The College of Business offers the following under the supervision and jurisdiction of the college. The programs include:

**Graduate Major**
- Master of Business Administration (p. 1)

**Minors**
- International Business Minor (p. 2) (also listed under Interdisciplinary section)
- International Business Minor (Non-Business Majors) (p. 2) (also listed under Interdisciplinary section)

**Program Certificate**
- Business Administration (p. 3)
- International Business, Culture, and Language (p. 3) (also listed in Department of Languages and Literatures)

### Master of Business Administration Degree Program

Graduate study in business at UNI is designed to qualify men and women for creative leadership in organizations. The Master of Business Administration is a broad-based, integrated program which emphasizes the functional areas of business in order to provide the graduate with a balance between theoretical knowledge and practical business operations. The M.B.A. curriculum is designed to meet the needs of working professionals with undergraduate backgrounds in the liberal arts, sciences, engineering, as well as those with degrees in business. The M.B.A. program is accredited by AACSB International, the primary accrediting organization for management education.

The plan of study prescribed for the degree is structured to develop graduates who will have acquired:

1. knowledge of current business practice and management techniques necessary to be effective in managing and leading the day-to-day operations of the organization, as well as scanning the business environment and strategically planning for the future;
2. critical thinking skills to address complex business issues, gather information, identify and evaluate a range of options, and make ethical, thoughtful choices among the alternatives;
3. the ability to use appropriate quantitative and qualitative tools and concepts throughout the problem solving process showing an appreciation for the interrelationships among the various business functions;
4. the ability to effectively participate as a team member, facilitate group processes, and manage team projects;
5. professional written and oral communication skills necessary for effective management.

Admission to the Master of Business Administration program is dependent upon the quality of the applicant's undergraduate record, post-baccalaureate experience, the score on the Graduate Management Admission Test (GMAT), and writing and reasoning skills demonstrated on the addendum to the application.

**Only graduate courses (course numbers 5000 or above) will apply to a graduate degree, even if the undergraduate course number (4999 or less) is listed. No exceptions will be made.**

This program is available on the non-thesis option only. Students who enter the program with the undergraduate requirements of a baccalaureate degree will normally require 31 semester hours to complete the program. Those students who enter the program with an undergraduate degree in an area other than business will be required to complete some pre-MBA courses in business or show that they have completed equivalent courses in previous academic work. A minimum of 12 hours of 200/6000-level course work is required. Candidates for the degree are also required to successfully complete and pass a business capstone experience at the end of their program of study. The result of this experience is reported in a paper and filed in the M.B.A. office.

Students interested in this program must submit a completed Application for Admission to Graduate Study and should refer to their MyUNIverse Student Center To-Do list or contact the College of Business Administration for any other application requirements. Graduate information and application for graduate admission can be found at www.grad.uni.edu/admission.

Detailed information for the M.B.A. may be obtained from the College of Business Administration, UNI or on the M.B.A. Web site business.uni.edu/mba.

### Required

**Accounting:**
- ACCT 6030 (120:262) Managerial Accounting 3

**Marketing:**
- MKTG 6170 (130:263) Marketing Management 3

**Management:**
- MGMT 6249 (150:249) Management Information Systems Concepts 3
- MGMT 6250 (150:250) Strategic Planning and Organization Analysis 3
- MGMT 6260 (150:262) Strategic Management of Human Resources 3
- MGMT 6262 (150:272) Cross-Functional Operations 3
- MGMT 6272 (150:274) Research and Analysis for Management Decisions 3
- MGMT 6276 (150:276) Business Capstone Experience 1

**Finance:**
- FIN 6266 (160:266) Financial Management and Markets 3

**Economics:**
- ECON 6520 (920:260) Managerial Economics 3

**Electives:**
- Select 3 hours from the following: 3
  - BUSINESS 6280 Topics in Business 3
College of Business Administration

Or any 5000 or 6000 level course in ACCT, MKTG, MGMT, FIN (excluding FIN 4130/5130), or ECON, with MBA Program Director approval.

Total Hours 31

Minors

International Business Minor

The interdepartmental minor in International Business is available to College of Business Administration students majoring in Accounting, Business Teaching, Economics - Business Economics emphasis, Finance, Management, Management Information Systems, Marketing, Real Estate, and Supply Chain Management. The International Business minor enhances the common body of knowledge gained through the business core by focusing on international trade and commerce issues/perspectives.

