

M.B.A. – Business Administration

On-Campus M.B.A. Degree Program

The on-campus M.B.A. Degree is designed primarily for working professionals who wish to pursue advanced studies in business to expand their business management knowledge and enhance their employment opportunities. An M.B.A. degree candidate is expected to be able to understand and apply a variety of organizational, managerial, and analytical skills. Additionally, candidates are expected to be knowledgeable in current business literature and trends. Depending on a student's prior academic background, the program will take 30-51 semester credit hours to complete. On-campus M.B.A. classes typically meet in the evenings or on weekends to accommodate the needs of working professionals. For course descriptions and other information related to graduate studies visit our website at <http://www.utb.edu/graduatestudies>.

Admission Requirements

Evidence of academic achievement and potential for advanced study and research is required for graduate admission. Specific criteria for Unconditional Admission for Master's degree seeking students in Business Administration are:

- Undergraduate GPA of 3.0
- GMAT score of 400 or
- GRE score of 400 on Verbal, 400 on Quantitative, and 4.0 on the Analytical
- GPA of 3.0 in the Foundation courses

Applicants with an undergraduate GPA of at least 2.5 and/or GRE scores lower than those specified are also encouraged to apply.

Notification of decisions on graduate admission is made by the Office of Graduate Studies based on the admission criteria and recommendation of the academic department. Information related to application procedures and deadlines is available at the Office of Graduate Studies.



M.B.A. Prerequisite Competencies

The following prerequisite competencies are required of students applying to the M.B.A. program:

Computer Literacy - Equivalent to COSC 1305, or three (3) credit hours of BMIS courses
College Algebra - Equivalent to MATH 1314 or MATH 1324
Statistics - Equivalent to BUSI 3341 or BUSIU 2341 (BUSIU 2341 includes a required 1-hr computer lab)

Knowledge in these areas can be demonstrated by the specified UTB/TSC courses, equivalent coursework at an accredited university, or CLEP exam. In the case of computer literacy, the M.B.A. Director may consider substantial work experience in making the determination of a course waiver. The M.B.A. Program Director will make all waiver determination under the authority of the Dean of the School of Business and in accordance with the academic policies established by the Graduate Faculty of the School of Business.

M.B.A. Foundation Courses

M.B.A. Foundation knowledge includes up to 21 hours of coursework. Any or all of these courses and credit hours may be waived if equivalent knowledge has been mastered in substantially similar, coursework within the seven-year limit on transfer credits at an accredited institution, with a grade of "B" or better.

Course	Title	Credit Hours
ACCT 6301	Accounting for Managers	3 hours
BLAW 6301	Legal Environment of Business	3 hours
BMIS 6301	Quantitative Analysis for Business Decisions	3 hours
ECON 6301	Business Economics	3 hours
FINA 6301	Financial Management	3 hours
MANA 6301	Management	3 hours
MARK 6301	Marketing	3 hours

Total SCH 21 hours

Questions of applicability of coursework and waivers from other institutions will be evaluated by the M.B.A. Program Director under the direction of the Dean of the School of Business.



Advisor

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M.B.A. Core Courses

M.B.A core courses (30 semester hours) offer students advanced and integrated knowledge and tools for successful business analysis and implementation. Specific areas of study include business research methods, strategic utilization of information technology, and administrative policy, along with other required and elective courses. All students must complete the Core courses.

Course waivers are not usually granted for Core courses. However, if a substantially similar course has been successfully completed (e.g., with a grade of "A" or "B") from an accredited institution recognized by the University of Texas at Brownsville within seven years of the planned graduation date, a course substitution or transfer credit may be considered.

Questions of applicability of coursework and course substitutions or transfer credits will be evaluated by the M.B.A Program Director under the direction of the Dean of the School of Business.

Course	Title	Credit Hours
ACCT 6315	Accounting & Financial Analysis	3 hours
BUSI 6310	Business Research	3 hours
FINA 6320	Topics in Financial Management	3 hours
MANA 6320	Management and Behavior in Organization	3 hours
BMIS 6350	Information Technology for Managers	3 hours
MANA 6360	Production & Operations Management	3 hours
MARK 6330	Marketing Management	3 hours
BUSI 6390	Strategic Management	3 hours
(Capstone Course – taken after substantially all other required courses have been completed)		
Elective	M.B.A. Elective	3 hours
Elective	M.B.A. Elective	3 hours
Total Core Hours Required		30 hours

M.B.A. Elective Courses

Two M.B.A. business elective courses are required for completion of this MBA Program. They cover a variety of topics and give students an opportunity to gain more in-depth knowledge of certain business topics.

