Orfalea College of Business

Business Bldg. (03), Room 455
Phone: 805.756.2705
http://www.cob.calpoly.edu/

Dean: Scott Dawson
Associate Dean: Kevin Lertwachara
Associate Dean: Sanjiv Jaggia
Associate Dean: Abraham (Rami) Shani
Assistant Dean: Kris McKinlay
Assistant Dean of Advancement: Mary Kelting
Advancement Director: Tina Guerrero

Academic Programs

<table>
<thead>
<tr>
<th>Program name</th>
<th>Program type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>Minor, MS</td>
</tr>
<tr>
<td>Business Administration</td>
<td>BS, MBA</td>
</tr>
<tr>
<td>Business Analytics</td>
<td>MS</td>
</tr>
<tr>
<td>Economics</td>
<td>BS, Minor, MS</td>
</tr>
<tr>
<td>Engineering</td>
<td>MBA, MS</td>
</tr>
<tr>
<td>Industrial Technology</td>
<td>Minor</td>
</tr>
<tr>
<td>Industrial Technology and Packaging</td>
<td>BS</td>
</tr>
<tr>
<td>Integrated Marketing Communications</td>
<td>Minor</td>
</tr>
<tr>
<td>Packaging</td>
<td>Minor</td>
</tr>
</tbody>
</table>

Mission Statement

We prepare career-ready, global business leaders through hands-on discovery and application.

Amplifications of our Mission Statement

- We strive to contribute to the well being of our students and the communities to which they belong by instilling in them a love and an ability for learning and discovery that will serve them for the rest of their lives. We reinforce this by cultivating that love and ability for learning and discovery within ourselves.
- We embrace the principles in the 1940 AAUP Statement of Academic Freedom.
- We treat one another with respect and integrity, communicate honestly, and consult with one another when making important decisions that affect our learning community.
- We value research that is theoretical, applied and interdisciplinary, rooted in both our academic disciplines and the scholarship of teaching and learning.
- We are committed to providing our academically talented students with hands-on experiences and opportunities for discovery.
- Members of our community are ready to contribute to one another, to our organizations, and to the world.
- We challenge students, faculty and staff to assume responsibility for lifelong learning.
- We are committed to earning external accreditation of our college and its programs.

The BS degree program and the graduate programs in Business Administration are accredited by the AACSB–The International Association to Advance Collegiate Schools of Business. The BS degree program in Industrial Technology is accredited by the Association of Technology, Management, and Applied Engineering (ATMAE). The objective of accreditation is to foster high quality educational programs.

The college is organized into seven areas: Accounting, Economics, Finance, Industrial Technology and Packaging, Marketing Management and Graduate Management Programs. This organizational structure allows for programs of study that blend broad-based knowledge of the functional disciplines of Business and Economics with an in-depth study of particular discipline(s).

The college’s educational philosophy follows the Cal Poly tradition—that of enlisting maximum student involvement in the learning process through case analysis, special projects, internships, computer simulations and other learn by doing exercises. The college has state-of-the-art computer facilities which are available to students to meet their coursework needs. Educational programs are designed to challenge highly motivated students to become tomorrow’s socially responsible business leaders through a learn-by-doing technology oriented education. The curricula include general education requirements and specialized studies in the student’s major field. Optional areas of concentration within each major enable the student to select the program most closely suited to the chosen career field.

Business Honor Society

Beta Gamma Sigma is the honor society serving business programs accredited by AACSB International – The Association to Advance Collegiate Schools of Business. Membership in Beta Gamma Sigma is the highest recognition a business student anywhere in the world can receive in a business program accredited by AACSB International. Only 7% of the junior class and 10% of the senior class are invited to join. The mission of Beta Gamma Sigma is to encourage and honor academic achievement in the study of business and to foster personal and professional excellence among its members. For further information, please contact the Dean’s Office, 805.756.2705.

Advising Center

Business Bldg. (03), Room 100
Phone: 805.756.2601
www.cob.calpoly.edu/advising

The Advising Center Mission Statement

The Orfalea College of Business Advising Center serves as a peer-driven resource for students seeking academic guidance. Trained and knowledgeable staff provide all students of the Orfalea College of Business community to achieve their unique educational goals by providing timely and effective support in a professional, welcoming environment. We give students the resources needed to successfully negotiate the curriculum they select and empower them to make educated decisions.

