



Business Administration (MBA)

The **Business Administration** Program provides students with advanced study in a multicultural business environment with the goal of enhancing their business and administrative careers. Specifically, the program is designed to meet the career needs of those who:

- Wish to enhance their professional opportunities in executive or administrative positions in business, industry, government and service industries.
- Seek to broaden their knowledge in the functional business areas in order to increase the effectiveness and self-assurance in their management abilities.
- Are initiating their own business or business career.
- Are preparing to seek admission to a doctoral program.

Scope

The MBA degree is a broad-based 36-hour program designed to empower students with management and analytical decision-making skills needed to function in a changing business environment. The program may be completed within two academic years. Program courses are scheduled during evening hours or online to accommodate the large number of students with full-time day jobs.

The MBA Program is open to students who have a bachelor's degree in any discipline. However, MBA Foundation Courses or their equivalents must be taken prior to enrolling in Core Courses.

Admission Requirements

Apply to the UTRGV Graduate College:

Step #1: Submit a UTRGV Graduate Application at www.applytexas.org. The university application fee of \$50 (\$100 for International Applicants) can be paid online by credit card or electronic check (in the online application). All application fees are nonrefundable.

Step #2: Register on the UTRGV Recommenders and Document Upload Webpage (www.utrgv.edu/gradupload). This is where you will request recommenders and upload program requirement documents, and where the graduate office will upload your transcripts. If you do not complete this step, we will not be able to process your application.

Step #3: Request your transcripts and other supporting documentation to be mailed to:

The University of Texas Rio Grande Valley
The Graduate College
Marialice Shary Shivers Bldg. 1.158
1201 W. University Drive
Edinburg, TX 78539-2999

Review and submit all Program Requirements:

- Bachelor's degree from a regionally accredited institution in the United States or a recognized international equivalent in a similar or related field.
- Students with a GPA lower than 3.0 but higher than 2.75 will be

considered on a case-by-case basis.

- Official transcripts from each institution attended (must be submitted directly to UTRGV).
- GMAT with minimum score of 400 or GRE with minimum score of 146 Verbal and 146 Quantitative. GMAT and GRE test scores are valid for 5 years.

A waiver of the GMAT requirement will be granted to applicants who show proof of one of the following:

- Another graduate degree (master's or doctoral)
 - An undergraduate GPA of 3.80 or higher on a 4 point scale
 - A waiver may be granted to those students who have more than four years of upper managerial experience in supervisory roles, control of budgets, and decision-making
- Submission of 2 letters of recommendations
 - Respond to 5 short answer questions provided on application to demonstrate writing competency and communication skills.

1. At the College of Business and Entrepreneurship, we place great importance in values, initiative and professionalism. Describe one example of how you have demonstrated these qualities.
2. What are your career aspirations? How will your education at College of Business and Entrepreneurship help you achieve them? Why this is the right time for you to pursue an MBA?
3. Describe an occasion when you built or developed a team.
4. Describe an experience when you felt most effective as a leader.
5. Describe a situation when you successfully reached a goal or completed a task that was challenging, difficult, or frustrating.

Instructions:

- Use a 12-point font, double space
- Please stay within the limit of words indicated: 250 words per essay maximum –One of most valuable skills in business is to be able to communicate in a precise and concise manner.
- Indicate which essay question you are answering at the beginning of each essay
- Number all the pages
- Upload all five essays as one document
- Preview the uploaded document to ensure that the formatting is true to the original
- Save a copy of your essay

Additional requirements for domestic applicants who attended foreign universities:

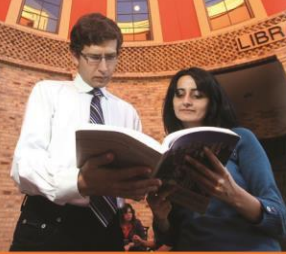
- TOEFL or IELTS Language Proficiency Test with minimum scores: 550 on paper-based, 213 on computer based, or 79 on internet-based for the TOEFL; 6.5 for the IELTS. TOEFL and IELTS scores are valid for 2 years. For additional information, [click here](#).
- English translation of educational records.
- Transcript Evaluation by the Foreign Credentials Service of America (FCSA). For additional information, [click here](#).

Additional requirements for international applicants:

- TOEFL or IELTS Language Proficiency Test with minimum scores: 550 on



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paper-based, 213 on computer based, or 79 on internet-based for the TOEFL; 6.5 for the IELTS. TOEFL and IELTS scores are valid for 2 years. For additional information, [click here](#).

