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# Business Administration

Accredited by AACSB International—The Association to Advance Collegiate Schools of Business

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## Associateships

Graduate teaching associateships and graduate nonteaching associateships in business administration are available to a limited number of qualified students. The graduate degree may also prepare students for a teaching career. Applications and additional information may be secured from the departmental offices of the College of Business Administration.

## General Information

The College of Business Administration offers graduate study leading to the Master of Business Administration degree, Master of Science degree in Business Administration and the Master of Science degree in Accountancy. The college also offers a joint program with the College of Arts and Letters leading to both a Master of Business Administration and a Master of Arts in Latin American Studies. The College of Business Administration M.B.A. and M.S. programs are accredited by AACSB International—The Association to Advance Collegiate Schools of Business.

The major goal of the Master of Business Administration degree is to prepare students with diverse academic backgrounds for entry into general management positions in business and not-for-profit enterprises. The primary purpose of the Master of Science degree in Business Administration is to provide a foundation for technical and executive careers in the management of specific functional and professional areas.

The objective of the Master of Science degree in Accountancy is to prepare students for careers as professional accountants in financial institutions, government, industry, nonprofit organizations, and public practice. The basic conceptual knowledge of accounting and business can be obtained through an undergraduate degree or by otherwise meeting the prerequisites for the M.S. degree in Accountancy. The program offers the opportunity for greater depth of education by allowing students to concentrate their education in courses of specialized study in accounting.

Close contacts with large and small firms, both local and national, enhance the business student's education. The generous cooperation of local business and government organizations provides opportunities for research and field study for graduate students. The continued professionalization of the business executives' responsibilities has created many opportunities for the student with an advanced degree in business administration.

All students considering graduate work in business are advised to seek further details from the Graduate Programs Office in the College of Business Administration, 619-594-8073, prior to applying for admission.

## Admission to Graduate Study

Admission to the college's graduate programs is competitive. A number of factors are taken into consideration in the admission decision, and only the top applicants are accepted. These factors include the applicant's previous academic performance, the quality of the previous universities attended, the field of undergraduate study, scores on the Graduate Management Admissions Test (GMAT), management experience and the written application essay. References which validate experience may also be considered. A 570 English language score is normally required when English is not the student's principal language.

Students applying for admission should electronically submit the university application available at <http://www.csumentor.edu> along with the \$55 application fee.

All applicants must submit admissions materials separately to SDSU Graduate Admissions and to the Graduate Programs Office in the College of Business Administration.

### Graduate Admissions

The following materials should be submitted as a complete package directly to:

Graduate Admissions  
Enrollment Services  
San Diego State University  
San Diego, CA 92182-7416

- (1) Official transcripts (in sealed envelopes) from all postsecondary institutions attended;

Note:

- Students who attended SDSU need only submit transcripts for work completed since last attendance.
  - Students with international coursework must submit both the official transcript and proof of degree. If documents are in a language other than English, they must be accompanied by a certified English translation.
- (2) GMAT scores (<http://www.mba.com>, SDSU institution code 9LT-2P-73);
  - (3) English language score, if medium of instruction was in a language other than English (<http://www.ets.org/>, SDSU institution code 4682).

### Master of Business Administration Degree

#### Master of Business Administration Degree and Juris Doctor Degree

#### Master of Business Administration Degree and Master of Arts Degree in Latin American Studies

The following materials should be mailed or delivered to:

Graduate Business Programs  
San Diego State University  
5500 Campanile Drive  
San Diego, CA 92182-8228

- (1) Personal statement;
- (2) Resume;
- (3) Letters of reference (optional; maximum of three).

### Master of Business Administration Degree for Executives

The following materials should be mailed or delivered to:

Chris Graham, Executive Director,  
Specialized Programs and External Affairs  
San Diego State University  
5500 Campanile Drive  
San Diego, CA 92182-8232

- (1) Two sets of official transcripts (in sealed envelopes);
- (2) Two letters of recommendation (forms are available on the Web site);
- (3) A one-page statement of career objectives;
- (4) Resume.

Complete directions are included in the MBA for Executives program application packet. Call 619-594-6010 or <http://www.sdsu.edu/emba>.

## Master of Business Administration Degree

### Admission to the Degree Curriculum

Regulations governing admission to the university and to the College of Business Administration are outlined above and in Part Two of this bulletin.

