



SACRAMENTO STATE

Program Proposal Form B



Academic Group (College): College of Business Administration	Date of Submission to College Dean: 4/4/2008
Academic Organization (Department) N/A: College of Business Administration	Requested Effective: Fall __, Spring X __, 2009 __ X __.
Department Chair: N/A	Contact if not Department Chair: Gurprit Kindra, Associate Dean for Graduate and External Programs
Title of the Program: Master of Business Administration (MBA) Program	

Type of Program Proposal:

- Modification in Existing Program:
- Substantive Change
 - Non-Substantive Change
 - Deletion of Existing Program
- New Programs
- Initiation (Projection) of New Program on to Master Plan
 - New Degree Programs
 - Regular Process
 - Fast Track Process
 - Pilot Process
 - New Minor, Concentration, Option, Specialization, Emphasis
 - New Certificate Program

PLEASE NOTE: Form B is to be used only as a Cover Form. Additional information is requested for each of the above as noted in the corresponding procedure in the Policies and Procedures for Initiation, Modification, Review and Approval of Courses and Academic Programs found at <http://www.csus.edu/acaf/univmanual/index.htm>

Briefly describe the program proposal (new or change) and provide a justification.

The College of Business Administration requests to add MBA 205-Introduction to Managerial Issues in Information Technology in the Foundation Courses requirements for the Master of Business Administration (MBA) curriculum. One important finding from an assurance of learning study of MBA students conducted in 2006-2007 academic year is that some of the students performed poorly in Information Technology (IT) Management. Since some MBA students do not have an undergraduate degree in Business Administration, they would have not taken an undergraduate IT Management course before admitted to the MBA program. The inclusion of MBA 205 in the list of the Foundation Courses requirements will ensure that they have the critical knowledge in IT Management for their MBA study.

Approvals:

Department Chair: Date: April 21, 2008

College Dean: Date: 4/22/08

University Committee: _____ Date: _____

Associate Vice President and Dean for Academic Affairs: _____ Date: _____

Proposed Curriculum

The MBA program requires 33 to 52 semester-units of graduate study beyond a four-year baccalaureate degree, depending upon the extent of the student's prior academic preparation in Business Administration. Each student must satisfy **Prerequisites, Foundation Courses, and Program Curriculum** for the degree program.

Prerequisites

Prior to enrolling in the Foundation courses, students must be proficient in mathematics, statistics, and computer usage:

- Mathematics: one semester of calculus.
- Statistics: an introductory course in probability and statistics.
- Computer Usage: ability to use common personal computing hardware and software, particularly word processing and spreadsheet programs.

The faculty will assume that all MBA students have these proficiencies. A student may gain the necessary proficiencies in many ways: through prior course work, review classes, self study; or experience. No proficiency courses can count as credit towards Program Requirements.

Foundation Courses

The Foundation courses provide an academic background in the various disciplines of business. The MBA degree program is built upon this common background. Foundation courses should be taken after the student has attained the required entry proficiencies (prerequisites) and should be completed prior to taking Program Requirement courses. The Foundation courses are only available through the College of Continuing Education at Sacramento State University.

A student who has a baccalaureate degree or a minor in Business Administration from an AACSB-INTERNATIONAL-accredited college may have completed all or most of the Foundation requirements. The student will **not** be required to take certain Foundation courses if she/he meets all of the following conditions:

1. Has previously completed the comparable undergraduate course(s) for academic credits from an AACSB International-accredited institution or from a high quality program that has a "national or international reputation".
2. Has earned an overall 3.0 (B) grade point average (GPA) in the comparable undergraduate courses presented for waiver of required foundation courses,
3. Has received a "C" or better grade in the comparable undergraduate course, and
4. Can demonstrate currency in these courses (7 year limit).

Current Curriculum

The MBA program requires 33 to 52 semester-units of graduate study beyond a four-year baccalaureate degree, depending upon the extent of the student's prior academic preparation in Business Administration. Each student must satisfy **Prerequisites, Foundation Courses, and Program Curriculum** for the degree program.

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3. Has received a "C" or better grade in the comparable undergraduate course, and
4. Can demonstrate currency in these courses (7 year limit).

