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College of Business Administration  
**MBA Program**

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**Contacts:**

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MBA Curriculum/Scheduling Advisors, for General Information, Registration or for appointments send an email to [mba@uno.edu](mailto:mba@uno.edu) or call advisors at **(504)280-6279**.

**Office Hours:**

9:00am – 6:00pm Monday - Thursday

9:00am – 1:00pm Friday

**Advising and Information Appointments:**

9:00am – 5:30pm Monday - Thursday

Kirschman Hall, Room 301

**NO APPOINTMENTS OR ADVISING ON FRIDAYS.**

IMPORTANT: New students will have an “advisory hold” on the first registration, and must contact [mba@uno.edu](mailto:mba@uno.edu) for an appointment.

Registration can be done on WEB STAR at <http://www.uno.edu>.

**UNO website:**

[www.uno.edu](http://www.uno.edu)

**MBA website:**

[www.UNOMBA.com](http://www.UNOMBA.com)

***Our Vision***

It is the vision of the College of Business to serve the New Orleans metro area in much the same way that the great urban public universities of the south – including the University of Houston and Georgia State University – serve their metro areas. Accomplishing that vision would include developing an outstanding MBA program that is responsive to our community’s needs as our flagship program. In addition, we must continue to serve the undergraduate business education needs in a community that has a documented need for entry level college trained employees. However, our efforts in the undergraduate area should be highly focused, broad-based functional area education with a goal of maintaining our current level of undergraduate commitment. State-of-the-art executive programs in several fields and international programs would also be a critical part of our offerings.

Research centers in areas relevant to the area business and government communities would be added. Those could include, but not be limited to: a Tourism Research Center, a Logistics Research Center (emphasizing inter-modal transportation research), an Entrepreneurship Research Center, a Center for the Study of Resource Prices, and a Center for the Study of Information Technology. Selective Ph.D. programs would be included as part of the overall course offerings at a time when the resources would allow these programs.

***Our Mission***

In support of the University of New Orleans’s mission, the College of Business will provide high quality undergraduate and graduate business education, intellectual contributions, and related services that are valued by and will continuously improve the local, regional, and global communities of our stakeholders.

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## ABOUT THE MBA PROGRAM

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The MBA Degree Program is designed to prepare students for superior administrative positions in both the private and public sectors. Students are provided a broad preparation in business administration with an option to concentrate in specific business areas. Emphasis is placed on the development of analytical abilities. Specialized concentrations are available in the areas of:

- ✓ **FINANCE**
- ✓ **HEALTH CARE MANAGEMENT**
- ✓ **HOTEL-RESTAURANT-TOURISM**
- ✓ **HUMAN RESOURCE MANAGEMENT**
- ✓ **INTERNATIONAL BUSINESS**
- ✓ **MANAGEMENT INFORMATION SYSTEMS**
- ✓ **MARKETING**
- ✓ **TECHNOLOGY MANAGEMENT**

The MBA Program is designed to satisfy the needs of students with undergraduate degrees in areas other than business administration, as well as those with business administration degrees. To provide a background for the successful study of business at the graduate level, a series of foundation courses or their equivalents must be completed before courses for graduate credit can be taken. All, or a part, of the foundation-core course requirements may be fulfilled by courses taken at universities other than the University of New Orleans. Students with undergraduate degrees in business usually have satisfied all, or most, of the foundation course requirements. Also, students may pursue the MBA Degree on either a full-time basis or a part-time basis, or through the 17-month Executive track (EMBA). MBA courses are offered on weekday evenings and the Program can be initiated in any semester.

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## THE UNIVERSITY

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The University of New Orleans, a member of the Louisiana State University System, is located on the southern shore of Lake Pontchartrain in an attractive residential area that is convenient to the financial, commercial, and port sections of the City of New Orleans. The tract of lakefront property upon which the University is situated is among some of the most scenic and valuable real estate in New Orleans. Adding to the modern academic environment of the University are the educational, cultural, business, and recreational opportunities, which abound in New Orleans.