### Advancement to Candidacy

All students must satisfy the general requirements for advancement to candidacy, as described in Part Four of this bulletin.

### Specific Requirements for the Master of Business Administration Degree

**(Major Code: 05011) (SIMS Code: 221702)**

The student must complete an approved program of study including a maximum of 48 units and a minimum of 30 units of graduate coursework. Up to six units of 500-level courses may be included in the program and at least nine units of program courses must be completed after advancement to candidacy.

Up to 12 units of coursework may be accepted for transfer credit for programs of study consisting of 33 or more units. Up to nine units of coursework may be accepted for transfer credit for programs of study consisting of 30 units. Transfer credit will be accepted for graduate coursework completed at an accredited AACSB institution or with the approval of the director of graduate programs.

Students entering the program should have completed coursework in basic statistics and macro- and micro-economics. They should be proficient in college-level mathematics including algebra and in the use of personal computers including spreadsheets and wordprocessing.

The requirements for the degree are as follows:

1. Complete the following core of seven courses. (21 units)
  - B A 650 Financial Reporting and Analysis I (3)
  - B A 651 Organizational Behavior (3)
  - B A 652 Statistical Analysis (3)
  - B A 653 Managerial Economics (3)
  - B A 655 Marketing (3)
  - B A 662 Operations and Supply Chain Management (3)
  - B A 665 Financial Management I (3)
2. Complete one course from each of the below listed themes. (6 units)

#### Corporate Responsibility: Legal, Ethical, and Social Issues in Business Theme

ACCTG 681	Seminar in Regulatory and Management Controls (3)
FIN 604	Legal Environment for Executives (3)
MGT 722	Seminar in Business Ethics and Social Institutions (3)
MGT 746	Seminar in Corporate Governance (3)
MIS 755	Information Systems Security Management (3)

#### Management of Technology Issues in Business Theme

MIS 688	Information Systems in Organizations (3)
MIS 691	Decision Support Systems (3)

3. Complete 18 units of electives if one or more core courses are required; 21 units of electives if all seven core course requirements are waived. Not more than 12 units outside the College of Business Administration and not more than a total of six units in courses 780 (Field Studies in Business), 797 (Research), and 798 (Special Study), will be accepted toward the degree. Courses taken outside of the College of Business Administration should be related to the MBA program and must be approved by the director of graduate programs.

4. Among themes and electives listed above, a student must complete courses from three-out-of-the-five departments in the College of Business Administration, except for a student pursuing a specialization in Athletics and Fitness Management or Health Services Administration, who must complete courses from two-out-of-the-five departments in the College of Business Administration.

5. Complete a culminating experience course. (3 units)
  - B A 795 Integrative Business Analysis (3)
  - B A 799A Thesis (3) Cr/NC/RP

A student may choose to specialize by completing 12 units of non-core courses from one of the following specializations:

Specializations	Major Code	SIMS Code
Accountancy	05021	221908
Athletics & Fitness Management	05011	221714
Entrepreneurship	05997	222361
Finance	05041	222117
Health Services Administration	05011	221710
Information Systems	07021	222338
International Business	05131	223651
Management	05061	222561
Marketing	05091	222773
Project Management	05011	221719
Real Estate	05111	222194
Supply Chain Management	05064	222381

**Sports Business Management (Offered only through the College of Extended Studies) (Major Code: 05011) (SIMS Code: 221715):** The Sports Business Management MBA program is an intensive, full-time, 48-unit program with classroom work beginning in January and continuing until December, including summer, followed by a four- to six-month internship. The three components include: core MBA curriculum; theme and elective courses; internship and culminating experience. No core courses may be waived.

### Full and Half-Time Programs

Students enrolling in the M.B.A. program may be either full- or half-time students. Generally, in their first year, full-time students must take four courses at a time and half-time students must take two courses at a time. Students will be assigned to classes during their first year if they are full-time students and during the first two years if they are half-time students.

## Master of Business Administration for Executives

(Offered only through the College of Extended Studies)

### Admission to the Degree Curriculum

In addition to meeting the criteria for admission to the university, as well as those listed under "Admission to the Graduate Program in the College of Business Administration," applicants must also demonstrate that they have had significant experience in management-level positions in business, government, or not-for-profit organizations.