Course	Title	Credit Hours
ACCT 5323	Contemporary Accounting Theory	3 hours
ACCT 5325	Tax Treatment of Capital Assets	3 hours
ACCT 5329	Corporate and Partnership Tax	3 hours
ACCT 5331	Estate and Gift Taxation	3 hours
ACCT 5351	Fraud Examination	3 hours
ACCT 6321	Strategic Cost Management	3 hours
ACCT 6323	Accounting Seminar (specific topics may change)	3 hours
ACCT 6330	Seminar in Auditing	3 hours
ACCT 5380	International Accounting	3 hours
BLAW 6303	Business Law II	3 hours
BLAW 6305	Comparative Business Law	3 hours
BUSI 6325	Entrepreneurship and Innovation	3 hours
BUSI 6380	International Business	3 hours
ECON 6351	Economics Seminar (specific topics may change)	3 hours
FINA 6341	Finance Seminar (specific topics may change)	3 hours
MANA 6331	Human Resources Administration & Industrial Relations	3 hours
MANA 6332	Management Seminar (specific topics may change)	3 hours
MANA 6365	Supply Chain Management Strategy	3 hours
MANA 6376	Statistics in Business Decision Making	3 hours
MANA 6380	Business Ethics	3 hours
MARK 6371	Marketing Seminar (specific topics may change)	3 hours
MARK 6372	Marketing Strategy	3 hours



Careers

- Positions in Mid and Upper Level Management
- Business Consulting
- Small Business Management

“Getting my MBA has to be one of the smartest moves I’ve ever made. I was very fortunate to learn from both my instructors and classmates - most of which have many years of professional experience in their respective fields. UTB was the right choice because it’s located here in my own back yard. I embarked on a career in advertising and concurrently pursued my MBA. It was worth it. It has really opened doors for me.”

- Jesus de la Llata

Graduate Course Descriptions

ACCT 5323 Contemporary Accounting Theory
Contemporary advanced accounting and auditing theory, including controversial issues, with emphasis on income determination and asset valuation; special attention will be given to researching standard setting pronouncements from FASB, GASB, and other standard-setting bodies. There will also be a major research paper on an approved topic required as part of this course.
Prerequisite: ACCT 3322 (Intermediate II) with a grade of "C" or better. Lec 3, Cr 3

ACCT 5325 Tax Treatment of Capital Assets
This course will address tax treatment of active and passive business losses, determination of basis, recognition of gains and losses, treatment of capital and Section 1231 assets, recapture of depreciation, alternative minimum tax and tax credits. Prerequisite: ACCT 3323 (Income Tax Procedure) with a grade of "B" or better.

ACCT 5329 Corporate and Partnership Tax
This course addresses federal taxation of C corporations, S corporations, partnerships and limited liability companies. Consideration is given to formation, income, expenses, dividends, alternative minimum tax, mergers, partial liquidation & complete liquidation, allocation of income and basis. Prerequisite: ACCT 5325 (Tax Treatment of Capital Assets) with a grade of "B" or better. Lec. 3, Cr. 3

ACCT 5331 Estate and Gift Taxation
This course examines the computation of estate taxes, credits against tax, the gross estate valuation of the estate, deductions from the estate, generation skipping tax, use of trusts, insurance, and partnerships to minimize estate tax, computation of decedent's final income tax, the gift tax, present and future interest, charitable and giving to minimize estate tax. Prerequisite: ACCT 3323 (Income Tax Procedure) with a grade of "B" or better. Lec. 3, Cr. 3

ACCT 5351 Fraud Examination
An examination of various aspects of fraud prevention and detection including: elements of fraud, types of fraud involving accounting information, costs of fraud, use of controls to prevent fraud, and fraud examination and detection methods. Emphasis on case analysis and expert witness presentations. Prerequisite: ACCT 4324.

ACCT 6301 Accounting for Managers
An intensive examination of financial and managerial accounting theory and procedures and their application

in the generation of data for integrated financial and managerial accounting information systems. Includes an overview of the accounting cycle, analysis of financial statements, income determination and inventory valuation, cost allocation, and interpretations of financial information for managerial decision making. Lec 3, Cr 3

ACCT 6315 Accounting & Financial Analysis
This is an in-depth study of topics including analysis of financial statements, strategic investment and financing decisions, working capital management, financial instruments and multinational financial management.
Prerequisite: FINA 6301, Financial management, or equivalent Lec. 3, Cr. 3

ACCT 6321 Strategic Cost Management
This course will focus on planning aspects of the corporate finance function and developing critical thinking skills. Specific topics include allocations, financial modeling and decision-making, budgeting, customer profitability analysis, and performance measurement.
Prerequisite: Completion of ACCT 2402 with a grade of "B or better, or ACCT 6301 with a grade of "B" or better, or consent of instructor. Lec 3, Cr 3

ACCT 6323 Accounting Seminar
A study of current and special topics concerning accounting. Emphasis on literature from professional public accounting societies and governmental agencies. May be repeated for credit as topics vary. Prerequisite: ACCT 6301 or consent of instructor. Lec 3, Cr 3

