
School of Global Management and Leadership

www.west.asu.edu/sgml

Gary Waissi, PhD, Dean

PURPOSE

The School of Global Management and Leadership prepares students to become innovative and skilled business leaders in today's dynamic and global business economy, whether in their own community or elsewhere in the world. Faculty members are experts in their fields who bring international research and current events into the classroom. The school's programs are accredited by AACSB International—The Association to Advance Collegiate Schools of Business, a distinction achieved by fewer than 350 schools around the world.



The School of Global Management and Leadership offers a Master of Business Administration degree.

Tim Trumble photo

ORGANIZATION

The school houses the following academic units:
Department of Accountancy
Department of Economics, Finance, and Marketing
Department of Management

GRADUATE PROGRAMS

The school offers the Master of Business Administration.

SPECIAL ACADEMIC PROGRAMS

Postbaccalaureate Certificate in Accountancy
Postbaccalaureate Certificate in Professional Accountancy

Accountancy

Certificate Programs

www.west.asu.edu/som/Programs/accountancy/acc.htm

602/543-6275

FAB S190

For information on the Postbaccalaureate Certificate in Accountancy and the Postbaccalaureate Certificate in Professional Accountancy, access the Web site at www.west.asu.edu/som/Programs/accountancy/acc.htm, or see the *General Catalog*.

ACCOUNTANCY (ACC)

For more ACC courses, see the "Course Prefixes" table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W ACC 502 Corporate Financial Reporting. (3)

fall, spring, selected summers

Contemporary financial accounting and reporting systems with emphasis on the interpretation and evaluation of a company's external financial reports.

W ACC 503 Managerial Accounting and Cost Control. (3)

fall, spring, selected summers

Managerial accounting concepts and procedures for internal reporting applied to the decision-making activities of the professional managers. Prerequisite: ACC 502.

W ACC 591 Seminar. (3)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see "Omnibus Courses," page 63.

Business Administration

Master's Program

www.west.asu.edu/sgml/mba

602/543-6201

FAB N150

Pierre Balthazard, PhD, Director of Graduate Programs

Professors: Anders, Atwater, Bellizzi, Van Fleet, Waldman

Associate Professors: Anderson, Balthazard, Brett, Carey, Duncan, Gopalakrishnan, Lowe, Mizzi, Prosch, Swenson

Assistant Professors: Bristol, McCabe, Mesquita, Mohan

Lecturers: Finger, Goldman, Macfie

Nature of the Program. The Master of Business Administration (MBA) degree is designed for those who seek a broad, integrated program with an opportunity to prepare for leadership roles in business in the new century.

An emphasis is placed upon the following skills:

1. analytical: conceptualization, critical thinking, decision making, and problem solving;
2. managerial: change; communication; creativity; interpersonal, political, and professional behavior; and leadership; and
3. technical: accounting, economics, finance, information technology, quantitative analysis, and research.

Rigorous entrance standards assure that all students are academically and professionally prepared for the demanding intellectual experience and the pace of each program. Faculty members are PhD-qualified as well as nationally and internationally recognized for their teaching, research, and business credentials.

The MBA program is designed for individuals who seek to expand their career opportunities and to move into leadership roles in organizations. The program has an innovative management training component called Leadership in Residency. This hands-on component includes projects with community-based partnerships, global awareness activities, 360 degree feedback assessment, and other skill development activities.

Offered on-campus at night, the program is flexible to accommodate the needs of working professionals and can be completed on a part-time basis in three years or on a full-time basis in two years. Students have the opportunity to interact with a wide variety of other students to hone their skills in coping with change. Students whose jobs and/or personal situations make it difficult to commit to a program that requires attendance every term find this program option particularly appealing.

Career Outlook. Graduates of the MBA program are finding steady demand for their skills in a rapidly changing economy. The MBA degree gives individuals an edge in the

competitive global business environment. Graduates are working in leadership positions in many large multinational corporations, local companies, and leading nonprofit organizations.

Admission. Students with strong academic backgrounds, good GMAT scores, and demonstrated leadership potential are model candidates for the MBA program. Admission to the graduate program in business is open to

1. holders of baccalaureate, or higher, degrees from institutions accredited by a Council on Postsecondary Accreditation institutional accrediting agency; and
2. those who show high promise of success as demonstrated by previous schooling, experience, and testing.