### Specific Requirements for the M.B.A. Degree for Executives

**(Major Code: 05011)**

The Master of Business Administration for Executives is operated by the Executive and Specialized Programs Office in the College of Business Administration, and is an alternative path for the Master of Business Administration degree. The program is designed especially to meet the needs of mid-career executives. Students in the program have an average of 15 years of full-time professional work experience and eight years of managerial or equivalent experience, and bring a wealth of practical knowledge to the classroom discussion.

Students accepted for the M.B.A. for Executives concentration are fully matriculated in the university and meet all university requirements as established by the Graduate Council.

All courses are scheduled in a modular fashion on alternate Fridays and Saturdays over a 24-month period for the convenience of working executives.

## Business Administration

The fee structure is also unique to the program and unrelated to the usual San Diego State University fee schedule. Students should contact the program office for a program calendar, class schedule, and fee summary.

In addition to meeting the requirements for classified graduate standing, and the basic requirements for the master's degree as described in Part Four of this bulletin, students must complete an approved program of study containing 48 units of 600- and 700-numbered courses. These courses will be offered in a predetermined pattern. No transfer courses and no substitute courses are accepted.

The official programs of all students in any one cycle are identical. Advancement to candidacy requires completion of at least 24 units of coursework listed on the official program of study with a minimum grade point average of 3.0 (B).

### MBA for Executives

#### (Major Code: 05011) (SIMS Code: 221705)

B A 601	Organizational Behavior for Executives (3)
B A 602	Statistics for Business Decisions (3)
B A 603	Executive Financial Accounting (2)
B A 604	Executive Managerial Accounting (2)
B A 605	Managerial Marketing (2)
B A 615	Strategic Financial Management (3)
B A 616	Competitive Analysis (3)
B A 700	Business in a Global Environment (3)
B A 701	Executive Entrepreneurship (3)
B A 702	Social Responsibility: Legal and Ethical Environment of Business (3)
B A 703	Strategic Management (3)
B A 705	Marketing Strategy (2)
B A 707	Executive Seminar in Negotiations (2)
B A 709	Seminar in the Global Financial Environment (3)
B A 710	Executive Leadership (3)
B A 711	Seminar in Contemporary Challenges (5)
B A 790	Directed Readings in Business Administration (3) Cr/NC

### Master of Science Degree in Business Administration

#### (Major Code: 05011) (SIMS Code: 221701)

#### Admission to the Degree Curriculum

In addition to meeting the requirements for classified graduate standing in the university and admission to the College of Business Administration, as described above, and in Part Two of this bulletin, the student must have satisfactorily completed equivalents of the following courses:

B A 650	Financial Reporting and Analysis I (3)
B A 651	Organizational Behavior (3)
B A 652	Statistical Analysis (3)
B A 653	Managerial Economics (3)
B A 655	Marketing (3)
B A 662	Operations and Supply Chain Management (3)
B A 665	Financial Management I (3)

In addition, the student's adviser may request satisfactory completion of additional prerequisite courses in the student's proposed field of specialization. Current students are required to complete any needed program prerequisites by enrolling in graduate courses and may not satisfy prerequisites by enrolling in undergraduate equivalency courses.

Notice of admission to a curriculum with classified graduate standing will be sent to the student upon the recommendation of the College of Business Administration and the approval of the dean of the Division of Graduate Affairs.

For admission to the taxation concentration (05022) the student must be a certified public accountant (CPA) or have a juris doctor (JD) degree from an accredited law school and have completed Accountancy 201 and 202.

#### Advancement to Candidacy

All students must satisfy the general requirements for advancement to candidacy, as described in Part Four of this bulletin.

Students concurrently enrolled in deficiency coursework may be given permission to take the comprehensive examination in their concentration prior to actual completion of all coursework. However, comprehensive examinations will not be evaluated and results will not be reported to the Division of Graduate Affairs until all deficiency coursework has been successfully completed. This may delay graduation.

