The MBA program offers an MBA program for working professionals as well as for individuals who may not have attained significant levels of work experience. The program can be completed on a part-time or full-time basis and is available fully online.

The MBA program provides students with broad coverage of the various functional areas of the firm, as well as an understanding of how these fit together into a high-performing organization. Students also are acquainted with the theories, principles and strategies necessary to succeed in careers in business, government or nonprofit management.

Beyond acquiring the knowledge of course content and an understanding of the functionality of an organization, students are taught to be innovative in their approach to solving problems and making decisions. The curriculum was recently revised to be fully reflective of the contemporary and dynamic domain of business practice. The focus of the curriculum is explicitly placed on students developing their decision-making capabilities based on a foundation of core business functions and their interrelatedness. Integral parts of the curriculum include exposure to decision-making models, global business considerations, financial markets and analysis, leadership, organizational behavior and strategy.

Graduates are action-oriented and encouraged to think critically so that they can effectively and immediately apply the competencies and skills acquired in the MBA program to their organizations. Students also have the option of developing domain knowledge through participation in one of the tracks offered: chartered financial analyst, health care management and supply chain management. Numerous electives are available through which students may customize their experience based on their own professional and other goals. Courses are offered in a traditional on-campus, classroom format as well as in a completely online format. Students may elect to complete their classes entirely on campus, entirely online or through a combination of on-campus and online delivery to best suit their personal and professional needs.

### MBA Program of Study

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 601</td>
<td>Foundations for Decision Making (MBA Quick Start)</td>
<td>1</td>
</tr>
</tbody>
</table>

**Decision Making Tools:**

Select one of the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC 600</td>
<td>Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>CIS 600</td>
<td>Information Systems Strategy</td>
<td></td>
</tr>
<tr>
<td>MBA 610</td>
<td>Business Decision Analysis</td>
<td></td>
</tr>
</tbody>
</table>

**Decision Making and Strategic Integration (Part 1):**

MBA 615: Managing the Decision-Making Process 3

### Core Business Disciplines

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 620</td>
<td>Financial and Managerial Accounting for Decision Making (AC 620)</td>
<td>3</td>
</tr>
</tbody>
</table>

**MBA 625**: Organizational Behavior and Leadership for Decision Makers 3

**MBA 635**: Decision Making for Business Operations 3

**MBA 640**: Financial Decision Making 3

**MBA 645**: Marketing Decision Making 3

**MBA 660**: Decision Making in a Global Economy 3

**Decision Making and Strategic Integration (Part 2):**

MBA 690: Strategic Management Capstone 3

**Graduate Electives**: Select six graduate electives either in a specific concentration/discipline or customized by the student 18

Total Credits 46

1. Students who are in the BS/MBA program are required to take MBA 660, which includes an international experience.

2. MBA students take 18 credits of electives.

MBA students may choose to take elective courses within one area, creating a concentration in a specific discipline, or may choose to take electives across multiple business disciplines, enhancing a broad interdisciplinary perspective.

Electives are available in computer information systems, finance, health care management, international business, management and marketing.

### Student Learning Outcomes

Students who graduate from the MBA program will develop and emphasize skills in the following areas:

1. **Business Analytics:** Demonstrate facility with quantitative methods and tools and an ability to interpret financial metrics.

2. **Managing People:** Demonstrate an ability to understand models and applications of leadership and social intelligence.

3. **Managing Organizations:** Demonstrate an ability to understand organizational behavior and structures and the importance of effective communication.

4. **Strategic Integration:** Assess and diagnose a situation and to formulate and implement effective decisions and responses to business problems.

5. **Ethics:** Identify ethical issues related to business situations and to develop appropriate situational responses consistent with organizational and societal values.

6. **Knowledge of Business Disciplines:** Demonstrate knowledge of business disciplines (marketing, management, finance and managerial accounting) and the connection between disciplines.

### Master of Business Administration

- Master of Business Administration (p. 1) with electives available in:
  - Computer Information Systems
  - Finance
  - Entrepreneurship
All prospective MBA students must submit the following:

- Health Administration
- International Business
- Management
- Marketing
- Strategy
- MBA-Finance Track (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/finance-track)
- MBA-HCM Track (Health Care Management) (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/health-care-management-mba-hcm)
- MBA-SCM Track (Supply Chain Management) (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/supply-chain-management-mba-scm)

### Dual-Degree Programs

- Accelerated Dual-Degree BS/MBA (3+1) (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/accelerated-four-year-bsm-ba)
- Dual-Degree BA/MBA (4+1) (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/fast-track-combined-ba-mba)
- Dual-Degree BS/MBA (4+1) (http://catalog.qu.edu/graduate-studies/business/business-administration-mba/fast-track-combined-bs-mba)

Program also offered online.

### MBA Admissions

Admission to Quinnipiac’s graduate business programs is competitive. The following criteria apply for admission to the MBA. Please note: Separate admissions requirements apply for Quinnipiac Dual-Degree BS/MBA and BA/MBA (4+1) students and students entering the Accelerated Dual-Degree BS/MBA (3+1) program in the School of Business. Please refer to the appropriate sections of this catalog for further information on these programs.

All prospective MBA students must submit the following:

1. Appropriate application form for either the online MBA or the part-time or full-time on-campus program. Online submission is preferred. Go to Quinnipiac’s How to Apply (http://www.qu.edu/gradhowtoapply) webpage.
2. Official transcripts from all institutions attended, two letters of recommendation, a current resume and a personal statement.
3. Scores obtained on the Graduate Management Admission Test (GMAT) or the Graduate Record Examination (GRE), unless one or more of the conditions discussed below apply.
4. A request for GMAT/GRE waiver may be submitted as part of the application process. In general, applicants meeting any of the criteria below may be eligible for such a waiver with documentation of the specific circumstances under which the waiver is being requested. These include, but are not limited to:
   - Completion of a master’s or doctoral level degree from an accredited institution within 10 years of the application to the QU MBA program. This includes the JD, MD, PhD and other related degrees. Passage of the CPA or CMA exam series and possession of a license to practice.
   - Completion of all CFA examinations and designation as a CFA charterholder.
   - Prospective international students must submit certified translations of official transcripts prepared by World Education Services (WES) (http://www.wes.org) or another acceptable organization that is approved by Quinnipiac for this purpose. In addition, prospective international students must submit the materials covered in #1, #2 and #3 above.
5. All applicants from non-English-speaking countries must indicate that they have the language capability to understand business instruction in English and must provide official Test of English as a Foreign Language (TOEFL) scores. In general, a minimum TOEFL Internet-based score of 90 is required for admission (or 233 for computer-based, or 575 for paper-based). In lieu of TOEFL, applicants may submit International English Language Testing System (IELTS) scores. A minimum score of 6.5 on this exam, a B or above on the Certificate of Advanced English or a C or above on the Certificate of Proficiency in English is required. TOEFL and IELTS scores are valid for two years.
6. International applicants are required to submit proof of adequate funds to complete their study at Quinnipiac University before an eligibility form (I-20) can be issued. Complete the Statement of Financial Support and submit along with supporting documentation. In addition, a copy of a passport or national ID is required. The Statement of Financial Support can be found online here (https://www.qu.edu/admissions/undergraduate/international-students.html).

Applications for the MBA program are accepted throughout the year for both full- and part-time study. Full-time students may begin their studies in January, May or August. Part-time, on-campus students are encouraged to start in August, but may start in January or May in the online program. Candidates are encouraged to submit applications as early as possible to ensure consideration for the semester desired.