The University of New Orleans maintains high standards of academic excellence. Both the undergraduate and graduate programs in business fields

are accredited by the Association to Advance Collegiate Schools of Business (AACSB International).

The University operates three sessions per year (beginning in August, January, and June). The Fall and Spring Semesters meet for approximately 14 weeks; the summer semester for approximately 7 weeks. Occasionally, courses are offered in “mini-sessions” between the Spring and Summer sessions.

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## ADMISSION REQUIREMENTS

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Admission to the MBA Program is at the discretion of the College of Business Administration’s Committee on Graduate Admissions and the Dean of the Graduate School. Applicants are normally admitted if they have: a baccalaureate degree from an accredited university or equivalent; a minimum undergraduate grade point average of 2.75; a score of 450 or above on the GMAT and a total of at least 1050 points, based on the following formula:

Overall Undergraduate Grade Point Average (UGPA) times 200 + GMAT total score to equal 1050 points (based on a 4.0 grade point system), or 1100 points based on the formula of 200 times the upper division (last 60 semester hours) grade point average (4.0 system), plus the GMAT score. Here are some formula examples:

$$\underline{2.75 (200) + 500 = 1050}$$

$$\underline{2.8 (200) + 490 = 1050}$$

$$\underline{2.85 (200) + 480 = 1050}$$

$$\underline{2.9 (200) + 470 = 1050}$$

$$\underline{2.95 (200) + 460 = 1050}$$

$$\underline{3.0 (200) + 450 = 1050}$$

3.01 to 4.0 need a 450 GMAT minimum

In addition, applicants must have maintained at least a 3.0 GPA (4.0 system) for all graduate work previously taken. Applicants whose native language is not English must achieve a minimum score of 550 (written test) or 213 (computer test) on the Test of English as a Foreign Language (TOEFL), and a minimum score of 50 (written test) or 16 (computer test) on Section I of the TOEFL. The TOEFL requirement may be waived if the applicant has earned a degree in an English-speaking institution. Students scoring below 650 on the TOEFL will be required to take an English Second Language (ESL) evaluation to determine if English courses are required.

Admission to the Executive MBA program is based upon academic and professional qualifications. For details, please contact Executive Education at 504-280-3215.

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## GRADUATE ASSISTANTSHIPS

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A limited number of Graduate Assistantships (GA's) are awarded on a competitive basis to graduate students with outstanding academic credentials. These assistantships involve 20 hours of work per week in one of the academic, administrative, or research units in the College of Business. GA's in the academic departments are 9-month appointments and those in the Division of Business and Economic Research, the Center for Economic Development, and the College of Business Administration's Office are 12-month appointments. Assistantships become available each term as holders of assistantships graduate, and are very competitive. NOTE: All those applying must have been admitted to a College of Business Graduate Program and have met all requirements.

GA's normally are allowed to enroll in a maximum of twelve semester hours of courses during Fall or Spring terms. Current stipends are around \$6,000 for 9-month appointments and \$9,000 for twelve-month appointments. Assistants pay in-state fees; out-of-state fees are waived. Information regarding other forms of financial aid, particularly student loans, are available from the Student Financial Aid Office, Administration Building, Room 1005, University of New Orleans, LA 70148. Apply for GA position on our web site: <http://business.uno.edu/mba/gaform.html>

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## HOUSING

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The University of New Orleans offers dormitory facilities and private apartments for single students who wish to reside on campus and also provides a limited number of married student apartments. Ponchartrain Hall dorms (new) or Privateer Place Apartments are available for housing on campus. Requests for information regarding campus housing should be sent to: [studenthousing@uno.edu](mailto:studenthousing@uno.edu)

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## GRADUATE CATALOG AND UNO WEB-SITE

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For current Schedule Bulletin of classes and other pertinent information, please contact our web-site: <http://www.uno.edu>

A UNO Catalog that provides full details pertaining to the MBA Program and the UNO Graduate School, and a description of all courses that can be applied toward the Graduate Curriculum in the MBA Program can be obtained online at <http://registrar.uno.edu/catalog/>.