ACCT 6330 Seminar in Auditing
Examination of auditing philosophy and contemporary issues. Study of auditing research including the behavioral aspects of auditing. Prerequisite: ACCT 4324, ACCT 6301, or consent of instructor. Lec 3, Cr 3

BLAW 6301 Legal Environment of Business
This course is an intensive study of the legal environment of business. The course begins with an overview of the court system, constitutional law and torts. It progresses into areas of law directly applicable to the business environment. Business topics will include contracts, sales, agency, partnerships, corporations, property, bankruptcy, and international law. Lec 3, Cr 3

BLAW 6302 Business Law for Educators
Business and education law, to include discussion of contracts, administrative law, agency, Americans with Disabilities Act, EEOC, environmental law, Open Meeting Act, Open Records Act, vouchers, and other current

topics. Lec 3, Cr 3

BLAW 6303 Business Law II

This course is a study of the rules of business law including corporation, partnership and limited liability corporation law, employment law, antitrust discrimination law, bankruptcy, consumer law, secured transactions, financial instruments, Uniform Commercial Code, contracts for purchase and sale of goods and regulation of business. Prerequisite: MBA Foundation courses completed. Lec 3, Cr 3

BLAW 6305 Comparative Business Law

Various areas of business law in the U.S. and Mexico will be compared. Issues include: contracting for international sale of goods, forms of business organizations, maquiladora laws, foreign trade zones, and NAFTA. MBA Foundation courses completed. Lec 3, Cr 3

BMIS 6301 Quantitative Analysis for Business Decisions

This course will review statistical techniques and multivariate statistics. It will also be an introduction to managerial decision analysis using quantitative tools. Topics to include a general framework for decision analysis, decision tables and trees, simulation, linear programming, classical optimization, forecasting and other probabilistic and statistical techniques. Prerequisite: BUSI 3341 (Statistics) or BUSIU 2241 (Statistics) with a grade of "B" or better.

BMIS 6350 Information Technology for Managers
alternative approaches to managing the resources (computers, network, data, people) that organizations utilize in applying information technology. The role of the use/manager in identifying opportunities, obtaining computer applications and creatively using information technology to improve personal and organizational performance. Prerequisite: 9 hours of M. B. A. Foundations requirements or permission of instructor. Lec 3, Cr 3.

BUSI 6101 Environments of Business

A broad exposure to the many environments and factors in the field of business administration. Introduction to a variety of managerial issues such as: shareholder equity, globalization, information explosion, quality systems, the case method, business media, ethics, and business research sources. Designed to be taken during or before the M.B.A. student's first semester. Lec 1, Cr 1

BUSI 6105 Current Issues in Business

Current issues in business, topics varied. Exploration of specific topics related to the business disciplines.

Examples include: Leadership, Ethics, Effective Communication, Quality Systems, Negotiation/ Arbitration, etc. Course may be repeated up to two times for credit, as topics vary. Lec 1, Cr 1

BUSI 6310 Business Research

Business research techniques & methodologies. Topics include identifying valid research activities, review of literature, data sources & collection, research design & methodology, computer statistical analysis, and written/oral communication of the research paper. ACCT 6301; BLAW 301, Legal Environment of Business; BMIS 6301, Quantitative Analysis for Business Decisions; ECON 6301, Business Economics; FINA 6301, Financial Management, MANA 6301, Management Theory, and MARK 6301 Lec 3, Cr 3.

BUSI 6325 Entrepreneurship & Innovation

A strategic approach to design and to implement entrepreneurial actions to discover profitable opportunities and to create valuable innovative offerings to exploit them in order to establish a competitive advantage for a new or for an existing firm. Prerequisites: ACCT 6301; BLAW 301, Legal Environment of Business; BMIS 6301, Quantitative Analysis for Business Decisions; ECON 6301, Business Economics; FINA 6301, Financial Management, MANA 6301, Management Theory, and MARK 6301 Lec 3, Cr 3.

BUSI 6380 International Business

Readings and cases in international business. Emphasizes the impact of comparative differences in the domestic and international business environments and operations, including the impact of historical, economic, cultural, and political foundations on operations. Special international business topics of unique contemporary importance are also studied. Prerequisite: Completion of M.B.A. Foundations requirements, or consent of instructor. Lec 3, Cr 3

BUSI 6390 Strategic Management

The course discusses and analyzes the decisions and actions that organizations take to create sustainable competitive advantage. The analysis is undertaken through the study of comprehensive integrative cases and/or through the utilization of simulations. This course should be taken during the last or next-to-last semester of the student's program. Prerequisite: ACCT 6301; BLAW 301, Legal Environment of Business; BMIS 6301, Quantitative Analysis for Business Decisions; ECON 6301, Business Economics; FINA 6301, Financial Management, MANA 6301, Management Theory, and MARK 6301 Lec 3,

Cr 3.

