

MASTER OF BUSINESS ADMINISTRATION

M.B.A. Program Mission Statement

The University of Mary Washington, College of Business, M.B.A. program provides a distinctive blend of opportunities for learning, scholarship, and professional development to create the next generation of innovative leaders. The M.B.A. program is accredited by the *Association to Advance Collegiate Schools of Business International (AACSB)*, a global nonprofit association, connecting educators, students, and businesses and is among the 6 percent of business schools worldwide to have this recognition and seal of quality. The mission of the M.B.A. program is founded on the collective strength of diverse perspectives, a global mindset, and a graduate curriculum integrating critical thinking, research design and data analysis, digital and visual literacy, and communication competencies. The program is delivered by faculty with extensive business experience and academic credentials, committed to excellence in teaching, research and scholarship contributing to knowledge in their disciplines, and service to the business community.

Student Learning Outcomes

1. Students will apply financial data into management decision process by utilizing reporting, valuation and understanding of risk and return, capital investment decisions and optimal capital structure.
2. Students will develop marketing strategies with strategic evaluation of internal (marketing mix) and external (competitive, economic, technological, social and government) forces affecting the firm.
3. Students will analyze role management information systems' functions in strategic planning, attaining competitive advantage and decision making, and develop IS strategies to improve the efficiency and effectiveness of business processes to gain competitive advantage and evaluate challenges of integrating information systems in business environments.
4. Students will apply linear programming, network models, sensitivity analysis, regression analysis, time series models and forecasting, simulation models, queuing theory, and decision analysis.
5. Students will apply fundamental financial and managerial accounting concepts including financial statements, cost behavior, incremental analysis, recording economic events and the accounting cycle.
6. Students will analyze leadership styles and organizational structure to effectively influence behaviors and lead the organization.
7. Students will synthesize the interests of various stakeholders to make ethical decisions.
8. Students will analyze global factors within the context of a management scenario.

Admission Requirements for the M.B.A. Program

- Earned bachelor's degree from a regionally accredited college or university

- GMAT is optional
- GPA of 2.4 or better with the following progressive experience requirements:
 - GPA of 2.4 - 2.59 requires nine years of progressive work experience;
 - GPA of 2.6 - 2.79 requires six years of progressive work experience;
 - GPA of 2.8 - 2.99 requires three years of progressive work experience;
 - For a GPA of 3.0 or better, work experience is preferred
- Applicants meeting the following criteria will be "fast tracked" in the admission process:
 - GMAT score of 600 or better;
 - A completed post-graduate degree (e.g., MD, JD, PhD, other earned Master's degrees); or
 - Professional Certification (e.g., CPA, CFA, CEBS, etc.)

Required forms and documents:

1. Completed application for admission. You can find the application online (<https://umw.edu/graduate/>).
2. Official transcripts of all undergraduate and graduate course work.
3. Résumé outlining work experience and education.
4. A goal statement describing applicant's professional goals (500-word minimum)
5. Two letters of recommendation (preferably from a current or previous supervisor or former college instructor).
6. Demonstration of English competency if English is not your native language. Any of the following is acceptable:
 - Test of English as a Foreign Language (TOEFL (<https://www.ets.org/toefl/>)) – a minimum score of 80 on the Internet-based test or a 570 paper-based score. .
 - International English Language Testing System (IELTS) – a minimum score of 6.5 on the academic exam, [ielts.org](https://www.ielts.org/) (<https://www.ielts.org/>).
 - Certificate of completion from the ELS Language Centers (ELS) Intensive English Program by completing Level 112.
7. Make sure to check all details for international student applications (<https://www.umw.edu/admissions/international/checklist/>).

Students are admitted for the fall or spring semester.

Application Due Dates:

- Fall Admission: June 1
- Spring Admission: October 1

Deferred Enrollment

Accepted applicants may ask the College of Business for the option of deferring enrollment for up to two consecutive semesters. Each case is considered on an individual basis. Those who are granted deferred enrollment are subject to rules, regulations, and financial charges in effect when they actually enroll. Students who enroll at another institution before enrolling at the College of Business must reapply for admission.

In cases involving military deployment, mobilization, or change in duty assignment, accepted applicants may request to extend the enrollment deferment for longer than two consecutive semesters. Any such requests will be considered on an individual basis. A copy of the person's military orders must be provided to the Office of Admissions to support such a request.

