

UNLV College of Business MBA Program Worksheet

Name: _____

SSN: _____

Date Admitted: _____

Orientation: Yes _____ No _____

I. Core Course (Courses must be taken in sequential order)

Course #	Course Description	Credits	Grade/Term	Completed/ Substitution
MBA 702*	Applied Statistics	3		
MBA 710*	Applied Economic Analysis	3		
MBA 712*	Accounting and Financial Management	3		
MBA 705	Strategy Implementation Process	3		
MBA 706	Laws, Regulations and Ethics	4		
MBA 715	Market Opportunity Analysis	2		
MBA 720	Value Chain Management	4		
MBA 728	Seminar in Financial Management	2		
MBA 730	Information Systems for Management	3		
MBA 735	International Business and Cross Cultural Perspective	3		
Capstone	To be completed in student's FINAL SEMESTER			
MBA 795**	Strategy Formation Process	3		

TOTAL CREDITS IN CORE:

33

*Must be completed prior to taking MBA 720, 728, 730 & 735, **To be taken in the student's final semester

II. Concentrations (15 Semester Hours)

Students may choose from the following concentrations: Finance, Services Marketing or Management Informations Systems. The 9-12 hours, depending on the concentration, of required courses must be taken in the concentration area of the student's choice. The remaining 3-6 credit hours can be taken from the list of elective courses or from the remaining two concentration areas. Please consult with the MBA Academic Advisor for specific requirements for each of the concentration choices. The concentration areas and all related course work, require prior approval of the Associate Dean.

FINANCE

Course	Title	Grade	Semester
FIN 708	Advance Corporate Finance		
FIN 710	Investment Management		
FIN 712	Financial Markets & Institutions		

SERVICES MARKETING

Course	Title	Grade	Semester
MKT 711	Strategic Mkt. Mgt		
MKT 720	Cons. Sat. & Svc Quality Measurement		
MKT 777	Services Marketing		

MANAGEMENT INFORMATIONS SYSTEMS (MIS)

Course	Title	Grade	Semester
MIS 740	Software Concepts		
MIS 742	Systems Design & Development		
MIS 744	IS Planning & Strategies		
MIS 746	Info. Systems Project Mgt		

ELECTIVES

Course	Title	Grade	Sem
ACC 710	Taxation & Business Decision		
ECO 711	Economics of Gaming		
FIN 715	Portfolio Management		
FIN 740	Risk Management & Insurance		
MGT 710	Mgt Entrep. Organization		
MIS 752	Adv. Topics in Info Systems		
MKT 737	New Service & Product Dev.		
MKT 757	Database Marketing		

NOTES

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YOUR NEW BUSINESS CAREER STARTS WITH THE MBA PROGRAM AT UNLV

As we enter the 21st Century, business leaders face unprecedented challenges. Markets are becoming increasingly competitive and globalized, and society is becoming much more multiculturally diverse. Advances in information and communication technology are reshaping market structures and demanding entirely new business strategies. To be successful in the changing business environment, tomorrow's business leaders, more than ever before, must be solidly grounded in all functional areas of business. The UNLV College of Business offers an innovative MBA program to provide the foundation for those who seek global career and leadership opportunities. The faculty and staff at UNLV are very proud to be your partners in building a successful career.

— Dr. Richard E. Flaherty
Dean of the College of Business

OVERVIEW OF PROGRAM

The mission of the UNLV College of Business is to advance the knowledge and practice of the disciplines that constitute business and administration and to foster the intellectual and economic vitality of Nevada and the Intermountain Region through teaching, research and outreach. Our recently revised MBA program is designed to fulfill this mission. The integrative curriculum, aligned with the changing demands of global business, provides students with the needed skills, knowledge and tools to become visionary and creative business leaders in the next millennium.


Our MBA program takes a holistic approach to business management from the role of the firm, its goals and markets, its strategic planning and positioning, to value chain management. Following this approach, the curriculum emphasizes an analytical foundation in key functional areas by using integrative course modules including team teaching across departmental disciplines. And yet, it is flexible enough to construct a program tailored to each student's needs and interests through the choice of a concentration.

Student-Centered: Our MBA program is designed to meet the needs of students. It is inherently a student-centered program. To complement each participant's learning style, professors plan challenging classroom exercises, including case discussions, team presentations, simulated and computer-aided presentations, panel discussions and both formal and informal lectures.

Students in the program are prepared for positions of increasing responsibility and leadership. The students assess their own leadership styles and develop their potential for working as part of a team as well as independently through real management projects. Teams of students with varying backgrounds benefit from group experiences and the perspectives each member brings to the team. The team-oriented projects expand students' understanding and appreciation for the cultural, ethnic and gender diversity that executives face in the workplace.

In addition, through professional analyses of and recommendations for case situations, students' communication and interpersonal skills are further enhanced. Students develop sensitivity to the context of each management issue, and become more aware of the ethical issues that challenge managers.

