

Master of Business Administration (MBA) Program

The MBA Program provides students with a broad knowledge base in the area of business and management which will prepare them for mid- and upper-level positions in both the private and public sectors, including the manufacturing, service, financial, institutional, and government fields. The MBA Program offers a challenging and practical orientation to the complexities of modern business management and exposure to the tools necessary for business decision-making. It consists of curricular studies of 33 credit hours in the Business Core and Elective Curriculum. In addition to the general MBA, students can choose to concentrate in several different areas: Finance, Marketing, Entrepreneurship, Global/International, Human Resource Management, Information Technology, Public Health, and Sports Management/Exercise Science. The program is designed for the working individual; many of the courses are offered online. Most other courses are offered Face-to-Face or Hybrid (both online and Face-to-Face)/webcast (Face-to-Face and video broadcast, i.e., Distance Learning). These courses are offered in the evening or on Saturday.

Admission to the MBA Program

The MBA Program is open to applicants who hold a bachelor's degree from a regionally-accredited college/university or recognized international institution. Each application is evaluated on the basis of: (1) transcripts of all prior undergraduate and graduate coursework; (2) performance on the Graduate Management Admissions Test (GMAT) or Graduate Records Exam (GRE); (3) a statement of career goals and objectives; (4) two letters of recommendation; and (5) curriculum vitae (C.V.) or resume and any other evidence that can help the committee assess the applicant's qualifications. International applicants are required to submit proof of English proficiency. Test of English as a Foreign Language (TOEFL) score of 550 on the paper-based test (or, equivalently, 213 on the computer-based test, or 79 on the internet-based test). A minimum score of 6.5 on the International English Language Testing System (IELTS), a minimum score of 100 on the Duolingo or a minimum score of 53 on the Pearson English Language Test. All transcripts from foreign countries must be professionally evaluated on a course-by-course basis by an evaluation service that is a member of NACES (<https://www.naces.org/members>) for equivalence to our degrees.

The MBA program requires an undergraduate cumulative GPA of at least 2.75 (on a 4.0 scale) and a GMAT score of at least 450 or an equivalent GRE score computed using the published GRE conversion table (generally, 149 on each part of GRE is equivalent to 450 on GMAT).

Minimum competency in Mathematics (i.e., Finite Mathematics, Business Calculus, or their equivalent) will be expected before entry into the program. Those who have not acquired appropriate mathematical skills as part of their undergraduate programs may be required by the Graduate Program Coordinator to take the appropriate remedial course(s).

Admission to provisional status:

Applicants may be admitted to provisional status if their GPA or GMAT/GRE score is slightly lower than the minimum requirement as specified above, provided that the composite index score calculated following the formula below is greater than or equal to 1,000.

$$\text{Composite index score} = (\text{GPA} \times 200) + \text{GMAT score (or equivalent GMAT score in the case of GRE)}$$

Each applicant admitted to provisional status is required to obtain a letter grade of B or A in all courses in the first 9 credit hours.

Exceptions policy for GMAT/GRE:

An applicant may request a GMAT/GRE waiver during the application process, if one of the following three conditions is satisfied.

1. An advanced degree (e.g., masters or higher) from a U.S. regionally-accredited institution with a GPA of 3.5 or higher;
2. A combination of an undergraduate GPA of 3.25 or higher from a U.S. regionally-accredited institution, at least five years of management experience, and at least 7 years of work experience in total;
3. A combination of an undergraduate GPA of 3.25 or higher from a U.S. regionally-accredited institution, and active (or current) certification of ongoing continuing education (i.e., CPA, CMA, CIA, PHR, SPHR)).

If upon review by the Admissions Committee, the applicant is considered admissible without a GMAT/GRE score, then the GMAT/GRE requirement will be waived. An applicant may also request a personal interview.

Note: A GMAT preparation course is available through the Office of Community and Professional Education (<https://www.neiu.edu/academics/our-centers-and-programs/community-and-professional-education/>) (CAPE).

Course Scheduling

All MBA Core courses being offered are scheduled on the evenings of workdays while electives are generally offered Online (self-paced). The College of Business and Technology makes an effort to schedule the graduate courses by following a predictable pattern. Students are cautioned to consult with the MBA Program Advisor, make course choices carefully, and plan well in advance so that program completion will not be delayed.

Additional information for the MBA Program can be found on the website of the College of Business and Technology (<https://www.neiu.edu/academics/college-of-business-and-technology/>).

MBA Program Requirements

Cores and Capstone --- 24 cr.

All MBA students are required to finish the following **EIGHT** courses.

Code	Title	Hours
ABF-403	Management Of Information Systems & Technology	3
ACTG-402	Managerial Accounting	3
FINA-402	Issues In Corporate Finance	3
MKTG-402	Marketing Management	3
MNGT-402	Applied Business Research	3
MNGT-403	Leadership And Organizational Behavior	3
MNGT-404	Operations Management	3
MNGT-502	Business Policy And Strategy	3
Total Hours		24

Electives --- 9 cr.