- English translation of educational records.
- Transcript Evaluation by the Foreign Credentials Service of America (FCSA). For additional information, [click here](#).
- Financial Documentation showing sufficient funds (minimum of \$25,000) to cover all expenses (living and academic) for the first year of study. For additional information, [click here](#).
- Immigration documents, including a current copy of your valid passport. For additional information, [click here](#).

Program Contact

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Education & Business Cmplx #63 2.504G UTB

Deadlines

	Fall	Spring	Summer I	Summer II
Domestic	July 1 st	Nov. 15 th	May 1 st	May 1 st
International	June 1 st	Nov. 1 st	Mar. 1 st	Mar. 1 st

Last Revised May 2015

Program Requirements

Required Courses	27
ACCT 6320: Accounting and Financial Analysis	3
ECON 6350: Managerial Economics	3
FINA 6340: Advanced Corporate Finance	3
INFS 6330: Information Systems for Managers	3
MARK 6310: Marketing Strategy	3
MGMT 6330: Organizational Behavior	3
MGMT 6360: Production and Operations Management	3
MGMT 6390: Strategic Management	3
QUMT 6310: Business Research	3
MBA Electives*	9
Total graduate hours for degree:	36

**For students interested in writing a thesis, 6 thesis hours will form part of the 9 hours of electives*

Foundation Coursework

All students entering the MBA Program are required to have a business foundation. The foundation may be achieved by holding a BBA degree, a BS in a business field or a selection of coursework designed to provide the foundation. Students without the required background must complete the following coursework as applicable:

ACCT	6301	Accounting for Managers
ECON	6301	Principles of Economics
FINA	6303	Introduction to Finance
MARK	6300	Foundations of Marketing
MGMT	6301	Foundations of Management
QUMT	6303	Statistical Foundations

Course Descriptions

ACCT 6301: Accounting for Managers [3-0]
An examination of financial and managerial accounting theory and concepts and their application in financial and managerial decision making.

ACCT 6305: Healthcare Accounting [3-0]
This is an applied finance and accounting health care course, designed to provide decision makers with fundamental concepts in health care finance, accounting, budgeting, planning and forecasting. Students will gain an understanding in how to analyze financial statements and evaluate the financial conditions of various health care facilities. Students will also acquire an understanding of cost accounting concepts such as cost behavior, break-even analysis and activity based costing.

ACCT 6320: Accounting and Financial Analysis [3-0]
The objectives of this course are to review certain elements of financial reporting, to develop financial analysis skills, and to gain experience in using accounting information for decision making. **Prerequisite(s):** ACCT 6301 or ACCT 2301 and ACCT 2302.

ACCT 6322: Special Topics in Accounting [3-0]
A study of current and special topics concerning account. Emphasis will be toward literature from the professional public accounting societies and governmental agencies. This course has variable content and may be repeated for credit. **Prerequisites:** 15 hours of accounting including ACCT 3321, ACCT 3323, and ACCT 3324 or equivalent.

ACCT 6325: Accounting for Management Planning and Control [3-0]
This course is designed for those who aspire to be managers, management consultants, financial specialists, or human resource specialist. It teaches accounting and control

issues and mechanisms from a managerial perspective. **Prerequisites:** Foundation Courses.

ACCT 6329: Corporate and Partnership
Taxation [3-0]

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 and complete liquidation, allocation of income and basis. **Prerequisite:** ACCT 3323 (Federal Income Tax).

ACCT 6330: International Taxation [3-0]

This course will introduce the fundamentals of international taxation, including the taxation of foreign source income of U.S. citizens and residents and the taxation of U.S. source income of foreign persons. **Prerequisite:** ACCT 3323.

ACCT 7300: Thesis I [3-0]
Research and writing of the thesis.

ACCT 7301: Thesis II [3-0]
Research and writing of the thesis. **Prerequisite:** ACCT 7300.

BLAW 6301: Legal Environment of
Business [3-0]

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.

BLAW 6331 International Commerce
Law [3-0]

This course examines the sources of international business law, comparative law among the US, Mexico and other major trading partners, the choice of law in international business disputes, the special issues that arise when doing business with foreign governments, the law governing international sales and the shipment of goods, and international

intellectual property protection. In addition, the relationships between law and culture involved in international business transactions will be examined.

ECON 6301: Principles of Economics [3-0]

This course is an introduction to basic economic concepts. Macroeconomic topics will include national income and output, unemployment, inflation and economic, social and political structures and institutions. Microeconomic topics will include consumer choice, the firm's supply decision, product and resource markets, resource allocation and efficiency, and market structures. International/global comparisons will also be discussed when appropriate.