During the admission cycle, courses used to fulfill Foundation course requirements must have been completed within seven years of the date of admission. The College's Academic Standards Committee, however, may approve currency for Foundation courses taken beyond the seven-year requirement if a request is so filed. Waiving of the seven year requirement shall be based on the relevancy, level of responsibility, and duration of the applicant's work experience. The burden rests upon the applicant to demonstrate how their experience satisfies the requirement for currency.

An overall GPA of at least 3.0 ("B") is required in all Foundation courses taken at Sacramento State University and program requirement courses presented for the degree.

Foundation Courses (19-21 units)

Note: To be completed after the student has demonstrated the required entry proficiencies and must be completed prior to taking Program Requirements in the MBA program. The prerequisites are listed in parentheses.

- (3) ECON 204 Business Economics
- (2) MBA 201 Accounting
- (2) MBA 202* Business Communication Fundamentals
- (2) MBA 203 Legal Environment of Management
- (2) MBA 204 Management and Organization Concepts
- (2) MBA 205 Introduction to Managerial Issues in Information Technology
- (2) MBA 206 Managerial Statistical Analysis
- (2) MBA 207 Finance (ECON 204, MBA 201, MBA 206)
- (2) MBA 208 Marketing (ECON 204, MBA 201, MBA 203)
- (2) MBA 209 Production and Operations Analysis (ECON 204, MBA 201, MBA 206)

*This requirement will be waived for students who achieve a score of 4.5 or higher on the Analytical Writing Assessment (AWA) section of the Graduate Management Admission Test (GMAT).

MBA PROGRAM CURRICULUM

The MBA Program Curriculum requires 33 units and is composed of three parts:

- Program Requirements (Core Courses)
- Concentration/Elective Courses
- Culminating Experience

A. Program Requirements (21 units)

MBA students must complete the following common Program Requirements (Core Courses), with the exception of those who choose the ULD Concentration:

- (3) MBA 210 Management Accounting
- (3) MBA 220 Financial Management
- (3) MBA 230 Behavioral Science Applications in Management
- (3) MBA 240 Marketing Management

During the admission cycle, courses used to fulfill Foundation course requirements must have been completed within seven years of the date of admission. The College's Academic Standards Committee, however, may approve currency for Foundation courses taken beyond the seven-year requirement if a request is so filed. Waiving of the seven year requirement shall be based on the relevancy, level of responsibility, and duration of the applicant's work experience. The burden rests upon the applicant to demonstrate how their experience satisfies the requirement for currency.

An overall GPA of at least 3.0 ("B") is required in all Foundation courses taken at Sacramento State University and program requirement courses presented for the degree.

Foundation Courses (17-19 units)

Note: To be completed after the student has demonstrated the required entry proficiencies and must be completed prior to taking Program Requirements in the MBA program. The prerequisites are listed in parentheses.

- (3) ECON 204 Business Economics
- (2) MBA 201 Accounting
- (2) MBA 202* Business Communication Fundamentals
- (2) MBA 203 Legal Environment of Management
- (2) MBA 204 Management and Organization Concepts
- (2) MBA 206 Managerial Statistical Analysis
- (2) MBA 207 Finance (ECON 204, MBA 201, MBA 206)
- (2) MBA 208 Marketing (ECON 204, MBA 201, MBA 203)
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MBA PROGRAM CURRICULUM

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A. Program Requirements (21 units)

MBA students must complete the following common Program Requirements (Core Courses), with the exception of those who choose the ULD Concentration:

- (3) MBA 210 Management Accounting
- (3) MBA 220 Financial Management
- (3) MBA 230 Behavioral Science Applications in Management
- (3) MBA 240 Marketing Management

- (3) MBA 260 Management Information Systems
- (3) MBA 270 Management of International Operations
- (3) MBA 280 Issues in Productivity Management

B. Concentration/Elective Requirements (9 units)

MBA students may choose from one of five concentrations or they may choose a MBA General and must complete the Concentration/Elective Requirements of their choose concentration.