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## CAREER DEVELOPMENT

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The University maintains a centralized career planning and placement center. Through Career Development Office, the University makes available to its students: alumni information and materials on career development and employment opportunities, provides employment counseling, and schedules interviews with representatives from business, industry, government, and education who visit the campus, primarily during the Fall and Spring terms, to interview students for career employment. Students nearing completion of their work are encouraged to register with the Career Development Office early during the preceding term that the degree is to be awarded. [www.career.uno.edu](http://www.career.uno.edu)

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## COMPUTER FACILITIES

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The University's Computer Research Center provides sophisticated computing services to the academic community from a modern central facility. A campus-wide local area network (LAN) links this facility to several other computer facilities on campus. The central facility has a Digital Equipment Corporation VAS 7620 computer and associated peripheral equipment. The campus-wide LAN is one of the most comprehensive institution-based networks in the United States with over 500 access ports from all major buildings on campus.

The College of Business Administration has a computer installation that has over 80 terminals that access the University's Computer Research Center. Computer labs are available for undergraduate and graduate students in the second floor of Kirschman Hall. Free wireless Internet connection is available.

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## APPLICATIONS FOR GMAT/TOEFL

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You can sign up for the GMAT online at [www.mba.com](http://www.mba.com) or at the Pearson's Vue website, [www.vue.com](http://www.vue.com). You can schedule an appointment to take the test at Pearson's Vue, located at 2800 Veterans Blvd. Be sure to have your official GMAT score sent to UNO.

For more information on testing, call (in the U.S. and Canada) 1-800-GMAT-NOW to schedule tests and to order preparation materials. International sites are listed in the GMAT books. TOEFL books may be obtained at the international sites and at UNO's Bookstore.

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## THE MBA PROGRAM

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MBA Program consists of a minimum of 57 credit hours:

**Foundation Core Courses** 24 hrs.

**Advanced Core Courses** 33 hrs.

Foundation-level courses may be waived for AACSB business undergraduates, with a grade of "C" or better. The foundation core courses are not counted for graduate credit and must be taken before any of the advanced-core courses.

The MBA degree at UNO can also be obtained in 17 months through the Executive MBA program (EMBA). Details on the EMBA can be found later in this document.

### **FOUNDATION-CORE COURSES**

Total: 24 credit hours

#### ■ FOUNDATION REQUIREMENTS

You may not receive graduate credit for any 4400 foundation courses nor MANG 4401.

***You must complete your foundations before enrolling in any 6000-level graduate courses.***

#### **ACCT 4400: Survey of Financial Accounting** **3 credit hours**

A user-oriented approach to the fundamentals of financial accounting. Emphasis will be placed on the interpretation of financial information and on the measurement of product costs, as well as the consequences of business decisions. Not open to College of Business undergraduate majors or to graduate Accounting students. This course may not be taken for graduate credit, and it is advisable to take ACCT 4400 before enrolling in FIN 4400.

#### **BA 4400: Legal Environment of Business I and Business Ethics** **3 credit hours**

This course includes the nature and function of law and legal institutions in society, with emphasis on those areas of law most relevant to business operations. Topics include the court systems, torts, the Constitution and business administration agencies, international law, labor law, antitrust law, environmental law, and business ethics. (Not open to College of Business undergraduate majors or to graduate Accounting students.)

#### **ECON 4400: Principles of Micro and Macro Economics** **3 credit hours**

This course gives the economic foundation needed for managerial decision-making and is designed to prepare students for graduate study in Business Administration. It deals with the problem of scarcity and of how choices

are made by individuals, businesses, and governments. The course is not open to College of Business undergraduate majors or Liberal Arts Economics majors, and may not be taken for graduate credit.