ECON 6350: Managerial Economics [3-0]

This course applies economic analysis to managerial issues in the business world. Specific topics considered include demand analysis, production and costs, pricing policies and market structures. Extensive use is made of case analysis. **Prerequisites:** ECON 6301 or ECON 2301 and ECON 2302.

ECON 6351: Topics in Economics [3-0]

This course is an in-depth study of specific topics in economics; subject matter varies from semester to semester. This course may be repeated for credit when the topic changes.

ECON 6354: Health Economics [3-0]

This course presents an overview of health and medical care economics. Topics covered include the production of health, cost and benefit analysis, health care systems and institutions, the demand for health insurance and medical care, medical care production and costs, the physician and hospital services industry, and health care reform.

ECON 7300: Thesis I [3-0]
Research and writing of the thesis.

ECON 7301: Thesis II [3-0]
Research and writing of the thesis.

FINA 6303: Introduction to Finance [3-0]
This course introduces fundamental concepts of financial tools and analysis for making effective managerial decisions. Topics include the role of the financial manager in the organization, decisions affecting the internal management of the firm, financial statement analysis, and operational planning and budgeting.

FINA 6340: Advanced Corporate Finance [3-0]
The study of advanced topics and cases in corporate managerial finance. The course builds on the foundation finance course; and covers topics including valuation of securities, valuation of business and investment decisions, capital structure, cost of capital, mergers and acquisitions, working capital management, international corporate finance and risk management. **Prerequisite:** FINA 6303 or FINA 3380 or equivalent.

FINA 6341: Financial Management Seminar [3-0]
This course covers the responsibilities of the financial manager as these relate to working capital management, capital budgeting and the determinants of the firm's cost of capital. **Prerequisite:** Twelve hours of graduate business courses.

FINA 6342: Financial Topics Seminar [3-0]
This course is a survey of selected topics in finance. This course may be repeated for credit. **Prerequisite:** Twelve hours of graduate business courses.

FINA 6345: Contemporary Issues in Global Financial Markets [3-0]
This course covers the most pressing contemporary issues in international financial markets. The first emphasis of the course is on how international financial markets, including foreign exchange markets, international money markets and international equity markets operate and inter-relate to each other. The second focus of the course is on risk factors faced by a multinational firm in its global

operations and defensive hedging strategies to protect the firm from such risk factors. **Prerequisite:** FINA 6303 or FINA 3380 or equivalent.

FINA 6350: Healthcare Finance [3-0]
This course provides an introduction to the essential tools and techniques of health care financial management, including health care accounting and financial statements, managing cash flow, billings and collections, making major capital investments, determining cost and using cost information in decision-making in a health care environment. The course also covers such fundamental concepts as time value of money, the evaluation of financial statements, and pricing of financial instruments with an emphasis on their application to the health care environment. Students will also get exposure to developments in health care laws and regulations such as the Affordable Care Act.

FINA 7300: Thesis I [3-0]
Research and writing of the thesis.

FINA 7301: Thesis II [3-0]
Research and writing of the thesis.

INFS 6310: Project Management [3-0]
The concept of project management and its applicability to all types of business firms will be explored. Students will be exposed to the theoretical concepts of project management and their practical application, mathematical concepts necessary for planning and tracking projects and Microsoft Project, the leading project planning software. **Prerequisites:** ACCT 6301, ECON 6301, FINA 6301, MARK 6300, MGMT 6301 or approval from instructor.

INFS 6330: Information Systems for Managers [3-0]
Alternative approaches to managing the resources (computers, networks, software, data, & people) that organizations utilize in applying information systems. The roles of the user/manager identifying opportunities, obtaining computer applications and creatively

using information technology to improve operational, tactical and strategic planning and performance. Topics that will be covered include enterprise systems, managerial support systems, decision support systems, e-commerce applications.

INFS 6335: Selected Topics in Health Information Systems [3-0]

An in-depth analysis of contemporary health computer information systems (HCIS) topics with emphasis on electronic health records (EHR) and health information exchange (HIE). It addresses Stages I, II and III of "Meaningful Use" requirement by the U.S. government. Can be retaken for credit for a maximum of nine hours.

INFS 6336: Global Information Technologies [3-0]

The purpose of this course is to investigate the role of information technology in multinational settings. This course will examine the international business environment and how information systems and technology can be effectively utilized in multinational organizations. **Prerequisite:** INFS 6330 or equivalent, or by permission of the instructor.

