

BUSINESS ADMINISTRATION (MBA)

Offered at: San Luis Obispo Campus

<https://gradbusiness.calpoly.edu/mba/>

Cal Poly's MBA program prepares students to succeed in management positions in industry, government, and not-for-profit organizations. Driven by experiential learning, the MBA program provides students with a technically sound business foundation and allows students to take a variety of electives that fit their career objectives. The program consists of 30 core units and 18 elective units. MBA program courses have additional professional fees. Please see Graduate Student Cost of Attendance (<https://www.calpoly.edu/admissions/graduate-student/cost-and-aid/>) for more information on the cost of attendance.

Requirements for Admission

Students apply via Cal State Apply (<https://www.calstate.edu/apply/>) and must submit a transcript, resume, statement of purpose, and two letters of recommendation.

International Students must meet all the standard eligibility criteria and demonstrate proficiency in English (English Proficiency Exam Requirements)

Prerequisites: Prior to the program start date, an applicant must have completed a **baccalaureate (Bachelor's) degree** from an institution accredited by a regional accrediting association. The MBA program is open to students of all undergraduate majors and disciplines. While no specific undergraduate coursework is required to apply, applicants should have good communications skills and data literacy. Applicants must meet standards set by the MBA program for academic and professional preparedness which can be reviewed here.

Minimum GPA: A minimum undergraduate **grade point average (GPA) of 2.5** (based on 4.0 USA scale) is required to be admitted. Particular emphasis is placed on the last 60 semester units (90 quarter units) attempted. Admission is competitive and most successful applicants will have a GPA above 3.0.

Application due date: Fall enrollment only. Please see Graduate Student Dates and Deadlines (<https://www.calpoly.edu/admissions/graduate-student/dates-and-deadlines/>) for application deadlines.

Advancement to Candidacy

Completion of at least six units of graduate coursework completed with a cumulative GPA of 3.0 or higher.

Culminating Experience

The MBA program's culminating experience is a collaborative industry project, in which students synthesize their learning throughout the program to address a complex challenge in a real organization. Students will work in teams with faculty oversight to address real-world problems for organizations in industry, government or not-for-profit sectors.

Program Learning Objectives

1. Demonstrate competence in business disciplines including management, quantitative methods, economics, accounting, finance, marketing, operations, and strategy.
2. Demonstrate strategic integration of various business disciplines.
3. Demonstrate the ability to apply analytics in decision making.
4. Apply ethical principles to recognize challenges and identify solutions.
5. Demonstrate knowledge of issues involved in conducting business in a diverse, global environment.
6. Demonstrate professional written communications skills.
7. Demonstrate professional oral communication and presentation skills.
8. Demonstrate leadership skills informed by leadership theory.
9. Demonstrate effective team behaviors.

Code	Title	Units
REQUIRED COURSES		
GSB 5505	Financial Accounting	3
GSB 5511	Accounting for Managers	3
GSB 5512	Introduction to Business Analytics	3
GSB 5513	Organizational Behavior	3
GSB 5523	Managerial Economics	3
GSB 5524	Marketing Management	3
GSB 5531	Managerial Finance	3

GSB 5534	Supply Chain and Operations Management	3
GSB 5562	Strategy in the Global Environment	3
GSB 5598	Project	3
Approved Electives		
Select from the following:		18
GSB 5500	Independent Study	
GSB 5501	Individual Research	
GSB 5510	Data Visualization and Communication in Business	
GSB 5514	Legal and Regulatory Environment of Business	
GSB 5520	Data Management for Business Analytics	
GSB 5522	Advanced Management Information Systems	
GSB 5525	Project Management	
GSB 5529	Management Communication	
GSB 5530	Data Analytics and Mining for Business	
GSB 5533	Aggregate Economics Analysis and Policy	
GSB 5536	Data Ethics for Business Analytics	
GSB 5539	Graduate Internship in Business	
GSB 5555	Negotiation for Managers	
GSB 5556	Entrepreneurship and New Venture Management	
GSB 5563	International Business Tour	
GSB 5564	Entrepreneurial Finance	
GSB 5569	Managing Technology in the International Legal Environment	
GSB 5570	Special Advanced Topics	
GSB 5583	Management of Human Resources	
GSB 5590	Energy and Environmental Finance	
GSB 5594	Managing Change	
Total Units		48