Required

World Affairs: 3
Select one of the following:

- Geography:
  GEOG 1110 (970:040) World Geography

- Political Science:
  POL INTL 1024 (943:024) International Relations

International Business core: 12

- Marketing:
  MKTG 3163 (130:161) Distribution and Logistics
  or MKTG 3176/5176 (130:177g) Global Marketing

- Management:
  MGMT 3189 (150:189) International Management

- Financial:
  FIN 3032/5032 (160:158g) International Financial Management
  or ECON 3261/5261 (920:175g) International Financial Economics

- Economics:
  ECON 3245/5245 (920:136g) International Economics
  or ECON 3249/5249 (920:143g) Economic Development

International Experience:
BUSINESS 3169 (100:169) International Experience **

International Electives

Select one of the following: 2-3

- Business, Interdepartmental:
  BUSINESS/CAP 3155 Socio-Economic Reality of Central America

- Management:
  MGMT 3161 (150:161) Supply Chain and Purchasing

- Political Science:
  POL INTL 4119/5119 (943:119g) Politics of the Global Economy
  POL INTL 3143 (943:143) International Law
  POL INTL 3145 (943:145) International Organizations

Sociology:
SOC/ANTH 3001 Language and Culture
SOC 3411/5411 (980:167g) Gender in Cross-Cultural Perspective

International Internship
Or any additional course listed within the international business core above.

Total Hours 17-18

* This course fulfills the Liberal Arts Core Capstone requirement. Other global perspective Capstone courses may be approved, by student request, to fulfill the requirements of this elective.

** This BUSINESS 3169 (100:169) course requires the successful completion of an approved study abroad experience, or a departmental internship or cooperative education experience that includes a significant international component. Department internships or cooperative education credits that meet the requirements of the international experience can, by student request, be used to fulfill the elective requirement.

International Business Minor (Non-Business Majors)

The interdepartmental minor in International Business (Non-Business Majors) is available to any non-business major. The purpose of this minor is to allow non-business majors to build a basic body of knowledge concerning business and business operations and expand this knowledge with respect to international business, trade, and commerce.

Required

World Affairs: 3
Select one of the following:

- Geography:
  GEOG 1110 (970:040) World Geography

- Political Science:
  POL INTL 1024 (943:024) International Relations

International Business core: 15

- Accounting:
  ACCT 2120 (120:030) Principles of Financial Accounting

- Management:
  MGMT 2110 (130:101) Principles of Marketing
  MGMT 3100 (150:100) Legal and Social Environment of Business
  MGMT 3153 (150:153) Organizational Management

- Economics:
  ECON 1031 (920:024) Introduction to Economics

International Business core: 8-9

- Management:
  MGMT 3189 (150:189) International Management

International electives:
Select two from the following:

- Business, Interdepartmental:
BUSINESS/CAP 3155 Socio-Economic Reality of Central America

Marketing:
MKTG 3163 (130:161) Distribution and Logistics
MKTG 3176/5176 (130:177g) Global Marketing

International Internship
International Experience 0
BUSINESS 3169 (100:169) International Experience **

Total Hours 26-27

* This course fulfills the Liberal Arts Core Capstone requirement. Other global perspective Capstone courses may be approved, by student request, to fulfill the requirements of this elective.

** This BUSINESS 3169 (100:169) course requires the successful completion of an approved study abroad experience, or a departmental internship or cooperative education experience that includes a significant international component. Department internships or cooperative education credits that meet the requirements of the international experience can, by student request, be used to fulfill the elective requirement.


NOT available to General Business Concepts minors.

**Program Certificates**

**Certificate in Business Administration**
This certificate is available to those holding an MSN or concurrently enrolled in an MSN degree program. Courses in business administration supplement an MSN degree’s health care leadership courses to prepare an individual for a management role within a health organization.