INFS 6340: Health Computer Information Systems [3-0]

This course provides the knowledge about fundamentals of health Information Systems and the role of Information systems in efficient operation of healthcare organizations. The course specifically focuses on: Evolution of HMIS, HMIS components and basic HMIS functions, technology infrastructure for healthcare organizations, basic concepts such as HER, HIE, CPOE, and CDSS, HMIS standards such as HIPPA, HL7, and DICOM, strategic information systems planning for healthcare organizations, systems analysis and project management, information security issues, and role of HMIS professionals in health organizations.

INFS 6350: Data Modeling and Business Intelligence [3-0]

This course focuses on the characteristics, uses, and design strategies for IT-enabled managerial decision support. Data-oriented methods for business intelligence and organizational decision making are emphasized. Technology context includes an overview of business intelligence framework, business process management and application-based business analytic and reporting. Specific techniques include business reporting using pivot tables, extraction, cleaning and querying of business data. Application areas include healthcare, retailing and manufacturing etc.

INFS 6391: Information Security and Assurance Management [3-0]

This course is targeted towards graduate students and practitioners as it focuses on the significance of Information Security in present-day business organizations. The objective of this course is to provide students with a comprehensive understanding of the problems related to Information Security, and solutions to these problems. Students will receive theoretical and practical instructions in both managerial and technical aspects of securing information in organizations. The course will be helpful to students who are interested in attaining Certified Information Systems Security Professional certification and/or careers in Information Security. **Prerequisite:** INFS 6330 or equivalent, or by permission of the instructor.

INFS 7300: Thesis I [3-0]

Research and writing of the thesis.

INFS 7301: Thesis II [3-0]

Research and writing of the thesis.

INTL 6304: International Business Foundations [3-0]

Course covers the foundation of the marketing and management disciplines in an international context. The course will use a graduate-level international business text as the core text, with special emphasis on material covering

management and marketing issues. Supplemental readings will be required and will be from international marketing and international management literature.

Prerequisite: Admission to MBA.

MARK 6300: Foundations of Marketing [3-0]
This course provides discussion about a range of topics related to the marketing field, its functions and institutional structure at the macro level, as well as an analysis of marketing strategies and policies at the micro level. In addition, it includes issues related to the psychological, social and cultural factors influencing marketing decisions at the business and consumer level.

MARK 6310: Marketing Strategy [3-0]
This course is an advanced study of marketing policy and decision-making based upon a consumer orientation, innovation and creative adaptation to change, cultural implication of marketing action, and the role of theory in marketing. 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.

MARK 6320: Consumer Behavior [3-0]
The consumption process is key to understanding motivation, perception and decision making of consumers around the world. This course examines psychological, cultural, social and contextual influences on the consumption process and equips students with tools useful for increasing customer satisfaction.

MARK 6330: Business Ethics [3-0]
This multidisciplinary course in the area of business is designed to: 1) introduce the student to ethics examination on the basis of a scientific (in the analysis) and managerial (in the decision-making) approach to individual and organizational problems involving ethics; 2) review key ethical concepts and frameworks for the study of morality normative ethics justice

and economic distribution, the nature of the business and the corporations, ethical issues in the workplace and the moral choices facing employees, consumers and the environment; 3) examine key ethical problems in business of our time, such as the current mortgage and financial crisis, fraud in online and offline commerce, and emerging problems in international management and cross-cultural marketing.

MARK 6340: Market Research Methods [3-0]
Topics of this course encompass the entire research process from formulating research problem(s) and determining research design to analyzing and interpreting data to help managers and researchers gain actionable information that will lead to intelligent decisions. Techniques for determining a problem or research issue are examined along with the proper methodologies and techniques for collecting and analyzing data. Computer statistical analysis techniques and programs are explored. Also stressed is the proper use of data in the decision making process as well as written and oral communication of research output.

MARK 6350: Competing through Service [3-0]
This course focuses on the vital role services play in the economy and its future. It shows how the advanced economies of the world are now dominated by service(s), and virtually all companies, including those traditionally known as manufacturers, view services as critical to retaining their consumers today and in the future and surviving in the marketplace. Students will be exposed to the state-of-the-art in services management and marketing.

MARK 6360: Health Care Marketing [3-0]
This course on Health Care Marketing looks at contemporary trends in health care services including the increasing involvement of consumers in the health care process and the need for transparency within the medical professional, as well as increasing competition

and the shifting and reshaping of the health care landscape.

MARK 6370: Social Media in Business [3-0]
This course explains how strategic business communication has changed due to the rise of social media, and equips students with relevant knowledge and skills to develop business communication strategies that incorporate social media and cutting-edge consumer-to-consumer social interactions. Since social media is heavily technology-driven, the course will also cover related aspects of electronic and mobile commerce and marketing.