#### **FIN 4400: Principles of Financial Mgmt & Intro to Financial Management Skills** **3 credit hours**

This course introduces students to investment, financing and dividend decisions of business firms, and includes financial decision-making management skills. Not open to business undergraduate majors and not for graduate credit.

NOTE: ACCT 4400 should be taken before FIN 4400

#### **MANG 4400: Intro to Management & Behavior in Organizations & Management Information Systems** **3 credit hours**

This course is a survey of basic management topics in organization behavior, management information systems, and operations management. It provides an introduction to fundamental management concepts for pre-MBA students who have not had prior course work in these areas. Not open to business undergraduate majors and not for graduate credit.

#### **MKT 4400: Principles of Marketing & Introduction to Marketing Management Skills** **3 credit hours**

This course is designed to prepare students without undergraduate business degrees with the skills, knowledge, and vocabulary necessary to successfully enter the MBA Program. The course consists of the principles of marketing and marketing management skills and takes an application approach to the development of marketing skills and knowledge. Not open to undergraduate business majors and not for graduate credit.

#### **QMBE 4400: Introduction and Intermediate Business & Economic Statistics** **3 credit hours**

This course gives the statistical foundation needed for managerial decision-making and is designed to prepare students for graduate study in Business Administration. It will cover topics in probability, random variables, sampling theory, statistical inference and regression analysis. NOTE: Not open to College of Business undergraduate majors. May not be taken for graduate credit.

**MANG 440I: Selected Topics in Business Communication**

**3 credit hours**

This course is for those students who fall below the GMAT formula for the verbal and analytical writing areas. Anyone falling below the required 65 points [(based upon Verbal + (10 x AWA)] will be required to take this course. See one of the MBA Advisors to see if you will need to take this course. SEE ADVISOR FOR DIAGNOSTIC EXAM.

Course Description: A course designed for MBA students to improve their writing, speaking, and computer skills. Emphasis will be placed on the composition, preparation, and presentation of written reports and oral presentations. Computers will be used to research, design, and output both written reports and oral presentations. This course is not open to undergraduate students in the College of Business and may not be taken for graduate credit.

**ADVANCED-CORE COURSES**

**Total: 33 credit hours**

The ACCT 6130\*\* is a part of the foundation core but is a grad-level course and should be taken in the first semester of the Advanced-Core.

**ACCT 6130: Advanced Accounting Analysis for Decision Making**

**3 credit hours**

Offered each semester. Prerequisite: ACCT 2100 or ACCT 4400. A study of the analysis of accounting and other data relating to alternative business possibilities as an aid to management decision making. Not open to students in the MS-Accounting Program or students who have an undergraduate degree in accounting.

Other choices for Accounting Undergraduates might be ACCT 6125, 6133, 6151, 6153, 6159, 6190, etc. Any courses in Auditing must be previously approved by the Accounting Department. NOTE: This course is considered a part of the foundation core, and must be taken in the first semester of graduate course enrollment.

**ECON 6200: Managerial Economics**

**3 credit hours**

Prerequisites: ECON 2203 and ECON 2204 or ECON 4400, QMBE 2785 and QMBE 2786 or QMBE 4400 or equivalent. Offered each semester. Survey of work assignments expected from economists in industry and government; stress is placed on practical case applications of economic analysis in solving business, labor, and government problems.

**BA 6780: Survey of Decision Making Tools for Managers**

**3 credit hours**

Prerequisites: QMBE 2785 and QMBE 2786 or QMBE 4400 or consent of department. This course is a survey of decision-making tools for business managers and students. Emphasis is on applying basic analytical, quantitative, and qualitative tools in the decision making process. (NOTE: This course must be taken before taking MANG 6476.)

**OR**

**QMBE 6780: Operations Research**

**3 credit hours**

Prerequisites: QMBE 2785 and QMBE 2786 or QMBE 4400. This course is an introduction to solving quantitative problems in business and government organizations. It includes linear programming and the simplex algorithm; duality; assignment and transportation problems; integer programming; goal programming; non-linear programming using LaGrange multipliers and the Kuhn-Tucker method; Markov chains; simulation; Von Neumann-Morgenstern analyses of utility, games and decisions. (NOTE: This course must be taken before taking MANG 6476.)