**Required Courses:**
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 6250 (150:250)</td>
<td>Strategic Planning and Organization Analysis</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 6030 (120:262)</td>
<td>Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 6170 (130:263)</td>
<td>Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6262 (150:272)</td>
<td>Cross-Functional Operations</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 6260 (150:262)</td>
<td>Strategic Management of Human Resources (or elective determined by the MBA Program Director)</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Hours 15

**Certificate in International Business, Culture, and Language**
The Certificate in International Business, Culture, and Language is available to College of Business Administration students majoring in Accounting, Economics-Business Economics Emphasis, Finance, Management, Management Information Systems, Marketing, and Real Estate and to students completing the General Business Concepts minor. The purpose of this certificate is to encourage students to seek language and cultural knowledge in order to build a foundation for understanding the global environment in which business operates.

For more information students should contact UNI Business Advising, CBB 5. To enroll in this program students must declare their intent on a Declaration of Curriculum form. The form may be obtained in CBB 5.

**International Business**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 3189 (150:189)</td>
<td>International Management</td>
<td>3</td>
</tr>
</tbody>
</table>

**Cultural and Political Perspectives**

Select one of the following:
Political Science:
POL INTL 1024 (943:024) International Relations * 3
Geography:
GEOG 1110 (970:040) World Geography * 3
Sociology:
SOC 1000 (980:001) Introduction to Sociology * 3
Anthropology:
ANTH 1002 (990:011) Introduction to Cultural Anthropology * 3

**Foreign Language and History ***
Select one of the language options below: 5-24

**Chinese (8-18 hours)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHIN 1001 (710:001)</td>
<td>Elementary Chinese I **</td>
<td>4-5</td>
</tr>
<tr>
<td>CHIN 1002 (710:002)</td>
<td>Elementary Chinese II **</td>
<td>4-5</td>
</tr>
<tr>
<td>CHIN 1011 (710:011)</td>
<td>Intermediate Chinese I</td>
<td>4-5</td>
</tr>
</tbody>
</table>

Select one of the following:
RELS 2100 Great Living Religions: Hinduism and Buddhism 3
RELS 2110 Great Living Religions: Confucianism, Daoism, and Zen 3
HUM 3124 (680:124) China * 3
POL COMP 3162 (944:162) Politics of East Asia 3
HISNW 4850/5850 (964:183g) Pre-Modern Chinese History 3
HISNW 4860/5860 (964:187g) Modern Chinese History 3
SOC 3102/5102 (980:168g) Culture, Disease, and Healing 3

**French (7-24 hours)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>FREN 1001 (720:001)</td>
<td>Introduction to French Language and Culture I **</td>
<td>3</td>
</tr>
<tr>
<td>FREN 1002 (720:002)</td>
<td>Introduction to French Language and Culture II **</td>
<td>3</td>
</tr>
<tr>
<td>FREN 1011 (720:003)</td>
<td>French Communication Practice I **</td>
<td>2</td>
</tr>
<tr>
<td>FREN 1012 (720:004)</td>
<td>French Communication Practice II **</td>
<td>2</td>
</tr>
<tr>
<td>FREN 2001 (720:011)</td>
<td>Intermediate French Language and Culture</td>
<td>3</td>
</tr>
<tr>
<td>FREN 2011 (720:012)</td>
<td>Topics in French Conversation: _____</td>
<td>3</td>
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</table>

Select one of the following:
### College of Business Administration

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FREN 2002 (720:051)</td>
<td>Composition</td>
<td>3</td>
</tr>
<tr>
<td>FREN 2012 (720:061)</td>
<td>Advanced Topics in French Conversation: _____</td>
<td>3</td>
</tr>
<tr>
<td>HISEUB 4620/5620 (963:174g)</td>
<td>History of Modern France</td>
<td>3</td>
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</tbody>
</table>

**German (7-18 hours)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>GER 1001 (740:001)</td>
<td>German Language and Culture I **</td>
<td>3</td>
</tr>
<tr>
<td>GER 1002 (740:002)</td>
<td>German Language and Culture II **</td>
<td>3</td>
</tr>
<tr>
<td>GER 1011 (740:003)</td>
<td>German Communication Practice I **</td>
<td>2</td>
</tr>
<tr>
<td>GER 1012 (740:004)</td>
<td>German Communication Practice II **</td>
<td>2</td>
</tr>
<tr>
<td>GER 2001 (740:011)</td>
<td>German Language and Culture III</td>
<td>3</td>
</tr>
<tr>
<td>GER 2011 (740:012)</td>
<td>German Communication Practice III</td>
<td>2</td>
</tr>
<tr>
<td>Select one of the following:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GER 2002 (740:013)</td>
<td>German Language and Culture IV</td>
<td>3</td>
</tr>
<tr>
<td>GER 2012 (740:014)</td>
<td>German Communication Practice IV</td>
<td>2</td>
</tr>
<tr>
<td>GER 1120 (740:031)</td>
<td>Introduction to German Literature in Translation *</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH/CAP 3148</td>
<td>The Holocaust in Literature and Film</td>
<td>3</td>
</tr>
<tr>
<td>HISEUA 4460/5460 (962:171g)</td>
<td>History of Germany to 1648</td>
<td>3</td>
</tr>
<tr>
<td>HISEUB 4630/5630 (963:172g)</td>
<td>History of Germany Since 1648</td>
<td>3</td>
</tr>
</tbody>
</table>