The Peer Advising Model

The Orfalea College of Business Advising Center utilizes a student-to-student advising structure, which has been proven as a key factor to successful graduation rates. It is beneficial for students to meet with peer advisors, who are extensively trained on all college and university policies, expectations, curriculum and resources for advising students in their major.

Peer advisors take part in a quarter-long highly specialized training program to meet the needs of all Business, Economics, and Industrial Technology students. They update and review students’ files before
an advising session and are prepared to answer any questions or concerns the students may have about the curriculum and/or policies. Two professional academic advisors are involved with direct supervision and specialty student concerns; their appointments involve career/internship advising and serving students with special concerns, assisting students having academic difficulty. Faculty advisors within the college provide further information on course content, career planning, and clarification on concentration areas. Faculty advisors are assigned by the student's area office or by the student's concentration.

**Areas of Specialty**
- Academic advising and planning courses towards graduation
- Assist students with strategies for success in their academics
- Advising students on academic probation
- Interpretation of curriculum sheets and flowcharts, articulation agreements, requirements towards degree, and online advising tools
- Change of major advising
- Study abroad advising
- College and university policies and procedures
- Process forms related to student's degree progress
- Quarterly advising workshops and programs

**Transfer Students**
Transfer students to the Orfalea College of Business should refer to the curricula listed for the appropriate major. Please note that all lower division courses may be completed at most California Community Colleges. Full time students who have successfully completed all lower division courses prior to transferring to the College of Business can usually anticipate graduating in six quarters. Admitted transfer students should seek immediate advising assistance from the Advising Center.

**BS Business Administration**
The undergraduate business program provides students with the knowledge and the analytical skills essential for employment in all sectors of business, industry, governmental and non-profit organizations. Graduates of the business program will understand the fundamentals of how a successful enterprise operates, and will have sufficient depth in an area of study to begin a successful career by providing immediate value to an organization.

The Orfalea College of Business engages in a comprehensive assessment plan to ensure student achievement of these objectives.

The Business Administration degree program consists of five components: Major, Concentration, Support, General Education, and Electives.

**Concentrations**
Concentrations are provided for students preparing for careers in Accounting, Financial Management, Management, Information Systems, Marketing Management, Entrepreneurship, and Consumer Packaging Solutions.

The Quantitative concentration and the Real Estate concentration offered under the BS Economics, are also available to Business Administration majors.

Choose from:
- Accounting Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/accountingconcentration)
- Entrepreneurship Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/entrepreneurshipconcentration)
- Financial Management Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/financialmanagementconcentration)
- Management and Human Resources Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/managementandhumanresourcesconcentration)
- Marketing Management Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/marketingmanagementconcentration)
- Information Systems Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/informationsystemsconcentration)
- Consumer Packaging Solutions Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/consumerpackagingsolutionsconcentration)
- Quantitative Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/quantitativeconcentration)
- Real Estate Concentration (http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/realestateconcentration)

**Accounting and Business Law Area**
Business Bldg. (03), Room 403
Phone: 805.756.1543

Area Chair: Doug Cerf

Accounting provides information for making informed business decisions by decision makers both external and internal to the firm. The Accounting and Business Law Area works closely with the accounting profession to help ensure curriculum relevancy and technical competency. The accounting program offers a Master of Science (see Graduate Programs (p. 5)). The Master of Science along with the Accounting concentration or minor allows the student to meet the academic requirements for licensure as a Certified Public Accountant (CPA).

**Accounting Minor**

**New program, effective Winter 2016**
The minor is designed to provide students from other majors a basic foundation in accounting. Upon successful completion of the minor, students will have coursework that can be applied towards the requirements for licensure as a Certified Public Accountant in California and most other states. Students wishing to pursue such licensure are encouraged to pursue a Master of Science in Accounting (specializing in either financial accounting or taxation) upon completion of their undergraduate education.

Students applying to the minor must be at sophomore level standing with a minimum GPA of 3.0. Acceptance into the Accounting minor is not guaranteed and capacity is limited. The Accounting Area will
select only the most qualified applicants with an interest in pursuing licensure. Not open to Business and Economics majors.