#### Specific Requirements for the Master of Science Degree

In addition to meeting the requirements for classified graduate standing as described above and the general requirements for master's degrees as described in Part Four of this bulletin, the student must complete a graduate program of at least 30 approved units to include at least 21 units in 600- and 700-numbered courses (except for the concentration in Financial and Tax Planning which requires at least 18 units in 600- and 700-numbered courses). Up to nine units of coursework may be accepted as transfer credit. This program cannot include Finance 604; Management Information Systems 609; and Business Administration courses numbered 650-665, without specific permission of the director, Graduate Business Programs. At least 24 units must be in business administration and economics. Not more than a total of six units in courses 797 (Research), 798 (Special Study), and Business Administration 780 (Field Studies in Business), may be accepted for credit toward the degree.

Each of the concentrations in the Master of Science in Business Administration requires Plan A, Thesis; or Plan B, Directed Readings in Business Administration or a written comprehensive examination offered by the appropriate department. The program must be approved by the college and departmental adviser.

For regulations concerning grade point averages, final approval for the granting of the degree, award of the degree, and diplomas, see the section entitled "Requirements for the Master's Degree," in Part Four of this Bulletin.

Concentrations	Major Code	SIMS Code
Entrepreneurship	05997	222360
Finance	05041	222115
*Financial and Tax Planning	05043	222124
Information Systems	07021	222336
International Business	05131	223650
Management	05061	222557
Marketing	05091	222771
**Real Estate	05111	222192
Supply Chain Management	05064	222382
Taxation	05022	221929

#### Special Provision for Specific Concentrations

**\*Financial and Tax Planning.** For this concentration an optional Plan B, Comprehensive Examination, is available. Here students may substitute a comprehensive examination and three units of additional coursework for the thesis requirement. This examination will be administered while students are registered in Finance 590.

Additionally, this concentration requires the following prerequisites, rather than the list shown under "Admission to the Degree Curriculum:"

ACCTG 201	Financial Accounting Fundamentals (3)
ECON 101	Principles of Economics (3)
ECON 102	Principles of Economics (3)
ECON 201	Statistical Methods (3) <b>OR</b>
STAT 119	Elementary Statistics for Business (3)
ECON 320	Intermediate Macroeconomic Theory (3) <b>OR</b>
ECON 422	Business Cycles (3)
FIN 240	Legal Environment of Business (3)
FIN 323	Fundamentals of Finance (3)

**\*\*Real Estate.**

No new students are being admitted into this program.

This concentration requires the following prerequisites, rather than the list shown under "Admission to the Degree Curriculum:"

- ACCTG 201 Financial Accounting Fundamentals (3)
- ECON 101 Principles of Economics (3)
- ECON 102 Principles of Economics (3)
- ECON 201 Statistical Methods (3) **OR**
- STAT 119 Elementary Statistics for Business (3)
- FIN 240 Legal Environment for Business (3)
- FIN 323 Fundamentals of Finance (3)
- MKTG 370 Marketing (3)
- MATH 120 Calculus for Business Analysis (3)

**Master of Business Administration Degree  
and Juris Doctor Degree  
(California Western School of Law)**

**(Major Code: 05995) (SIMS Code: 221720)**

**General Information**

The College of Business Administration and the California Western School of Law offer a four-year concurrent program and study leading to a Master of Business Administration and Juris Doctor degree in law. The objective of the concurrent degrees program is to prepare students who are competent in both law and business administration for advanced practice in many areas where the fields converge. Both degrees must be awarded in the same semester.

**Admission to the Degree Curriculum**

Regulations governing admission to the university and to the College of Business Administration are outlined in Part Two of this bulletin.

The concurrent degree program requires separate application to each institution and admission to each institution. Admission decisions are made independently by San Diego State University and California Western School of Law; admission to one institution does not imply admission to the other.

The coordinators for the concurrent degree program in business administration and law are the director of graduate business programs, San Diego State University, and the associate dean, California Western School of Law.

**Specific Requirements for the MBA/JD  
Concurrent Degree**

**College of Business Administration**

**(30-48 Units—including up to 12 units transferred from  
California Western School of Law)**

At least 21 of the total units required must be completed in residence at San Diego State University. Up to 12 units from California Western School of Law will be accepted for transfer credit for programs of study.

