. Issues include: target markets, product positioning, environmental effects on the firm's marketing decision making. Lec 3, Cr 3

MARK 6330 Marketing Management

This course is an advanced study of marketing management and marketing strategy. It investigates how marketing affects overall corporate and business decisions and gives students an opportunity to look at high-level strategic marketing decisions in product planning, promotion pricing and distribution.\ Prerequisites: MARK 6301 (Marketing) or equivalent with a grade of “B” or better. Lec. 3, Cr. 3

MARK 6371 Marketing Seminar

A study of current thought and practice within a specific subject area in the discipline of marketing. May be repeated as topics vary.

Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

MARK 6372 Marketing Strategy

A study of the formulation of marketing strategy, its relationship to corporate and business strategy, and the strategic aspects of marketing decisions in product planning, promotion, pricing, and distribution.

Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

D. For Information Contact:

Department Chair – Business Administration Department	Rafael Otero, Ph.D. Business and Education Building – 2.542D Rafael.Otero@utb.edu Phone: (956) 882-7304
Secretary – Business Administration Department	Elvia Martinez Business and Education Building – 2.542 Elvia.Martinez@utb.edu Phone: (956) 882-5809
Assistant Dean – School of Business	Musa Essayyad, Ph.D. Business and Education Building – 2.54A Musa.Essayyad@utb.edu Phone: (956) 882-5835
Dean – School of Business	H. Martin Shane, Ph.D. Business and Education Building – 2.542D Hugh.M.Shane@utb.edu Phone: (956) 882-5803
Dean – Graduate Studies & Sponsored Programs	Charles Lackey, Ph.D. Champion Hall 1 Charles.Lackey@utb.edu Phone: (956) 882-8812
Director of Admissions and Recruitment	Rene Villarreal Tandy 115 Rene.Villarreal@utb.edu Phone: (956) 882-7344
Director - Testing Office	Patrick McGehee Tandy 216 Patrick.Mcgehee@utb.edu Phone: (956) 882-7083

Graduate Program of Study – MBA

(To be prepared by the MBA Advisor and Student)

Last Name	First Name	Initial	ID#
Street		SS#	
City	State	Zip	Phone #
E-Mail Address #1		E-Mail Address #2	

1. Provide a statement giving your professional or personal objectives for seeking the M.B.A. (Attach brief typed statement.)

2. Courses/Methods you plan to use to achieve your degree objectives.

a. **PREREQUISITE COMPETENCIES**

Competency obtained by: _____ (or) to be obtained by-Course/Date

Computer Literacy
 COSC 1305/BMIS or ACCT 3351
 College Algebra
 MATH 1314 or MATH 1324
 Statistics
 BUSI 3441 or BUSI 2441
 (1-hr lab required)

b. MBA FOUNDATION COURSES

COURSE	Waiver/Transfer Information (course, where, when, grade)	Courses Planned (Semester/Year)	Courses Completed (Semester & year, grade)
ACCT 6301			
Accounting for Managers			
BLAW 6301			
Legal Environment of Business			
BMIS 6301			
Quantitative Analysis for Business Decisions			
ECON 6301			
Business Economics			
FINA 6301			
Financial Management			
MANA 6301			
Management Theory			
MARK 6301			
Marketing			

c. MBA CORE & ELECTIVE COURSES

COURSE	Transfer Credit (Course, where, when, grade)	Courses Planned (Semester/Year)	Courses Completed (Semester, & year, grade)
ACCT 6315 Acct & Financial Analysis			
BUSI 6310 Business Research			
BUSI 6380 International Business			
MANA 6320 Advanced Management			
MANA 6360 Prod & Operations Mgmt			
MANA 6330 Marketing Management			
CAPSTONE COURSE			
BUSI 6390 Admin Policy & Strategy			
<u>Business ELECTIVE #1</u>			
<u>Business ELECTIVE #2</u>			

3. Experience other than formal course work that are necessary or desired to achieve your program objectives.

4. Personal Bi-Literacy Enhancement Statement – optional

Graduate Student Signature	Date
MBA Advisor Approval	Date
Department Chair Approval	Date
Graduate Office Approval	Date

Xc: Student, MBA Advisor, Department Chair

Graduate Office retains original – Date Received: _____

The University of Brownsville and Texas Southmost College
 Graduate Studies & Sponsored Programs
 Champion Hall, 1st Floor
 80 Fort Brown, Brownsville, TX 78520

Anticipated MBA Course Rotation

(Subject to change based on Student Demand and Faculty Resources)

Foundation Courses:

Course #	Course Title	Primary Instructor	Anticipated			
			Fall	Spring	Sum I	Sum II
ACCT 6301	Accounting for Managers			X		
ECON 6301	Business Economics		X			
FINA 6301	Financial Management			X		
MANA 6301	Management Theory		X			
MARK 6301	Marketing		X			
BUSI 6301	Quantitative Analysis			X		
BLAW 6301	Legal Environment			X		

Core Courses:

Course #	Course Title	Primary Instructor	Anticipated			
			Fall	Spring	Sum I	Sum II
BUSI 6310	Business Research		X			
BUSI 6380	International Business		X			
BUSI 6390	Admin Policy/Strategy*			X		
BMIS 6350	Info Tech for Managers			X		
ACCT 6315	Acct & Financial Analysis		X			
MANA 6320	Advanced Management		X			
MANA 6360	Prod/Operations Mgmt			X		
MANA 6330	Marketing Management			X		

*Capstone Course

Business Electives:

Course #	Course Title	Primary Instructor	Anticipated			
			Fall	Spring	Sum I	Sum II
ACCT 5323	Contemp Acctg Theory					
ACCT 5325	Tax Trtmnt Capital Assets					
ACCT 5329	Corp & Ptnshp Tx					
ACCT 5331	Estate & Gift Tax					
ACCT 6321	Strategic Cost Mngmt					
ACCT 6323	Accounting Seminar					
ACCT 6330	Seminar in Auditing					
BLAW 6303	Business Law II					
BLAW 6305	Comparative Business Law	Every other year				
ECON 6351	Economics Seminar	Every other year				
FINA 6341	Finance Seminar	Every other year				
BUSI 6105	Curr Issues in Bus (1hr)					
BUSI 6317	Administrative Commun					
BUSI 6399	Management Practicum	Every other year				
MANA 6331	Human Res Admin & Indus	Every other year				
MANA 6332	Management Seminar	Every other year				
MARK 6371	Marketing Seminar	Every other year				
MARK 6372	Marketing Strategy	Every other year				