**Economics Area**
Business Bldg. (03), Room 407  
Phone: 805.756.2783  
Area Chair: Steve Hamilton

**BS Economics**
The mission of the economics program is to educate students in the models and problem solving tools of economics. The degree program:

- instructs students on the analytical tools of economics and the application of these tools to business and social problems,
- instructs students on the economic structure of our society and its interdependence with the global marketplace,
- instructs students about the economic forces that affect business, the natural environment, technology and political decision-making,
- instructs students on the role of business, government and households in our economy,
- prepares students for successful careers in business, government and non-profit organizations, and
- prepares students for graduate studies in business, economics, law and public administration.

**Concentrations**
A concentration is not required to complete the General Economics field of study. Concentrations can be chosen from accounting, entrepreneurship, finance, management, marketing, consumer packaging solutions, management information systems, quantitative or real estate.

Students may develop their own program of study by selecting one of the following: 1) an economics concentration; or 2) a business concentration.

Choose from:
- Accounting Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/accountingconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/accountingconcentration))
- Entrepreneurship Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/entrepreneurshipconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/entrepreneurshipconcentration))
- Financial Management Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/financialmanagementconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/financialmanagementconcentration))
- Management and Human Resources Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/managemntandhumanresourcesconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/managemntandhumanresourcesconcentration))
- Marketing Management Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/marketingmanagementconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/marketingmanagementconcentration))
- Information Systems Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/informationsystemconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bsbusinessadministration/informationsystemconcentration))
- Consumer Packaging Solutions Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/consumerpackagingsolutionsconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/consumerpackagingsolutionsconcentration))
- Quantitative Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bseconomics/quantitativeconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bseconomics/quantitativeconcentration))
- Real Estate Concentration ([http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bseconomics/realestateconcentration](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/bseconomics/realestateconcentration))

For the requirements of each concentration, please check the information listed under the Business major.

**Economics Minor**
Business Bldg. (03), Room 407  
Phone: 805.756.2783  
This minor is designed to give students from other majors a general competency in economics. Students are encouraged to meet with the advisor of the Economics Minor to develop a course of study that complements their major curriculum. For more information, contact the Economics Area office.

**Finance Area**
Business Bldg. (03), Room 407  
Phone: 805.756.1472  
Area Chair: John Dobson

The Financial Management (FM) concentration provides a rigorous, coherent, real-world-based, and up-to-date curriculum which prepares students for rewarding careers. The FM students gain in-depth knowledge of Fixed Income Securities (Bond Markets), Security Analysis and Portfolio Management (Equity and Derivative Markets), Corporate Finance (Mergers and Acquisitions and Initial Public Offerings), Alternative Investments (Foreign Exchange, Commodities and Real Estate), and Quantitative Methods.

Finance classes are taught in the Financial Analysis Resource Center, a special-purpose classroom with data terminals, and real time display of stock prices. The computers are equipped with financial data and software, which permits students to work on real-world problems - individually and in teams.

Finance students have outstanding internship and senior project opportunities, including the ability to pursue the Chartered Financial Analyst (CFA) designation; the ability to participate in the Student Managed Portfolio Project, where they assume an active role in investing Cal Poly Corporation endowment funds; and the opportunity to intern with major corporations, investment banks, and money management firms. Our graduates pursue careers in Financial Services, Corporate Finance, and as Financial Analysts, working for investment banks, brokerage firms, the asset management industry, the real estate industry, consulting firms, and other facets of business.

**Management, Human Resources, and Information Systems Area**
Business Bldg. (03), Room 405  
Phone: 805.756.2012  
Area Chair: James Sena

The Management, Human Resources, and Information Systems Area’s goals are fourfold:
1. to provide students with management theories, strategies, and practices essential for understanding how modern organizations operate and succeed in a complex and global environment,

2. to introduce students to the information technologies that enable the success of critical business processes and enhance worker creativity and productivity,

3. to engage students in learning about team dynamics and team leadership, and

4. to prepare our graduates, through a focus on experiential learning, for rewarding careers in a myriad of industries.