Readmission to the M.B.A. Program

Students who have not attended the University for three consecutive semesters, excluding summer session, must apply for readmission through the Office of Admissions. Students who are readmitted are subject to the degree requirements in effect at the time of readmission. When a student is readmitted, the six-year limit from time of first admission is still in effect. Academic work that was completed more than six years before the date at which the M.B.A. is awarded may not be used to satisfy the degree requirements. If a student needs additional time to complete the degree, the student must apply in writing to the Director of Accreditation and Graduate Programs for an extension. Such requests must be received at least one month prior to the end of the student's original six-year time limit.

A student who has been suspended from the program may apply for readmission after a lapse of three semesters. Applicants for readmission must meet current minimum admission requirements. Readmission to the program is not guaranteed.

M.B.A. Degree Requirements

Successful completion of all required core course and elective courses with a cumulative grade-point average of 3.0 or higher is required to meet degree requirements. All required course work must be completed within six years of matriculation into the program.

M.B.A. Course Requirements (30 Credits)

Code	Title	Credits
Core Courses		
GBUS 503	Foundations in Financial Markets	3
GBUS 521	Leadership and Organizational Behavior	3
GBUS 523	Marketing Strategy	3
GBUS 527	Accounting for Decision Making and Control	3
GBUS 528	Financial Management	3
GBUS 529	Strategic Management	3
Electives		
Select 12 additional credits chosen from any other 500-level GBUS or MMIS course		12
Total Credits		30

M.B.A. Concentration in AI in Business Requirements (30 Credits)

Successful completion of all required core course and elective courses with a cumulative grade-point average of 3.0 or higher is required to meet program requirements. All required course work must be completed within three years of matriculation into the program.

Code	Title	Credits
GBUS 503	Foundations in Financial Markets	3
GBUS 521	Leadership and Organizational Behavior	3
GBUS 523	Marketing Strategy	3
GBUS 527	Accounting for Decision Making and Control	3
GBUS 528	Financial Management	3
GBUS 529	Strategic Management	3
GBUS 562	AI Language Models	3
GBUS 563	AI Solutions for Business	3
GBUS 568	AI and Business Strategy	3
Electives		
Select 3 additional credits from the following: GBUS 517, 551, 557, 561, 564, 565, 566, 567, 568, 569.		3
Total Credits		30

M.B.A. Concentration in Entrepreneurial Leadership Requirements (30 Credits)

Successful completion of all required core course and elective courses with a cumulative grade-point average of 3.0 or higher is required to meet program requirements. All required course work must be completed within three years of matriculation into the program.

Code	Title	Credits
GBUS 503	Foundations in Financial Markets	3
GBUS 521	Leadership and Organizational Behavior	3
GBUS 523	Marketing Strategy	3
GBUS 527	Accounting for Decision Making and Control	3
GBUS 528	Financial Management	3
GBUS 529	Strategic Management	3
GBUS 506	Entrepreneurial Leadership Fundamentals	3
GBUS 517	Creativity and Design Thinking	3
GBUS 549	Corporate Entrepreneurship	3
Electives		
Select three additional credits chosen from any other 500-level GBUS course		3
Total Credits		30

Transfer Courses

Ordinarily, a maximum of six graduate credits can be transferred into the M.B.A. program. To be accepted for transfer credit, courses must have been taken from a regionally accredited institution within the last six years with a minimum grade of B and must directly relate to one of the M.B.A. program courses. Transfer credit is not given for internship or practicum experiences.

Requirements for Continuance in the M.B.A. Program

M.B.A. students are expected to maintain satisfactory academic progress in their graduate courses toward completion of the program. A

cumulative GPA of 3.0 (B) or higher is required for graduation from the program.

Students must maintain a minimum cumulative GPA of 3.0 (B) in each 8-week session to remain in good academic standing. Any student whose cumulative GPA is below 3.0 at the end of any session will have the following session to correct the deficiency.

A student who earns three Cs (including C+ or C) or one F in graduate courses in the program will automatically be suspended from the program.

Students who voluntarily interrupt their enrollment for one to three semesters should refer to the Leave of Absence policy in the "Admission and Enrollment" section.

Business Faculty

Filiz Tabak, Dean for Faculty
Mukesh Srivastava, Chair

Faculty

Professors

Christopher J. Garcia
Lance C. Gentry
David L. Henderson, III
Kenneth D. Machande
Kashef A. Majid
John S. Marsh
Mukesh Srivastava
Filiz Tabak
Xiaofeng Zhao

Associate Professors

Wei Chen
Kanchan Deosthali
Alexandra M. Dunn
Rachel L. Graefe-Anderson
Sayan Sarkar

Assistant Professors

Samira Fallah
Siang-Ru [Lulu] Huang
Durgesh Pattanayak
Tsung-Hsuan Yang

Senior Lecturers

Kimberley L. Kinsley
Smita Jain Oxford

Instructors

Christopher H. Willis