**MANG 640I: Seminar in Organizational Behavior**

**3 credit hours**

Prerequisite: MANG 340I or MANG 4400 or ENMG 610I or consent of instructor. A study of organizational behavior across all levels of organizational life: individual, interpersonal, group, organizational, and societal. Problems discussed and dealt with include motivation, communications, leadership, group dynamics, power, organizational structures and design, and various types of environmental constraints including competition, markets, and governmental regulations. Lecture, discussion, group problem solving, and project reports are included in instructional methodology.

**FIN 6300: Financial Administration**

**3 credit hours**

Offered each semester. Prerequisites: QMBE 2785 and QMBE 2786 or QMBE 4400, FIN 3300 or FIN 4400, and credit for or concurrent registration in ACCT 6130. Study of advanced principles and practices in the administration of the financial affairs of business enterprises. Emphasis on efficient use of financial affairs of business enterprises. Emphasis on efficient use of financial resources, evaluation of investment project capital budgeting, and maintenance of credit-worthiness. (NOTE: FIN 6300 must be taken before taking any Finance Concentration approved electives.)

### **MANG 6476: Operations Management**

#### **3 credit hours**

Prerequisite: BA 6780 or QMBE 6780 or ENMG 6112 or consent of department. A study of techniques used in the analysis, design, and control of organizational operations. Emphasis is on total quality management of manufacturing and service sector operations. Forecasting, inventory control, layout and location, queuing, automation and JIT are discussed, as well as cases and computer programs for operations management.

### **MKT 6503: Marketing Problem Analysis**

#### **3 credit hours**

Prerequisite: MKT 3501 or MKT 4400 or ENMG 6101 or consent of department. Development of the ability to solve marketing problems using case method. Emphasis is given to the use of data obtained from business firms. NOTE: Recommend taking ACCT 6130, ECON 6200 and BA 6780 or QMBE 6780 prior to MKT 6503.

### **MANG 6480: Seminar in Business Policies**

#### **(Capstone Course)**

#### **3 credit hours**

Open to MBA and MS-Accounting candidates in their Graduating semester ONLY. A study of business policies integrating the functions of all fields of business administration. The course is designed to give the student the top management viewpoint of the operation of the business enterprise. Strategy development and implementation are emphasized. NOTE: The MBA or OFFICE must enroll you in this course once you have submitted an Application for Degree.

### **ELECTIVE COURSES**

You may:

- 1) take three approved 6000-level courses; or
- 2) take one approved 4000-level business course and two approved 6000-level courses for graduate credit; or
- 3) obtain one or more concentrations in Finance, Health Care Management, Hotel-Restaurant & Tourism, Human Resource Mgmt, International Business, Management Information Systems, Marketing, Real Estate Finance, or Technology Management.

NOTE: Before making the decision to select electives not listed in the Course Schedule, please see an MBA Advisor. Courses listed as approved in our current list of Concentrations are appropriate electives; ones not listed, or outside COBA, must have prior approval.

### **SPECIAL NOTES:**

1. Candidates with undergrad degree in Accounting or who have completed a substantial number of Acctg courses will be required to choose an alternate Acctg 6000-level course for ACCT 6130.
2. Electives must be approved by the MBA Program Coordinator.
3. A grade of C or higher is necessary for any course to be accepted for credit. A C grade is considered below the standard normally expected of a graduate student. The following academic standards apply to course work taken after admission to the Graduate School: a student should maintain a cumulative average of 3.0 in graduate-level work, and at 2.0 in foundation work. A student's failure to maintain a cumulative average of 3.0 on all graduate-level courses will result in a probationary status. In some probationary cases, a student may be "dropped for failure," and be required to stay out a major semester (Fall or Spring).
4. As a minimum, a student must present at least 30 semester hours of graduate-level work in courses numbered 6000-level or above. Within the 33 required semester hours, a student may take one 4000-level graduate approved elective with special permission. Foundation-core, 4400-level courses do not count for graduate credit. Student must have a cumulative GPA of at least 3.0 on all course work taken to fulfill Graduate Curriculum requirements.