The Management, Human Resources, and Information Systems Area offers all business students coursework in organizational behavior, information systems, international management, and business strategy. We offer concentration specific courses in both of the concentrations that are housed in the Management, Human Resources, and Information Systems Area: (1) Management and Human Resources, and (2) Information Systems.

**Marketing Area**

**Business Bldg. (03), Room 403**

Phone: 805.756.1543

**Area Chair: Norm Borin**

The Marketing Management concentration cultivates agile marketers, who integrate data analytics, critical thinking and creativity. The curriculum is a conscious balance among the technical rigors of data, the nuance of creative strategy, and the finesse of customer relationship management. Students engage in hands-on projects that provide experience and confidence. From market research to communications strategies, students have opportunities to provide data-driven guidance and creative solutions to local startups, Cal Poly organizations, and the community.

As a discipline with broad applications, the Marketing Management concentration offers flexible career paths and work styles. Graduates are in demand for positions in market research and analytics; business development and sales; and marketing communications, advertising, digital and product marketing.

**Interdisciplinary Studies**

**Entrepreneurship Concentration**

**Business Bldg. (03), Room 405**

Phone: 805.756.5188

**Concentration Coordinator: Jon York**

This interdisciplinary concentration provides an environment in which students develop an entrepreneurial mindset and acquire the knowledge and decision skills necessary to envision, plan and implement new ventures in start-up and existing organizations, domestic and international settings, in either service, product or technology-based companies and in for-profit and non-profit contexts. It draws expertise and coursework from across the College and emphasizes interdisciplinary problem-based learning.

**Consumer Packaging Solutions Concentration**

**Business Bldg. (03), Room 405**

Phone: 805.756.2676

Concentration Coordinator: Javier de la Fuente

This concentration provides business majors entry into a rapidly expanding and dynamic field, packaging, that has been fueled by the globalization of manufacturing and customer-supplier relationships. This trend has been enabled by new approaches to value chain management, product development and packaging technology. This concentration will allow the students to:

1. conceptualize packaging designs that meet customer needs
2. validate designs with data and customer insight
3. gain familiarity with packaging materials and related test equipment
4. conduct qualitative and quantitative marketing analysis for products
5. comprehend packaging costs, sustainability issues and industry trends and
6. understand supply chain management and logistics related issues

Lessons are drawn from a range of established and emerging industries such as food, automotive, biomedical devices and electronics.

**Industrial Technology and Packaging Area**

**Business Bldg. (03), Room 405**

Phone: 805.756.2676

**Area Chair: Eric Olsen**

**BS Industrial Technology and Packaging**

The Industrial Technology and Packaging program incorporates a broad range of technical skills and business management to prepare individuals for positions in technology management or as entrepreneurs. The curriculum is particularly suited for careers that involve working with people and technology. The collaborative, project-based classes/laboratories create well-rounded, problem solving graduates that would be successful and quickly functional in a variety of industries including manufacturing and packaging. Students develop a strong foundation in science, liberal arts, business and management disciplines; a technical core including industrial power systems, materials and processes, quality management, lean six sigma, safety management, packaging, and product development.

The curriculum includes extensive hands-on coursework in two areas of emphasis: Industrial Technology (IT) and Packaging Technology (PT). The IT emphasis area offers courses pertinent to general operations management, supply chain management and lean processes, while the PT emphasis area offers specialized courses in design and testing of packaging products and systems.

**Industrial Technology Minor**

Industrial Technology

**Business Bldg. (03), Room 405**

Phone: 805.756.2676

The minor in Industrial Technology offers a choice of courses in Technology Issues; Operations and Packaging; and Organizational Issues. These courses provide supplemental knowledge and skills for nontechnical majors who wish a position related to operations of a company.
Packaging Minor

Industrial Technology
Business Bldg. (03), Room 405
Phone: 805.756.2676

The purpose of this interdisciplinary minor is to complement the non-Industrial Technology and Packaging majors with a planned curriculum in packaging. The program is designed to capitalize on theories and skills learned in other disciplines thereby uniquely preparing students for success as packaging professionals in positions ranging from highly technical research and development through purchasing, production, sales and management.

