

**Quick Summary of MBA Requirements and Course Sequence, Spring 2011**  
(Please print and keep for your records)

Courses in the MBA program are outlined below (accountancy majors require additional courses to satisfy CPA requirements). Full-time students generally complete the MBA program in two academic years and part-times students in about four years (faster if course availability, your schedule and energy permit). All students should anticipate taking courses in January and/or summer session to meet this schedule. You will find considerable flexibility in selecting courses for the MBA. For example, you may pursue a designated major or design your own major through the General MBA Option. You may use your general electives to take additional courses in your major, pursue a second major, or explore course choices based on emerging interests.

<b>Summary:</b>	<b>QuickStart (self assessment)</b>
	<b>Preliminary math course (for accountancy, economics and finance majors; subject to waiver)</b>
	<b>English language support courses (subject to waiver)</b>
	<b>Core/Breadth</b> <b>33 credits (14 courses*)</b>
	<b>Major</b> <b>12 credits ( 4 courses)</b>
	<b>International elective</b> <b>3 credits ( 1 course)</b>
	<b>General electives</b> <b><u>9 credits ( 3 courses)</u></b>
	<b>57 credits (22 courses*)</b>

**\*Business Communication I & II are required for students admitted in fall 2009 or later.**

**Pre-Term Modules**

***QuickStart Accounting, Microsoft Excel, Advanced Excel, Finance, Math, Statistics***

Preparation in accounting fundamentals, Microsoft Excel, finance, math and statistics is essential before beginning the MBA program. We have packaged what you need to know in these areas into a series of voluntary pre-term modules called QuickStart. Please take the self-assessment tests available through the New Student Website to determine if you would benefit by taking any or all modules. Faculty will assume that you know this material. The Excel module is important for all students, while the advanced Excel module is particularly useful for finance and accountancy majors, as well as good background for all students. After you start the program you will be able to take QuickStart Finance before taking FIN 9770. QuickStart modules are available each August and January Intersession.

**Preliminary Course**

**Credits**

MTH 8001	Calculus for Applications I	3
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MTH 8001 is required for majors in accountancy, economics and finance. The course is waived for students who completed a 3-credit undergraduate calculus course with a minimum grade of C-. Waiver exams are given during the academic year (a waiver exam application is available at <http://zicklin.baruch.cuny.edu/ogs/gas/forms>; a study guide is available in the Office of Graduate Academic Services). Finance and accountancy majors may take MTH 2207 Applied Calculus/Matrix Applications in place of MTH 8001, with permission from the Office of Graduate Academic Services,

and on a space available basis. (MTH 2207 is 4 hours, 4 credits; graduate tuition applies.) You may start the program before taking MTH 8001.

## English Language Support Courses for Non-Native Speakers of English

Baruch College's School of Continuing and Professional Studies (CAPS), at the request of the Zicklin School, has developed two customized modules in Grammar Troubleshooting and American English Pronunciation for graduate business students. The modules are offered in a flexible schedule to accommodate your academic and work schedules. All non-native speakers of English are required to take these courses. Prior to the start of the semester students will have the opportunity to waive one or both courses by taking the English language support course waiver exam. The exam, which is free of charge, is given in August for students enrolling in fall and in January for students enrolling in spring (dates and times are posted on the New Student Website).

## Core and Breadth Requirements (33 credits)

There are no waivers of core and breadth courses. However, students who have completed 15 semester hours in a core/breadth area within the seven years prior to enrolling in the MBA program can petition the Office of Graduate Academic Services to substitute advanced-level courses in the same area for the core requirements. An application is available at <http://zicklin.baruch.cuny.edu/ogs/gas/forms>.

		Cr.
ACC 9110	Financial Accounting	
or		
ACC 9112*	Financial Accounting: Intensive (accounting majors)	3
ACC 9115*	Managerial Accounting	2
BUS 9551**	Business Communication I	0
BUS 9552, 9553, <u>or</u> 9554**	Business Communication II	0
BUS 9100	The Societal and Governmental Environment of Business	3
CIS 9000	Information Systems for Managers	3
ECO 9708	Microeconomics for Managers	2
ECO 9709	Macroeconomics	2
FIN 9770	Financial Decision Making	3
MGT 9300	Management: A Behavioral Approach	3
MGT 9700	Introduction to Operations Management	3
MKT 9703	Marketing Management	3
STA 9708	Applied Statistical Analysis for Business Decisions	3
BUS 9200	Business Policy	3

\*Accountancy majors will take ACC 9112 in place of ACC 9110 and ACC 9811 in place of ACC 9115.