MARK 6390: Marketing Seminar [3-0] A study of historical and current thought in marketing theory and practice. This course has variable content and course may be repeated for credit.

MARK 7300: Thesis I [3-0]
Research and writing of the thesis.

MARK 7301: Thesis II [3-0]
Research and writing of the thesis.

MGMT 6301: Foundations of Management [3-0]
This course exposes students to the fundamental concepts of organizations and management. It emphasizes the role of a manager as a decision maker and how managers in every organization plan, organize, motivate, and control in rapidly changing environments.

MGMT 6330: Organizational Behavior [3-0]
An analysis of formal organizational theory and the interrelationship of individuals in organizations. A study of the organization as a system of authority, status, leadership, direction, culture, ethics, communication and influence. **Prerequisite:** MGMT 6301 or MGMT 3361.

MGMT 6331: Human Resource Management [3-0] An analysis of the functions of personnel administration and of the relationship between the personnel-industrial relations system and the total organization system. Contemporary industrial relations, philosophies, and practices.

MGMT 6332: Management Seminar [3-0]
This course is designed to provide a broad overview of leadership and organizational change theories, practices and research. Special attention will be given to critical thinking skills and the students' ability to communicate and lead effectively in the discussion chat room format.

MGMT 6333: Human Resource Management in Healthcare [3-0]
This course is designed to acquaint students with basic principles and concepts of human resource management within a health care organization. Topics to be covered include recruitment, selection, compensation, employee retention, training and development, and legal compliance. Students will have the opportunity to study human resource related problems faced by various healthcare systems such as hospitals, integrated health care systems, managed care settings, private practices, and public health clinics.

MGMT 6334: International Management [3-0]
The course focuses on the study of the global management practices of planning, organizing, staffing, communicating, negotiating, leading, and controlling across nations. The course includes the adaptation of these management functions across social, cultural, economic, legal, ethical, and political environments. The course includes the intersection of international management topics with current global business events.

MGMT 6335: Entrepreneurship [3-0]
This course deals with the critical factors of initiating and managing new growth-oriented

ventures. There is a primary focus on the behaviors of entrepreneurs (both successful and unsuccessful), the venture creation process, new venture strategies, identification and evaluation of new venture opportunities, new venture financing, legal and tax considerations, and other key aspects of the entrepreneurial process.

MGMT 6360: Production and Operations Management [3-0]

The study of the role of the production function in the business system and its relationship to marketing and finance. The focus is on the decision-making necessary for productivity improvement in the transformation process of manufacturing and non-manufacturing service organizations. Strategies of production system design, capacity management, quality management; production planning, inventory planning and control, facility location and supply chain management are explored. Systems studies include Just-in-Time, Total Quality Management and Flexible Manufacturing Systems. **Prerequisite:** MGMT 6301 or MGMT 3361.

MGMT 6365: Supply Chain Management [3-0]

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, ECON 6301, FINA 6303, MGMT 6301 and MARK 6301.

MGMT 6372: Organizational Leadership and Change [3-0]

This course is designed to provide a broad overview of Leadership and Organizational change theories, practices and research. Special attention will be given to critical thinking skills and the students' ability to communicate and

lead effectively in the discussion chat room format.

MGMT 6390: Strategic Management [3-0]

This capstone course integrates knowledge in functional areas and covers strategy formulation, implementation and evaluation. Different types of organizations in all kinds of environments and industries are studied. Technology, culture and ethics are important environmental variables considered.

Prerequisites: Eighteen hours of MBA core courses. ACCT 6320, MGMT 6330, FINA 6340, ECON 6350, MGMT 6360, and MARK 6370.

MGMT 7300: Thesis I [3-0]
Research and writing of the thesis.

MGMT 7301: Thesis II [3-0]
Research and writing of the thesis.

QUMT 6303: Statistical Foundations [3-0]

An introduction to statistical methodology to include probability concepts, inference techniques, analysis of variance, regression analysis, chi square and other non-parametric analyses. This course focuses on the use of the computer in performing statistical analysis.

Prerequisite: Admission to the MBA Program.

QUMT 6310: Business Research [3-0]

Business research techniques and methodologies. Topics include scientific method, business information sources, research proposal development and evaluation, research design, scaling and instrument design, sampling design, statistical packages and applications, research reporting and writing and ethical considerations in business research.

Prerequisite: QUMT 6303 or QUMT 3343 or equivalent.