Students gain the skills needed for the design of package forms and graphics, the specifications of materials and machinery to be used, the evaluation of package systems, as well as the planning and coordinating of packaging requirements. These specialized skills result from an integration of knowledge gained through the packaging curriculum with that of the major discipline. A significant understanding of packaging issues and their impact on the industry is also gained.

Integrated Marketing Communications Minor

Minor Coordinators:
Marketing Area Chair: Lynn E. Metcalf
Business Bldg. (03), Room 402
Phone: 805.756.2010
lmetcalf@calpoly.edu

Graphic Communication Chair: Ken Macro
Graphic Arts Bldg. (26), Room 216
Phone: 805.756.2257
kmacro@calpoly.edu

Journalism Chair: Mary Glick
Graphic Arts Bldg. (26), Room 228-A
Phone: 805.756.6738
mmglick@calpoly.edu

The Integrated Marketing Communications Minor provides students with the skills needed to acquire and leverage customer insights, to create and deploy visual, graphic, and written content across traditional and digital media channels, and to analyze the impact. Students use industry standard tools and work collaboratively with peers from complementary disciplines to develop integrated marketing campaigns for companies.

Graduates are in demand for positions in social media, integrated media, content marketing, digital marketing, brand storytelling, visual storytelling, and analytics and optimization. The opportunities and job titles are many and growing.

Environmental Studies Minor

Please see the College of Science and Mathematics (http://catalog.calpoly.edu/collegesandprograms/collegeofscienceandmathematics) for more information on this interdisciplinary minor.

Graduate Programs

Master of Business Administration

Business Bldg. (03), Room 409
Phone: 805.756.2637
mba@calpoly.edu
http://mba.calpoly.edu/

Associate Dean: Sanjiv Jaggia

Programs of Study/Specializations Available

MBA - General Management
MBA - Graphic Communication Document Systems Management Specialization
MBA - Architectural Management Track
MBA - Landscape Architectural Management Track

General Characteristics

Cal Poly’s MBA programs are designed to prepare students to enter successful management positions in industry, government, and not-for-profit organizations. The programs give graduates a broad management background. Cal Poly’s MBA programs are 60 to 64 units in length, depending on specialization, and consist of courses and elective courses.

The learning objectives of the MBA programs are for students to be able to:

1. Demonstrate competency in the following areas of business: management, quantitative methods, economics, accounting, finance, marketing, operations, and strategy.

2. Demonstrate strategic integration of the above areas.

3. Demonstrate the ability to apply analytics to decision making.

4. Recognize issues and create solutions using an approach that reflects ethical values.

5. Demonstrate knowledge of the issues involved in conducting business in a diverse, global environment.

4. Demonstrate professional written communications skills.

5. Demonstrate professional oral communication and presentation skills.

5. Recognize leadership skills and link to leadership theory.

5. Demonstrate effective team behaviors.

Prerequisites

Students are required to possess a bachelor’s degree from an accredited program. The MBA program is specifically designed to provide essential business knowledge to students without assuming prior business background. Therefore, no specific prerequisite courses are required, but a basic knowledge of statistics is highly recommended.

Admission/Acceptance Requirements

Admission to the MBA programs is based upon:

- successful completion of an accredited undergraduate program of study
- prior academic performance with particular emphasis placed on the last 90 quarter units (60 semester units)
• Graduate Management Admission Test (GMAT) or Graduate Records Examination general test (GRE) scores, with particular emphasis on performance on the quantitative portion
• prior work experience (desirable).

Culminating Experience
In order to satisfy the culminating experience requirement, students must satisfactorily complete a comprehensive examination or project. Other options may be available, but must be approved in advance by the Associate Dean.

PROGRAMS OF STUDY
MBA – General Management
This program allows students to take electives of particular interest that fit their specific needs or career objectives. The program consists of 36-quarter-units of required courses with the remaining elective units selected from a focused group of advanced courses.

MBA - Graphic Communication Document Systems Management Specialization
This specialization is offered in conjunction with the Graphic Communication Department in the College of Liberal Arts, and is designed for those interested in graphic communication-related management careers. The program, focused on document systems management, contains a strong research component, including research assignments relevant to an individual company and the document industry as a whole. Students participate in research and development projects for the Graphic Communication Institute at Cal Poly.