\*\*Business Communication I & II are required for students admitted in fall 2009 or later.

*Please note: Business Communication I and II are each 2 hours, 0 credits - the 0 credit is for administrative purposes due to the way tuition is processed. All students take business communication concurrently with other core courses. The grades for Business Communication I and II will appear on the transcript, but are not calculated in the grade point average. Students will satisfy BUS 9551 by completion of their first 15 credits, and BUS 9552, 9553 or 9554 by completion of their first 30 credits.*

*Business Communications II* offers you the following choice of topics based on your interests: BUS 9552 Communicating Quantitative & Technical Information, or BUS 9553 Leadership Communication: Writing and Speaking with Authority, or BUS 9554 Enhanced Written and Oral Communication for Business Professionals.

## **Major Courses and the General MBA Option (12 credits)**

Students take four courses in a functional area or pursue a self-designed program through the General MBA Option. Usually, students start taking major courses in their second year. However, full-time students may start taking advanced courses in their second semester if major courses are offered only once a year or a particular course is needed as a prerequisite in the major. All students should take prerequisite courses in a timely way to expand their course options each semester. Since the accountancy program is very structured, the Office of Graduate Academic Services will send accountancy students an additional course guide for subsequent semesters.

## **International Elective (3 credits)**

Select one course from the list below. See also "International Elective, Majors, and Dual (Second) Majors.

CIS 9230 Globalization and Technology  
ECO 9741 International Economics  
FIN 9786 International Financial Markets  
FIN 9788 International Corporate Finance  
IBS 9760 International Business Analysis  
IBS 9762 The Global Competitiveness of the U.S. Economy  
IBS 9767 Foreign Markets, Cultures, and Regimes  
LAW 9740 International Trade and Investment Law  
MGT 9870 International Comparative Management  
MKT 9764 Internet Marketing and Global Business

## **The International Elective, Majors, and Dual (Second) Majors**

If one of the international elective choices above is also a course choice in the major, a student may take the course as part of the major and *replace* the international elective with a fourth general elective. These four general electives can be applied towards a second major, if desired. *For example: if a finance major takes FIN 9781, FIN 9783, FIN 9759 and FIN 9788, the international elective can be replaced with a fourth general elective. This enables the student to pursue a second four course major within 22 courses/57 credits (20 courses/57 credits if admitted prior to fall 2009). If a major does not incorporate a designated international elective choice, the international elective will be required and a dual major will require 23 courses/60 credits (21 courses/60 credits if admitted prior to fall 2009).*

## **General Electives (9 credits)**

General electives can be any advanced Zicklin courses for which prerequisites have been met, and can include one graduate course in either the School of Public Affairs or the Weissman School of Arts and Sciences, with permission of the schools. General electives may be used to take additional courses in the major, to pursue a second major, or to explore new directions. See "International Elective, Majors, and Dual (Second) Major above.

## **FLEX-TIME MBA SCHEDULE FOR PART-TIME STUDENTS**

- **Students begin their program by selecting two or more courses from the following: ACC 9110 (or ACC 9112), CIS 9000, MKT 9703, BUS 9551, ECO 9708, and ECO 9709. Additional choices are: BUS 9100 and MGT 9300 on a space available basis.**
- Pre- or corequisites for core courses:  
 ACC 9115 (prerequisite: ACC 9110)  
 BUS 9200 (Capstone course; prerequisites: all other core courses + 12 additional credits)  
 CIS 9000 (pre- or corequisite: ACC 9110 or ACC 9112 or ECO 9708)  
 FIN 9770 (prerequisites: ACC 9110 (or ACC 9112) and STA 9708)  
 MGT 9700 (prerequisite STA 9708)
- *Accountancy majors* take ACC 9112 in place of ACC 9110 and ACC 9811 in place of ACC 9115. Students will also follow a modified course schedule beginning in their second year, based on written guidelines they will receive from the Office of Graduate Academic Services.
- Beginning in year 2, all part-time students may take elective or major courses as course availability, prerequisites and scheduling permit. *Major courses should be scheduled taking into account prerequisites and how frequently the courses are offered. This is particularly important for students pursuing a dual major.*
- In order to graduate in four years, students should expect to take courses in January Intersession and Summer Session. Students may accelerate by taking three courses a semester on a space available basis (this usually requires attending school four nights a week).

