Contact:
Aundrea Kloor
MBA and HC Programs
E-mail: akloor@uno.edu

MBA Curriculum/Scheduling Advisors, for general information, registration, or for appointments send an email to mba@uno.edu or call advisors at (504)280-3215.

Office Hours:
8:00am – 4:30pm Monday – Friday
Or by appointment
Advising and Information Appointments:
8:30am – 4:00pm Monday – Thursday
Or by appointment
No Advising on Fridays
Kirschman Hall, Room 307

IMPORTANT: New students will have an “advisory hold” on the first registration, and must contact mba@uno.edu for an appointment.
Registration can be done on WEB STAR at http://www.uno.edu.

UNO website:
www.uno.edu

MBA website:
www.UNOMBA.com
College of Business Administration

MBA Program

ABOUT THE MBA PROGRAM

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.

ADMISSION REQUIREMENTS

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:

- 2.75 (200) + 500 = 1050
- 2.8 (200) + 490 = 1050
- 2.85 (200) + 480 = 1050
- 2.9 (200) + 470 = 1050
- 2.95 (200) + 460 = 1050
- 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 1 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.
GRADUATE ASSISTANTSHIPS

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://unomba.com/mba/mba_assistantships.html

APPLICATIONS FOR GMAT/TOEFL

You can sign up for the GMAT online at www.mba.com or at the Pearson’s Vue website, 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 Testing Services in the Milneburg Hall building. For more information about the TOEFL, please go to www.TOEFL.org

THE MBA CURRICULUM

MBA Program consists of a minimum of 57 credit hours:

<table>
<thead>
<tr>
<th>Foundation Courses</th>
<th>24 hrs.</th>
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</thead>
<tbody>
<tr>
<td>Advanced Core Courses</td>
<td>33 hrs.</td>
</tr>
</tbody>
</table>

Foundation-level courses may be waived for 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.

FOUNDATION COURSES

Total: 24 credit hours

■ FOUNDATION REQUIREMENTS

You may not receive graduate credit for any 4400 foundation courses.

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 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 business undergraduate 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 4401: 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

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 6401: Seminar in Organizational Behavior
3 credit hours
Prerequisite: MANG 3401 or MANG 4400 or ENMG 6101 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 OFFICE will provide you special permission to enroll in this course once you have submitted an Application for Degree.

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**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 307.

**ELECTIVE COURSES**

You may:

1) take three approved 6000-level courses; or  
2) take one approved 5000-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.
The University of New Orleans

MASTER OF BUSINESS ADMINISTRATION CURRICULUM

Foundation Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 4400</td>
<td>Survey of Financial Accounting</td>
<td>3 cr</td>
</tr>
<tr>
<td>ECON 4400</td>
<td>Principles of Micro and Macro Economics</td>
<td>3 cr</td>
</tr>
<tr>
<td>FIN 4400</td>
<td>Principles of Financial Management &amp; Introduction to Financial Management Skills</td>
<td>3 cr</td>
</tr>
<tr>
<td>MANG 4400</td>
<td>Introduction to Management &amp; Behavior in Organizations &amp; Management Information Systems</td>
<td>3 cr</td>
</tr>
<tr>
<td>MKT 4400</td>
<td>Principles of Marketing &amp; Introduction to Marketing Management Skills</td>
<td>3 cr</td>
</tr>
<tr>
<td>QMBE 4400</td>
<td>Introduction &amp; Intermediate Business &amp; Economic Statistics</td>
<td>3 cr</td>
</tr>
<tr>
<td>BA 4400</td>
<td>Legal Environment of Business and Ethics</td>
<td>3 cr</td>
</tr>
<tr>
<td>MANG 4401</td>
<td>Selected Topics in Business Communication</td>
<td>3 cr</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>24 cr</strong></td>
<td></td>
</tr>
</tbody>
</table>

(This course is required for students with low verbal and analytical scores on GMAT)

Advanced Core Courses

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

TOTAL 57 HOURS

(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 advisor 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, 5000 graduate-level course may be substituted. However, credit towards the MBA degree may not be earned for any 5000 graduate-level course that the student has previously taken at the undergraduate level). 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 the 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 obligate the MBA department to administratively drop that course from the student’s schedule.