**Spanish (7-20 hours)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPAN 1001 (780:001)</td>
<td>Elementary Spanish I **</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 1002 (780:002)</td>
<td>Elementary Spanish II **</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 2001 (780:011)</td>
<td>Intermediate Spanish</td>
<td>3</td>
</tr>
<tr>
<td>Select one of the following:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HUM 3123 (680:123)</td>
<td>Latin America *</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 2053 (780:053)</td>
<td>Spanish for Special Purposes:</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 2002 (780:055)</td>
<td>Oral and Written Spanish</td>
<td>3</td>
</tr>
<tr>
<td>SPAN 3052/5052 (780:152g)</td>
<td>Contemporary Hispanic Culture</td>
<td>3-5</td>
</tr>
<tr>
<td>POL COMP 3167 (944:167)</td>
<td>Latin American Politics *</td>
<td>3</td>
</tr>
<tr>
<td>HISNW 4720/5720 (964:180g)</td>
<td>Modern Latin American History</td>
<td>3</td>
</tr>
</tbody>
</table>

**English (9 hours)**

Select one of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>HISUS 1023</td>
<td>History of the United States</td>
<td>3</td>
</tr>
<tr>
<td>POL AMER 1014 (942:014)</td>
<td>Introduction to American Politics *</td>
<td>3</td>
</tr>
</tbody>
</table>

Select two of the following:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGLISH 2520 (620:040)</td>
<td>Multicultural Literature</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 2340 (620:043)</td>
<td>Survey of English Literature II: Romantics to Post-Colonialism</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 2420 (620:053)</td>
<td>Survey of American Literature</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4420/5420 (620:121g)</td>
<td>The American Renaissance</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4445/5445 (620:124g)</td>
<td>American Novel Since 1900</td>
<td>3</td>
</tr>
<tr>
<td>ENGLISH 4410/5410 (620:151g)</td>
<td>Early American Literature</td>
<td>3</td>
</tr>
<tr>
<td>HUSIS 4235/5235 (961:120g)</td>
<td>Popular Culture in the United States</td>
<td>3</td>
</tr>
<tr>
<td>HUSIS 4275/5275 (961:142g)</td>
<td>United States Constitutional History</td>
<td>3</td>
</tr>
<tr>
<td>HUSIS 4240/5240 (961:144g)</td>
<td>History of American Thought</td>
<td>3</td>
</tr>
<tr>
<td>HUSIS 4250/5250 (961:145g)</td>
<td>Religion in America</td>
<td>3</td>
</tr>
<tr>
<td>HUSIS 4265/5265 (961:150g)</td>
<td>Society and Culture in the United States</td>
<td>3</td>
</tr>
</tbody>
</table>

* Credit hours in these Liberal Arts Core courses may be applied toward the completion of the Liberal Arts Core requirement and the completion of this certificate program.

** Students who received credit toward the foreign language competency requirement for UNI graduation from satisfactory performance in high school language courses or students who can pass an equivalency examination do not need to take these courses.

*** A student’s native language cannot be used to meet the language requirement for the certificate.

### Summary

1. **International Business** | 3
2. **Cultural and Political Perspectives** | 3
3. **Foreign Language and History** | 5-24
   - **Chinese:** 8-18 hours
   - **French:** 7-24 hours
   - **German:** 7-18 hours
   - **Spanish:** 7-20 hours
   - **English:** 9 hours

Total Hours | 11-30

* A student’s native language cannot be used to meet the requirements of this certificate.