## **MBA CONCENTRATIONS**

- ✓ **FINANCE**
- ✓ **HEALTH CARE MANAGEMENT**
- ✓ **HOTEL-RESTAURANT-TOURISM**
- ✓ **HUMAN RESOURCE MANAGEMENT**
- ✓ **INTERNATIONAL BUSINESS**
- ✓ **MANAGEMENT INFORMATION SYSTEMS**
- ✓ **MARKETING**
- ✓ **TECHNOLOGY MANAGEMENT (18 hrs)**

Get the listing of courses for the MBA concentrations in the Kirschman Hall 301.

### **EXECUTIVE MBA PROGRAM**

For professionals seeking a fast-paced alternative, UNO offers the 17-month Executive-track of the MBA program. Classes are held on Saturdays & Sundays of every-other-week, in order to minimize workplace disruption. For details, contact the Executive Education Department at 504-280-3215, or email: [emba@uno.edu](mailto:emba@uno.edu)

# University of New Orleans

## MASTER OF BUSINESS ADMINISTRATION CURRICULUM

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### Foundation Core Courses (8)

ACCT	4400	Survey of Financial Accounting	3 cr
ECON	4400	Principles of Micro and Macro Economics	3 cr
FIN	4400	Principles of Financial Management & Introduction to Financial Management Skills	3 cr
MANG	4400	Introduction to Management & Behavior in Organizations & Management Information Systems	3 cr
MKT	4400	Principles of Marketing & Introduction to Marketing Management Skills	3 cr
QMBE	4400	Introduction & Intermediate Business & Economic Statistics	3 cr
BA	4400	Legal Environment of Business and Ethics	3 cr
MANG	4401	Selected Topics in Business Communication	<u>3 cr</u>
(This course is required for students with low verbal and analytical scores on GMAT)			<b>24 cr</b>

\*Foundations can be waived if a student has a business undergraduate degree and a C or higher grade in each course.

### Advanced Core Courses (11)

ACCT	6130(1)	Advanced Accounting Analysis for Decision-Making	3 cr
ECON	6200	Managerial Economics	3 cr
BA	6780	Survey of Decision Making Tools for Managers	
	or		
QMBE	6780	Operations Research	3 cr
MANG	6401	Seminar in Organizational Behavior	3 cr
FIN	6300	Financial Administration	
MANG	6476	Operations Management	3 cr
MKT	6503	Marketing Problem Analysis	3 cr
Elective		Approved Course or Concentration Course	3 cr
Elective		Approved Course or Concentration Course	3 cr
Elective		Approved Course or Concentration Course	3 cr
MANG	6480	Seminar in Business Policies	<u>3 cr</u>
			<b>33 cr</b>

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#### Notes:

(1) Candidates with an undergraduate degree in Accounting or who have completed a substantial number of accounting courses will be required to substitute a three-hour approved accounting 6000-level course.

Electives must be approved by the coordinator of the MBA Program.

A grade of C or higher is necessary for any foundation course to be accepted for credit. A grade of C or better is required for all foundation courses.

A student must present at least a minimum of **33** semester hours of work in courses numbered 6000 or above (exception: one approved, 4000G graduate-level course may be substituted). A student must have a cumulative grade point average of at least 3.0 on all graduate-level course work taken to fulfill Graduate Curriculum requirements.

MANG 6480(capstone) can ONLY be taken in your Graduating semester. If Graduation is postponed because a student drops an MBA course other than MANG 6480 in their original Graduating semester, then the student MUST drop MANG 6480. Failure to do so will oblige the MBA department to administratively drop that course from the student's schedule.