Application. The priority application deadlines are April 15 for the summer session, June 15 for the fall semester, and November 1 for the spring semester. International students should apply by May 1 for fall semester and October 1 for spring semester. For admission procedures, access the Web site at www.asu.edu/graduate/admissions.

GPA and GMAT. Admission is partly based on GPA and Graduate Management Admission Test scores. The GMAT must be completed within five years of the date that the application is reviewed. To obtain an application for the test, call 1-800-717-4628, access the Web site at www.mba.com, or write

PEARSON VUE
ATTENTION: GMAT PROGRAM
PO BOX 581907
MINNEAPOLIS MN 55458-1907

International Students. Students whose native language is not English and who have not completed a degree in a country whose native language is English are required to submit an official score report from either the Test of English as a Foreign Language (TOEFL) or the International English Language Testing System.

Admission Process. Each application for admission is reviewed, and the GPA, GMAT score, managerial experience, other work experience, letters of recommendation, personal statement, and application itself are weighed in the decision to admit a student. All applicants are notified of their status as soon as possible after the deadline.

Program Requirements

Prerequisites. Although there are no prerequisites to the MBA program, students are expected to have strong mathematical skills, computer literacy, and good communication skills. "Strong mathematical skills" implies knowledge of basic calculus and statistics. "Computer literacy" implies working knowledge of spreadsheet programs, word processing, e-mail, the Internet, and simple Windows commands. Most of the computer work in the MBA program utilizes personal computers. "Good communication skills" implies the ability to write clearly and to prepare and deliver professional presentations. Students who are uncertain about the sufficiency of their knowledge level in any of these areas should meet with an MBA staff member.

SCHOOL OF GLOBAL MANAGEMENT AND LEADERSHIP

Comprehensive Examinations. All students must successfully complete the comprehensive requirement established by Graduate Studies for the MBA degree. The comprehensive exam is integrated with MGT 593 Applied Project. Students completing this course with a grade of “B” (3.00) or higher satisfy the comprehensive exam requirement.

Course Requirements. The MBA program of study includes courses designed to provide a foundation in business knowledge and skills. Many of these courses are prerequisites for classes to be taken in subsequent semesters.

Courses that build upon the business core outlined below are designed to focus on the further development of communication, decision-making, and problem-solving skills required of effective business leaders.

The courses that compose the MBA program are as follows:

W ACC 502 Corporate Financial Reporting.....	3
W ACC 503 Managerial Accounting and Cost Control	3
W CIS 502 Information Systems Concepts in Practice	3
W ECN 502 Business Economics	3
W FIN 502 Financial Decision Analysis.....	3
W LES 579 Legal and Ethical Studies	3
W MGT 502 Managing People and Organizations	3
W MGT 589 Global Strategic Management	3
W MGT 593 Applied Project	3
W MKT 502 Strategic Marketing.....	3
W MKT 593 Applied Project	3
W OPM 502 Management of Operations Technology	3
W QBA 502 Managerial Decision Making.....	3
Focused courses.....	9
Total.....	48

Waiver/Transfer Policy. Selected core courses (numbered 502) may be waived on the basis of a transcript evaluation if the student has completed an undergraduate major or minor (at least 18 semester hours) in the functional area within the last five years with a grade of “B” (3.00) or higher at an AACSB International–accredited institution. Students then take advanced courses in the subject area to maintain the total of 48 semester hours. In addition, nine hours of graduate credit may be transferred from another AACSB International–accredited program. Every student must complete a minimum of 48 semester hours, 39 of which must be completed in the School of Global Management and Leadership.

RESEARCH ACTIVITY

Given the wide array of disciplines housed in the School of Global Management and Leadership, faculty members investigate issues and challenges surrounding finance, accounting, marketing, information systems, and leadership and management in organizations. Examples include consumer behavior in budget allocation decisions, pricing financial instruments, the impact of directors’ equity ownership on corporate governance, teenage consumer behavior patterns, the nature of effective CEO leadership, inter-firm collaboration and its effects on costs, the effects of multi-source feedback, supply chain management, and the economic impact of casino gambling. Faculty members have published works in a wide array of specialized areas, including risk management, information security, internal controls, cost measurement and allocation, auditing, and tax

compliance and policy. All contribute to the management field and the advancement of business theory and practice.

BUSINESS (BUS)

W BUS 591 Seminar. (1–12)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see “Omnibus Courses,” page 63.