MBA - Architectural Management Track
This program is available only to those students who are enrolled in Cal Poly's Bachelor of Architecture (BArch) program. During the fifth/final year of the architecture program, students may request permission to enroll in MBA courses. See the Architecture (http://catalog.calpoly.edu/collegesandprograms/architecture) section of this Catalog for information.

MBA - Landscape Architecture Management Track
This program is available only to those students who are currently enrolled in Cal Poly's Bachelor of Landscape Architecture (BLA) program. During the fifth/final year of the landscape architecture program, students may request permission to enroll in MBA courses. See the Landscape Architecture (http://catalog.calpoly.edu/collegesandprograms/landscapearchitecture) section of this Catalog for information.

Option to Concurrently Pursue MBA & Another Master's Degree
The Orfalea College of Business permits students to develop an individualized program of study that incorporates the required elements of two distinct Cal Poly graduate degree programs. This option offers graduate students the opportunity to simultaneously pursue an MBA degree in the Orfalea College of Business and an MA or MS degree in one of Cal Poly's other colleges.

To participate in this option, students must apply to, meet the qualifications for, and be accepted into each program independently. Students must first apply for formal admission to one specific Cal Poly graduate program such as the MBA program. After enrollment in a specific graduate program, the student must apply to, meet the qualifications for, and be accepted into the second program. The two degrees must be awarded in the same quarter.

Depending upon the combination of degrees pursued, students may be permitted to substitute courses in the other graduate degree program for similar courses in the MBA program, thereby reducing the overall number of units. Such substitutions must be approved in advance by the OCOB Associate Dean and generally are limited to a maximum of three courses.

MS Accounting
Business Bldg. (03), Room 409
Phone: 805.756.2637
mba@calpoly.edu
http://mba.calpoly.edu/
Associate Dean: Sanjiv Jaggia

General Characteristics
The MS Accounting program is a one-year academic course of study designed to prepare students for careers that require employees to be licensed as a Certified Public Accountant (CPA). This includes careers with international public accounting firms, regional and local CPA firms, industry and government. Students may select a specialization in financial accounting or taxation. The program is designed to meet the CPA eligibility requirements in the state of California effective January 2014.

All students are required to pass a comprehensive examination which is normally given during the final quarter of the program.

Tuition and Fees
The MS Accounting program is offered through Extended Education. As such, the program carries a separate tuition and fee schedule available in the Office of the Associate Dean, Orfalea College of Business.

Admission/Acceptance Requirements
Acceptance to the program is based upon an applicant’s:
• submission of an application for graduate admission via www.csumentor.edu (http://www.csumentor.edu),
• successful completion of an accredited undergraduate program of study
  • Tax Specialization: a minimum of (i) four (4) quarter units in federal taxation and (ii) eight (8) quarter units in accounting or two (2) years of equivalent experience in accounting,
  • Financial Accounting Specialization: (i) four (4) quarter units of taxation and (ii) eight (8) quarter units of intermediate financial accounting courses 3,
• prior academic performance with particular emphasis placed on performance during the last 90 graded quarter units completed prior to application (or equivalent), and
• achievement on the Graduate Management Admission Test (GMAT) or Graduate Records Examination general test (GRE), with particular emphasis placed on performance on the quantitative portion.
An "Intermediate accounting" course includes comprehensive coverage of financial statements, assets, liabilities, investments, intangibles, equities, revenue recognition and the Cash Flows statement.

**MS Accounting, Specialization in Tax**

**Structure**
The 45/49-quarter-unit taxation specialization begins with a three-week intensive session in the summer immediately preceding the fall quarter and continues through the spring quarter of the following year. The program requires an internship during the winter quarter.

**Degree Requirements and Curriculum** [http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/msaccountingspecializationintax](http://catalog.calpoly.edu/collegesandprograms/orfaleacollegeofbusiness/msaccountingspecializationintax)

**MS Accounting, Specialization in Financial Accounting**

**Structure**
The 45-quarter-unit financial accounting specialization begins in the fall quarter and continues through the spring quarter of the following year.