Each MBA student is required to take **THREE** elective courses from the list below. Students may choose any combination of three courses for the general MBA. If they choose to concentrate in one of the areas offered, they are required to choose all three courses from that area.

Code	Title	Hours
General MBA - Take 3 classes from any area (9 hrs.)		
ACTG-406	Governmental & Not-For-Profit Accounting	3
ACTG-407	Auditing Theory And Practice	3
ACTG-409	Forensic And Investigative Accounting	3
ACTG-412	Accounting For Planning And Control	3
ACTG-421	Current Topics In Financial Accounting	3
ACTG-422	Financial Statement Analysis	3
ACTG-430	Research Methodology In Accounting	3
ACTG-440	Tax Research And Procedure	3
ACTG-441	Estate, Gift And Trust Taxation	3
COBM-482	Business Internship/ Practicum For Graduate Students	3
ENTREPRENEURSHIP CONCENTRATION (9 hrs.)		
MNGT-474	Human Resources Policy And Decision Making	3
MNGT-480	Entrepreneurship	3
MNGT-487	Strategy And Organization	3
MNGT-489	Management Of Organizational Change	3
MNGT-490	Innovation And Creativity	3
FINANCE CONCENTRATION (9 hrs.)		
FINA-462	Investment Strategies	3
FINA-469	Mergers And Acquisitions	3
FINA-470	Corporate Financial Strategy	3
FINA-474	Seminar On Futures And Options Markets	3
FINA-475	Management Of Financial Institutions	3
GLOBAL/INTERNATIONAL CONCENTRATION (9 hrs.)		
ACTG-480	Issues In International Accounting And Multinational Business Operations	3
BLAW-410	International Business Law	3
FINA-471	International Financial Management	3
MNGT-481	International Management	3
MNGT-498	International Business	3
MKTG-458	Global Marketing	3
HUMAN RESOURCES MANAGEMENT CONCENTRATION (9 hrs)		
MNGT-474	Human Resources Policy And Decision Making	3

HRD-400	Hrd And The Organization	3
HRD-403	Leadership & Political Savvy In The Workplace	3
HRD-407	Measurement And Evaluation In Hrd	3
HRD-410	Talent Management	3
HRD-415	Seminar In Human Resource Development- Organizational Development	3
HRD-418E	Topical Seminar In Global/Cultural Issues In Human Resource Development	3
HRD-418F	Topical Seminar: Group Dynamics In Human Resource Development	3
INFORMATION TECHNOLOGY CONCENTRATION (9 hrs.)		
ACTG-408	Information Technology Auditing	3
ACTG-451	Accounting Information Systems	3
CS-401	Software Engineering	3
CS-415	Design Of Data Base Systems	3
CS-419	Informatics	3
CS-423	Enterprise Architecture & IT Strategy	3
MARKETING CONCENTRATION (9 hrs.)		
MKTG-451	Consumer Behavior And Marketing Action	3
MKTG-452	Advertising Management	3
MKTG-453	Marketing Research - Techniques And Applications	3
MKTG-454	Digital Marketing Strategy	3
MKTG-458	Global Marketing	3
MKTG-461	Services Marketing Management	3
PUBLIC HEALTH CONCENTRATION (9 Hrs.)		
PH-400	Introduction To Public Health	3
PH-450	Health Care Program And Services Administration	3
PH-460	Design And Development Of Public Health Programs	3
• Note: Students may earn a Certificate in Public Health with only 3 additional courses from the PH Graduate Program		
SPORTS/EXERCISE MANAGEMENT CONCENTRATION (9 hrs.)		
EXSC-404	Exercise Testing And Prescription	3
EXSC-413	Development And Management Of Physical Education, Recreation, And Sport Programs	3
EXSC-418	Current Topics In Exercise And Sport Science	3
EXSC-419	Psychology Of Exercise & Health Behaviors	3
EXSC-427	Adapted Physical Education, Recreation, And Sport Programs	3
PEMT-400	Adventure Education	3

Managerial Competencies

Prior to enrolling in MBA cores and/or electives, students must demonstrate certain managerial competencies. This requirement can be fulfilled by completing, with an average GPA of 3.0 or higher, four graduate-level courses given below:

- COBM 401 Accounting for Managers
- COBM 402 Business Economics and Finance for Managers
- COBM 403 Topics in Management and Marketing
- COBM 404 Business Statistics and Operations Decisions for Managers

The managerial competencies can also be satisfied by having successfully completed equivalent coursework from a regionally-accredited institution. For example, the corresponding conversion table for NEIU undergraduate coursework is given below.

Graduate-Level Courses	Prior Coursework at Undergraduate Level
COBM-401 Accounting for Managers	ACTG-201 and ACTG-202
COBM-402 Business Economics and Finance for Managers	FINA-360 and ECON-215
COBM-403 Topics in Management and Marketing	MNGT-370 and MKTG-350
COBM-404 Business Statistics and Operations Decisions for Managers	MNGT-368 and MNGT-377