COMPUTER INFORMATION SYSTEMS (CIS)

For more CIS courses, see the “Course Prefixes” table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W CIS 502 Information Systems Concepts in Practice. (3)

fall, spring, selected summers

Organizational, strategic, and technical issues of the management of information. Evaluation, design, and use information systems as competitive advantage.

W CIS 591 Seminar. (1–12)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see “Omnibus Courses,” page 63.

ECONOMICS (ECN)

For more ECN courses, see the “Course Prefixes” table, or access www.asu.edu/aad/catalogs/courses. The campus designation—E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W ECN 502 Business Economics. (3)

fall, spring, summer

Impact of the economic environment on business. Tools and techniques of economic analysis used in marketing, finance, and strategy. Prerequisite: QBA 502 recommended.

W ECN 591 Seminar. (1–12)

fall, spring, selected summers

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see “Omnibus Courses,” page 63.

FINANCE (FIN)

For more FIN courses, see the “Course Prefixes” table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W FIN 502 Financial Decision Analysis. (3)

fall, spring, selected summers

Develops analytical techniques and financial theories used to make optimal decisions in a corporate setting. Prerequisites: ACC 502; ECN 502; QBA 502.

W FIN 591 Seminar. (3)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see “Omnibus Courses,” page 63.

LEGAL AND ETHICAL STUDIES (LES)

For more LES courses, see the “Course Prefixes” table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W LES 579 Legal and Ethical Studies. (3)

fall, spring, selected summers

Managerial decision making within the bounds of ethics, social responsibility, and legal and regulatory constraints. Strong international focus. Prerequisites: ECN 502; MGT 502; MKT 502; QBA 502.

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see “Omnibus Courses,” page 63.

MANAGEMENT (MGT)

For more MGT courses, see the "Course Prefixes" table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W MGT 502 Managing People and Organizations. (3)

fall, spring, selected summers

Understanding human side of organizations through management theories and applications. Develops knowledge and skills for successful management of self and others.

W MGT 589 Global Strategic Management. (3)

fall, spring, selected summers

Interaction among the strategic forces within a corporation with the competitive forces in the global environment from the perspective of the CEO. Prerequisites: ACC 503; FIN 502; LES 579; MGT 502; MKT 502; completion of at least 30 hours of program of study credits. Corequisite: MGT 593.

W MGT 591 Seminar. (1–12)

selected semesters

- Crisis Management. (3)
- Leadership. (3)
- Negotiations and Conflict Management. (3)

W MGT 593 Applied Project. (1–12)

selected semesters

Corequisite: MGT 589.

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see "Omnibus Courses," page 63.

MARKETING (MKT)

For more MKT courses, see the "Course Prefixes" table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W MKT 502 Strategic Marketing. (3)

fall, spring, selected summers

Marketing concepts and philosophy and their importance to strategic decision making, general management, and organizational success; market and environmental analyses. Corequisite: MKT 593.

W MKT 591 Seminar. (3)

selected semesters

W MKT 593 Applied Project. (3)

selected semesters

Corequisite: MKT 502.

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see "Omnibus Courses," page 63.

OPERATIONS AND PRODUCTION MANAGEMENT (OPM)

W OPM 502 Management of Operations Technology. (3)

fall, spring, selected summers

Design, control, and improvement of operations technology. Concepts and modeling tools required for strategic decisions in manufacturing and service operations. Prerequisites: QBA 502.

W OPM 591 Seminar. (1–12)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see "Omnibus Courses," page 63.

QUANTITATIVE BUSINESS ANALYSIS (QBA)

For more QBA courses, see the "Course Prefixes" table, or access www.asu.edu/aad/catalogs/courses. The campus designation—D (Downtown Phoenix), E (Polytechnic), M (Tempe), or W (West)—may affect how courses may be used to fulfill requirements.

W QBA 502 Managerial Decision Making. (3)

fall, spring, selected summers

Fundamentals of qualitative and quantitative analysis to aid management decision making in a competitive and uncertain environment. Prerequisites: MAT 210 (or its equivalent); general computer proficiency in Microsoft Excel.

W QBA 591 Seminar. (3)

selected semesters

Omnibus Courses. For an explanation of courses offered but not specifically listed in this catalog, see "Omnibus Courses," page 63.



The West campus with the University Center Building and Faculty and Administration Building in the foreground.

Mark Boisclair photo