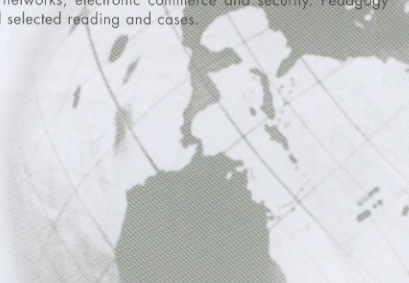
Full- and Part-Time: UNLV's MBA Program is uniquely suited to working professionals who can complete the degree at a pace that fits their careers and personal schedules. All classes are offered in evenings, from 5:30 p.m. to 9:30 p.m. The program offers considerable flexibility for both part- and full-time students, and many students accelerate their course work by taking advantage of summer offerings. A full-time student usually completes the program in two years and part-time students in four years.



Enthusiasm runs high during the students' final semester, when they work on a capstone project within the MBA 795 Capstone Course. The students integrate the content learned throughout the program in an in-depth and computer-based simulation or a real business case from a local company or organization.

CONCENTRATIONS

Building on the core classes, students select a concentration area tailored to meet their specific professional needs and management career aspirations. The 9-12 hours of required courses (depending on the concentration) must be taken in the concentration area of the student's choice. The remaining 6-3 credit hours can be taken from a list of elective courses.

- *Finance.* This concentration provides the student with a working knowledge of financial management in solving the practical financial problems encountered in the management of the financial affairs of the firm. Typically, it involves decision problems associated with working capital, capital structure, capital budgeting, mergers, acquisitions and corporate restructuring. This concentration also seeks to expand the student's understanding of the current conceptual framework of investments in financial assets including stocks, bonds and derivative securities.
 - *Services Marketing.* This concentration is designed to provide students with the skills and tools necessary to successfully market services, products, and ideas for profit and not-for-profit firms. The courses have been designed to provide students with state-of-the-art information for marketing in today's changing environment. A marketing concentration can be valuable to a wide range of people including professional managers, not-for-profit employees, professionals and small business owners. Key topics include: competitive advantage, segmentation, relationship development and competitive positioning.
 - *Management Information Systems.* This concentration is designed to prepare students for challenges and opportunities of information technology management. Courses for this concentration are developed to cover tools, concepts and methodologies for preparing students to become effective MIS managers and to be able to use the technology in innovative ways that create competitive advantage. The program will cover: computer software as applied in business processes, systems analysis and design, database concepts, strategies for corporate information systems, information systems project management, social and economic impacts of information technology, data communications and networks, electronic commerce and security. Pedagogy involves lectures, labs, discussions, and selected reading and cases.
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The UNLV MBA Program is designed to prepare you to meet the challenges of rapid change in business and society through emphasis on managerial concepts and analytical reasoning. By studying managerial theory and economic principles, you will acquire the capacity for assuming responsibility in a wide variety of specific assignments within an organization.

Highlights of the UNLV MBA Programs

- Fully-accredited by AACSB International – The Association to Advance Collegiate Schools of Business.
- Accommodating the needs of full- and part-time students by offering courses during evening hours.
- The core curriculum – along with concentrations in Finance, Management Information Systems and Services Marketing – provide the breadth and depth of management and business skills necessary for today's business leaders.
- Classes are taught by faculty members with doctoral degrees in their field of specialization, devoted to high quality instruction and actively pursuing a business-related research agenda.
- The curriculum will prepare students for the dynamic business environment through participation in group projects, real world case studies and the development of individual competencies.
- A dual MBA and MS in Hotel Administration program is offered for students who seek career and business leadership opportunities in hotel administration.
- An Executive MBA program is offered to meet the educational needs of mid- to senior-level executives.

All programs that are offered by the College of Business have been *fully accredited by AACSB International – The Association to Advance Collegiate Schools of Business*. Founded in June 1916, AACSB International currently has about 400 accredited member schools of business. This is approximately 25 percent of all national and international schools that offer business degrees. AACSB accreditation represents a value of high quality and high standards that is widely recognized within academic and business professional circles.

Business leaders face challenges that are different from those a generation ago. The innovative MBA program at UNLV prepares you with the needed skills to succeed in today's global business environment. A rigorous course of study provides students with the leadership and strategic management orientation to perform beyond expectation in the changing competitive marketplace. The corporate world requires team players and the College of Business at UNLV emphasizes group projects and consensus building.

The MBA curriculum includes 33 credits of core and 15 credits of concentration courses. The program curriculum focuses on legal, regulatory and ethical environments of business, critical thinking, international business and cross-cultural perspectives, value chain management, strategic planning and positioning, and technology management. To achieve the best outcome, the faculty embrace no single teaching method, but rather employ a combination of methods best suited to the particular objectives of the course.