ECON 6301 Business Economics

The relationship among basic economic concepts and methods. The competitive market system, problems in resource allocation and economic efficiency, government regulations and the public sector, money and banking, unemployment and inflation in economic policy making. Lec 3, Cr 3

ECON 6351 Economics Seminar

Readings and discussion of selected topics in economics. May be repeated for credit as topics vary. Prerequisites: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

FINA 6301 Financial Management

The financial function of the firm and the specific responsibilities of the firm's financial manager. Emphasis is on financial decisions using managerial information systems as an integrating force to deliver planned results. This includes, but is not limited to, decisions affecting the internal management of the firm and the acquisition of new assets. Prerequisites: ACCT 6301 and ECON 6301. Lec 3, Cr 3

FINA 6320 Topics in Financial Management

The study of topics and cases which are extracted from managerial finance literature. The topics and cases will be selected from corporate finance, investment management, international finance, or/and financial institutions management. Prerequisites: FINA 6301, Financial Management, or equivalent. Lec 3, Cr 3.

FINA 6341 Finance Seminar

Readings, reports and discussion of selected topics in finance. May be repeated for credit as topics vary. Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

MANA 6301 Management

Basic exploration of organizations and their environment. A study is made of the elementary tools of management include planning, organizing, leading and control. Lec 3, Cr 3

MANA 6320 Management and Behavior in Organization

A study is made of the processes and techniques used to get work done through others in organizations. Topics include motivation, leadership, communication, decision-making, group behavior and change. Cross-cultural applications are considered. Prerequisite: MBA

foundation courses completed. Lec 3, Cr 3

MANA 6331 Human Resources Administration and Industrial Relations

An analysis of the functions of human resources administration and the relationship between the personnel-industrial relations system and the total organization system. Contemporary industrial relations, philosophies and practices.

Prerequisite: MBA foundation courses completed. Lec 3, Cr 3

MANA 6332 Management Seminar

Intensive analysis of management issues. Topics vary by semester and may include organization behavior, organizational theory, ethics, human resource management and strategic management. This course may be repeated for credit as topic varies. Prerequisite: MBA foundation courses completed. Lec 3, Cr 3

MANA 6360 Production & Operations Management

Focus on the role of the production function in the business system and study of production system operations. Emphasis is placed on production system design, integration of system inputs, outputs, and transformations, and computer applications to decision processes utilized in managing operations and achieving optimal production. Prerequisites: ACCT 6301; BLAW 301, Legal Environment of Business; BMIS 6301, Quantitative Analysis for Business Decisions; ECON 6301, Business Economics; FINA 6301, Financial Management, MANA 6301, Management Theory, and MARK 6301 Lec 3, Cr 3.

MANA 6365 Supply Chain Management Strategy

This course allows the students to develop an understanding of key design and operational issues in supply chain management. The following topics are covered with emphasis on "Best Practices": logistics network design, warehousing, transportation, procurement, facilities, inventory rationalization, human factors, and supply chain execution software. Prerequisites: ACCT 6301; BLAW 301, Legal Environment of Business; BMIS 6301, Quantitative Analysis for Business Decisions; ECON 6301, Business Economics; FINA 6301, Financial Management, MANA 6301, Management Theory, and MARK 6301 Lec 3, Cr 3.

MANA 6380 Business Ethics

The course attempts to develop our students' ability to recognize moral issues in business situations and the ability to make a judgement as to which action is morally correct. To accomplish this goal, the course reviews the

basic moral principles that can be used to resolve moral dilemmas. It then asks students to analyze business cases to discover the ethical issues involved in the case, and to propose a solution that is consistent with ethical principles and business values.

Lec. 3, Cr. 3

MARK 6301 Marketing

Managing the creation, pricing, promotion, and distribution of goods and services, including special attention to the consumer's needs while maintaining profitability. Theory and case-style application. Issues include: target markets, product positioning, environmental effects on the firm's marketing decision making. Lec 3, Cr 3

MARK 6330 Marketing Management

This course is an advanced study of marketing management and marketing strategy. It investigates how marketing affects overall corporate and business decisions and gives students an opportunity to look at high-level strategic marketing decisions in product planning, promotion pricing and distribution. Prerequisites: MBA foundation courses completed. Lec. 3, Cr. 3

MARK 6371 Marketing Seminar

A study of current thought and practice within a specific subject area in the discipline of marketing. May be repeated as topics vary. Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3

MARK 6372 Marketing Strategy

A study of the formulation of marketing strategy, its relationship to corporate and business strategy, and the strategic aspects of marketing decisions in product planning, promotion, pricing, and distribution. Prerequisite: M.B.A. Foundations requirements or permission of instructor. Lec 3, Cr 3