### **SAMPLE SCHEDULE**

YEAR	SEMESTER I	JANUARY	SEMESTER II	SUMMER
1	ACC 9110 (or ACC 9112) CIS 9000 ECO 9708 BUS 9551*	Typical choices: BUS 9100	MKT 9703 STA 9708 ACC 9115 BUS 9551, 9552, 9553, or 9554*	Core courses typically offered are: BUS 9100, BUS 9551, BUS 9552, BUS 9553, ECO 9708, ECO 9709, FIN 9770, MGT 9300, MGT 9700, BUS 9200  MTH 8001**  Advanced courses typically offered are: FIN 9781, FIN 9783, selected other FIN, LAW 9800, MKT 9702, MKT 9716, selected MGT. In general, summer offerings are limited and will vary.
2	FIN 9770 MGT 9300	ECO 9708 ECO 9709+	MGT 9700 Major Course #1	
3	Major Course #2 International Elective	MTH 8001**	Major Course #3 General Elective	
4	Major Course #4 BUS 9200		General Elective General Elective	

\*\*Students must satisfy BUS 9551 by completion of their first 15 credits, and BUS 9552, 9553 or 9554 by completion of their first 30 credits.

\*\*Preliminary course for majors in accountancy, economics and finance only; subject to waiver.

+ ECO 9709 is a prerequisite for FIN 9783, FIN 9786 and FIN 9788 in the finance major

### **English Language Support Courses for Non-Native Speakers of English:**

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## FLEX-TIME MBA SCHEDULE FULL-TIME STUDENTS

- **Students begin their program by selecting 12 or more credits from the following: ACC 9110 (or ACC 9112), CIS 9000, MKT 9703, BUS 9551, ECO 9708, and ECO 9709. Additional choices are: BUS 9100 and MGT 9300 on a space available basis.**
- Core course pre- or corequisites:  
ACC 9115 (prerequisite: ACC 9110)  
BUS 9200 (Capstone course; prerequisites: all other core courses + 12 additional credits)  
CIS 9000 (pre- or corequisite: ACC 9110 or ACC 9112 or ECO 9708)  
FIN 9770 (prerequisites: ACC 9110 (or ACC 9112) and STA 9708)  
MGT 9700 (prerequisite STA 9708)
- Beginning in year 2, students take elective or major courses as course availability, prerequisites and scheduling permit. *However, students should schedule their major courses taking into account course prerequisites and how frequently the courses are offered. If major courses are offered only once a year, students may need to start their major in their second semester. This is particularly important for students pursuing a dual major.*
- *Accountancy majors* take ACC 9112 in place of ACC 9110 and ACC 9811 in place of ACC 9115. Students will also follow a modified course sequence beginning in their second semester, based on written guidelines they will receive from the Office of Graduate Academic Services.
- All students should anticipate taking courses in January Intersession and Summer Session in order to graduate in two years.

## SAMPLE SCHEDULE

YEAR	SEMESTER I	JANUARY	SEMESTER II	SUMMER
1	Choose from: ACC 9110 or ACC 9112 BUS 9551* CIS 9000 ECO 9708 ECO 9709 MKT 9703 STA 9708	Typical choices:  BUS 9100  ECO 9708  ECO 9709+  MTH 8001**	Choose from: BUS 9100 BUS 9552, 9553 or 9554* ECO 9708 ECO 9709 FIN 9770 MGT 9300 MGT 9700	Core courses typically offered: BUS 9100, BUS 9552, BUS 9553, BUS 9554, ECO 9708, ECO 9709, FIN 9770, MGT 9300, MGT 9700, BUS 9200  MTH 8001**  Advanced courses typically offered: FIN 9781, FIN 9783, selected other FIN, LAW 9800, MKT 9702, MKT 9716, selected MGT. In general, summer offerings are limited and will vary.
2	Major Course #1 Major Course #2 Major Course #3 General Elective International Elective		BUS 9200 Major Course #4 General Elective General Elective	

\*Students must satisfy BUS 9551 by completion of their first 15 credits, and BUS 9552, 9553 or 9554 by completion of their first 30 credits.

\*\*Preliminary course for majors in accountancy, economics and finance only; subject to waiver.

+ECO 9709 is a prerequisite for FIN 9783, FIN 9786 and FIN 9788 in the finance major.

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