1. Complete the following core of seven courses. (21 units)
  - B A 650 Financial Reporting and Analysis I (3)
  - B A 651 Organizational Behavior (3)
  - B A 652 Statistical Analysis (3)
  - B A 653 Managerial Economics (3)
  - B A 655 Marketing (3)
  - B A 662 Operations and Supply Chain Management (3)
  - B A 665 Financial Management I (3)

The requirement to complete individual core courses may be waived by the director of graduate business programs if an equivalent course has been completed. Equivalency is determined by course content, institution at which course was taken, grade received, and

time since course was taken. Current students are required to enroll in graduate courses and may not satisfy core course requirements by enrolling in undergraduate equivalency courses.

2. Management of Technology Theme (3 units)
  - MIS 688 Information Systems in Organizations (3)
  - MIS 691 Decision Support Systems (3)
3. B A 780 Field Studies in Business (3)
4. Complete six units of electives if two or more core courses are required; nine units of electives if one core course is required; 12 units of electives if no core courses are required.
5. B A 795 Integrative Business Analysis (3)

**California Western School of Law  
(77 Units)**

- Civil Procedures I and II (6)
- Constitutional Law I (3)
- Contracts I and II (6)
- Criminal Law (3)
- Criminal Procedure I (3)
- Evidence (4)
- Legal Process (0)
- Legal Skills I, II, III (6)
- Professional Responsibility (2)
- Property I and II (6)
- Torts I and II (6)
- Internship (5)
- Electives: 27 units

The specific sequence of courses over the four year period is listed in the admissions material. Students attend the schools in the following pattern:

- Year 1 California Western School of Law **only**
- Year 2 San Diego State University College of Business  
Administration **only**
- Year 3 Both schools
- Year 4 Both schools

**Master of Business Administration Degree  
and Juris Doctor Degree  
(Thomas Jefferson School of Law)**

**(Major Code: 05995) (SIMS Code: 221721)**

**General Information**

The College of Business Administration and the Thomas Jefferson School of Law offer a four-year concurrent program and study leading to a Master of Business Administration and Juris Doctor degree in law. The objective of the concurrent degrees program is to prepare students who are competent in both law and business administration for advanced practice in many areas where the fields converge. Both degrees must be awarded in the same semester.

**Admission to the Degree Curriculum**

Regulations governing admission to the university and to the College of Business Administration are outlined in Part Two of this bulletin.

The concurrent degree program requires separate application to each institution and admission to each institution. Admission decisions are made independently by San Diego State University and Thomas Jefferson School of Law; admission to one institution does not imply admission to the other.

The coordinators for the concurrent degree program in business administration and law are the director of graduate business programs, San Diego State University, and the associate dean, Thomas Jefferson School of Law.

### Specific Requirements for the MBA/JD Concurrent Degree

#### College of Business Administration

(30-48 Units—including up to 12 units transferred from  
Thomas Jefferson School of Law)

At least 21 of the total units required must be completed in residence at San Diego State University. Up to 12 units from Thomas Jefferson School of Law will be accepted for transfer credit for programs of study.

1. Complete the following core of seven courses. (21 units)
  - B A 650 Financial Reporting and Analysis I (3)
  - B A 651 Organizational Behavior (3)
  - B A 652 Statistical Analysis (3)
  - B A 653 Managerial Economics (3)
  - B A 655 Marketing (3)
  - B A 662 Operations and Supply Chain Management (3)
  - B A 665 Financial Management I (3)

The requirement to complete individual core courses may be waived by the director of graduate business programs if an equivalent course has been completed. Equivalency is determined by course content, institution at which course was taken, grade received, and time since course was taken.

2. Management of Technology Issues in Business Theme (3 units)
  - MIS 688 Information Systems in Organizations (3)
  - MIS 691 Decision Support Systems (3)
3. B A 780 Field Studies in Business (1-3) (Cr/NC)
4. Complete six units of electives if two or more core courses are required; nine units of electives if one core course is required; 12 units of electives if no core courses are required.
5. B A 795 Integrative Business Analysis (3)

#### Thomas Jefferson School of Law

(76 Units)

- Business Associations (4)
- Civil Procedure I and II (6)
- Constitutional Law I and II (6)
- Contracts I and II (6)
- Criminal Law (3)
- Criminal Procedure (3)
- Evidence (4)
- Legal Writing I and II (7)
- Professional Responsibility (3)
- Property I and II (6)
- Remedies (3)
- Torts I and II (6)
- Internship (5)
- Electives: 14 units