**MS Business Analytics**

**New program, effective Fall 2016**

*Business Bldg. (03), Room 409*
*Phone: 805.756.2637*
*http://www.cob.calpoly.edu/gradbusiness/

*Associate Dean: Sanjiv Jaggia*

**General Characteristics**
The MS in Business Analytics is a comprehensive, 10-month interdisciplinary business degree program that encompasses economics, finance, accounting, marketing, and information systems. The program offers a holistic approach to data analytics, combining qualitative reasoning with quantitative tools to identify key business problems and translate data analytics into decisions that improve business performance. Students will acquire broad training in all aspects of business analytics with particular emphasis on business projects, statistical modeling and communication. Students will work on collaborative industry projects to engage with real world problems, and gain valuable experience working for a client in a team.

**Admission/Acceptance Requirements**
To qualify for admission to a Master’s program, you must meet the Cal Poly university admission requirements for graduate standing, which are described in the Graduate Education [section of the Cal Poly Catalog](http://catalog.calpoly.edu/graduateeducation) as well as professional, personal, scholastic and other standards as prescribed by the program. The program specific requirements for admission to the MS Business Analytics program must be submitted via the Cal Poly Graduate Education [website](http://catalog.calpoly.edu/graduateeducation) and are as follows:

- Official transcripts of all course work
- Competitive GMAT or GRE score (valid for five years)
- Statement of purpose
- Two letters of recommendation
- Completion of at least two college level courses in statistics
- Completion of at least one college level course in calculus
- Applicants whose native language is not English must have taken TOEFL within the last two years with a minimum score of 550 (paper version) and 213 (computerized version) or 80 (internet based). The TOEFL requirement is waived for certain applicants; see [http://admissions.calpoly.edu/applicants/international/toefl_ielts.html](http://admissions.calpoly.edu/applicants/international/toefl_ielts.html) for details.

**MS Economics**

**Graduate Programs in Economics**

*Business Bldg. (03), Room 407*
*Phone: 805.756.2783*

*Area Chair: Steve Hamilton*
*Director of Graduate Studies: Aric Shafran*
*Associate Dean: Sanjiv Jaggia*
*Business Bldg. (03), Room 409*
*Phone: 805.756.2637*
*econgrad@calpoly.edu*
*http://econgrad.calpoly.edu*

**General Characteristics**
The master of science degree program in economics is a full-time, four-quarter program designed to provide advanced preparation in economics for individuals desiring careers as economists in the academic, governmental, business, and financial communities. The program provides the technical skills required to engage in quantitative economic analyses that involve forecasting, market assessment, economic feasibility studies, commodity pricing and data analysis.

**Tuition and Fees**
The MS Economics program is offered through Extended Education. As such, the program carries a separate tuition and fee schedule available in the Office of the Associate Dean, Orfalea College of Business.

**Prerequisites**
For admission to the program with a classified or conditionally classified status, a student should hold a bachelor’s degree from an accredited institution with a minimum grade point average of 2.5 in the last 90 quarter units (60 semester units) attempted and have completed coursework in intermediate microeconomics, intermediate macroeconomics, econometrics, calculus, and statistics. Applicants are required to submit scores for the General Test of the Graduate Record Examination. An applicant who meets these standards but lacks the prerequisite coursework may be admitted as a conditionally classified student and must make up any deficiencies before advancement to classified graduate standing.

**Program of Study**
Graduate students must file formal study plans with their advisor, department, college, and university graduate studies office no later than the end of the quarter in which the 12th unit of approved coursework is completed. The formal program of study must include a minimum of 45 units (at least 29 of which must be at the 500 level).

Advancement to master's degree candidacy requires completion of a minimum of 24 units of required courses, specified in a formal program of study, with a minimum grade point average of 3.0. Students
must maintain a minimum GPA of 3.0 in all coursework completed subsequent to admission to the program.

Culminating Experience
Students are required to pass a written comprehensive exam in economics.

MBA & MS Engineering - Engineering Management Program
The dual-degree Engineering Management Program (EMP) is an interdisciplinary program linking the MBA and MS in Engineering degree programs. It is a cooperative effort between the Orfalea College of Business and the Cal Poly College of Engineering (Industrial and Manufacturing Engineering Department). Please see MBA/MS Engineering (http://catalog.calpoly.edu/collegesandprograms/interdiciplinaryprograms/mbamsengineering) for more information.