General Concentration Requirements (9 units)

For a general MBA, elective courses may be chosen from a broad array of graduate Business Administration courses, non-business graduate classes (6 units maximum), or supervisory course work (6 units maximum: 3 units of Internship [295], 3 units of Special Problems [299]). Elective courses may also be selected to satisfy one or more of the concentration options shown below. For help with choosing electives, student should consult with the CBA Graduate Programs Office (Tahoe Hall 1035) and the concentration advisor(s).

Finance Concentration Requirements (9 units)

Select three of the following:

- (3) MBA 222 Security Analysis and Portfolio Management
- (3) MBA 221 Financial Markets **OR**
- (3) MBA 223 Financial Institutions Management **OR**
- (3) MBA 224 Advanced Investment Strategies (MBA 222)
- (3) Any MBA 2XX -level course approved in advance by the MBA Finance advisor

Human Resources Management Concentration Requirements (9 units)

Select three of the following:

- (3) MBA 231 Personnel Management
- (3) MBA 232 Seminar in Negotiation and Other Dispute Resolution Methods
- (3) MBA 233 Seminar in Organization Development (OBE 252 or equivalent)
- (3) MBA 234 Industrial Relations

Management Computer Applications Concentration Requirements (9 units)

Concentration Requirements (6 units)

- (3) MIS 210 Information Systems I
- (3) MIS 211 Information Systems II

Electives (3 units)

Select one of the following:

- (3) MIS 240 Fundamentals to Telecommunications and E-Business Applications
- (3) MIS 250 Data Base Design and Administration (MIS 211 or equivalent)
- (3) MIS 260 Advanced Information Systems Analysis and Design (MIS 210, MIS 211 or equivalent)
- (3) MIS 279 Practicum in Strategic Information Technology Planning (MIS 271 and instructor permission; MSBA/MIS students: MIS 240, MIS 250, MIS 260, MIS 270)
- (3) MIS 280 Decision Support and Knowledge-Based Systems (MIS 211 or equivalent)

- (3) MBA 260 Management Information Systems
- (3) MBA 270 Management of International Operations
- (3) MBA 280 Issues in Productivity Management

B. Concentration/Elective Requirements (9 units)

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- (3) MBA 231 Personnel Management
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- (3) MIS 280 Decision Support and Knowledge-Based Systems (MIS 211 or equivalent)

Marketing Concentration Requirements (9 units)

- (3) MBA 241 Marketing and Its Environments
- (3) MBA 242 Marketing Problems
- (3) MBA 243 Contemporary Issues of Marketing Function and Practice

Urban Land Development Concentration Requirements

Program Requirements (15 units)

- (3) MBA 210 Management Accounting
- (3) MBA 220 Financial Management
- (3) MBA 230 Behavioral Science Applications in Management
- (3) MBA 240 Marketing Management
- (3) MBA 260 Management Information Systems

Concentration Requirements (9 units)

- (3) MBA 251 Real Estate Finance and Investment
- (3) MBA 253 Seminar in Real Estate Development
- (3) PPA 250 California Land Use Policy

Electives (6 units)*

Select two Business courses in consultation with the ULD advisor. See your ULD advisor or the Graduate Programs office for specific choices.

* Three units must be outside the Urban Land Development area.

C. Culminating Experience (3 units)

Select one of the following:

- (3) MBA 290 Advanced Strategic Management (Completion of all MBA Program Requirements (core courses); final term of MBA program enrollment; Advancement to Candidacy)
- (3) MBA 500A Thesis (MBA 244; Advancement to Candidacy)
- (3) MBA 500B Project (MBA 244; Advancement to Candidacy)

Marketing Concentration Requirements (9 units)

- (3) MBA 241 Marketing and Its Environments
- (3) MBA 242 Marketing Problems
- (3) MBA 243 Contemporary Issues of Marketing Function and Practice

Urban Land Development Concentration Requirements

Program Requirements (15 units)

- (3) MBA 210 Management Accounting
- (3) MBA 220 Financial Management
- (3) MBA 230 Behavioral Science Applications in Management
- (3) MBA 240 Marketing Management
- (3) MBA 260 Management Information Systems

Concentration Requirements (9 units)

- (3) MBA 251 Real Estate Finance and Investment
- (3) MBA 253 Seminar in Real Estate Development
- (3) PPA 250 California Land Use Policy

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