The specific sequence of courses over the four year period is listed in the admissions material. Students attend the schools in the following pattern:

- |        |   |
|--------|---|
| Year 1 | Thomas Jefferson School of Law <b>only</b>                                |
| Year 2 | San Diego State University College of Business Administration <b>only</b> |
| Year 3 | Both schools  |
| Year 4 | Both schools  |

### Master of Business Administration Degree and Master of Arts Degree in Latin American Studies

#### General Information

The College of Business Administration and the Center for Latin American Studies offer a three-year concurrent program study leading to a Master of Business Administration and a Master of Arts in Latin American Studies. The primary objective of the concurrent program is to offer preparation in the fields of business administration and Latin

American studies for the purpose of providing the knowledge and skills necessary to promote and engage in business relationships within a Latin American historical, cultural, and linguistic milieu, in Latin America or in the United States.

For information, contact the chair of the Latin American Studies Committee or the director of graduate programs in the College of Business Administration.

#### Admission to the Degree Curriculum

Since this program combines disparate disciplines, applicants are required to submit GMAT scores and should have substantial academic backgrounds in the humanities and social sciences. Applicants should also have a background in Spanish or Portuguese language and literature. Students in the concurrent degree program are expected to be full time so that all requirements will be satisfied in an acceptable time.

#### Specific Requirements for the MBA/MA Degree

(Major Code: 49061) (SIMS Code: 992001)

In addition to meeting the requirements for classified graduate standing and the basic requirements for the master's degree as described in Part Four of this bulletin, the student must complete an officially approved course of study consisting of 54-72 units as outlined below.

1. The college expects students entering the Master of Business Administration/MA in Latin American Studies program to be proficient in several areas. These include proficiency in statistics, mathematical skills, basic economics and in the use of personal computers, including spreadsheets and word processing. The students are responsible for insuring that they possess these skills before beginning the program.
2. Complete the following core of seven courses (21 units):
  - B A 650 Financial Reporting and Analysis I (3)
  - B A 651 Organizational Behavior (3)
  - B A 652 Statistical Analysis (3)
  - B A 653 Managerial Economics (3)
  - B A 655 Marketing (3)
  - B A 662 Operations and Supply Chain Management (3)
  - B A 665 Financial Management I (3)A maximum of 18 units of core courses may be waived.
3. Complete one course from each of the below listed themes (6 units):

#### Corporate Responsibility: Legal, Ethical, and Social Issues in Business Theme

- |           |  |
|-----------|--|
| ACCTG 681 | Seminar in Regulatory and Management Controls (3)      |
| FIN 604   | Legal Environment for Executives (3)                   |
| MGT 722   | Seminar in Business Ethics and Social Institutions (3) |
| MGT 746   | Seminar in Corporate Governance (3)                    |
| MIS 755   | Information Systems Security Management (3)            |

#### Management of Technology Issues in Business Theme

- |         |  |
|---------|--|
| MIS 688 | Information Systems in Organizations (3) |
| MIS 691 | Decision Support Systems (3)             |

4. Complete 15 units in Business Administration to include:
  - FIN 654 Seminar in International Business Finance (3)
  - MGT 710 Seminar in World Business Environment (3)
  - MGT 723 Seminar in International Strategic Management (3)
  - MGT 731 Seminar in Strategic Management of Technology and Innovation (3)
  - MKTG 769 Seminar in International Marketing (3)
5. Complete 24 units in courses of Latin American content, including the following required courses:
  - LATAM 600 Seminar in Latin American Studies (3)
  - LATAM 601 Seminar on Methodology of Latin American Studies (3)

The remaining 18 units selected from the following list of courses:

**Latin American Studies**

- LATAM 550 Mexican-US Border from a Latin American Perspective (3)
- LATAM 560 Latin American after World War II (3)
- LATAM 580 Special Topics\* (3)
- LATAM 696 Experimental Topics\* (3)
- LATAM 795 Latin American Studies Internship (3) Cr/NC
- LATAM 797 Research (3) Cr/NC/RP

**Anthropology**

- ANTH 520 Ethnographic Field Methods (3)
- ANTH 582 Regional Anthropology\* (3)
- ANTH 583 Topical Anthropology\* (3)

**Economics**

- ECON 565 North American Economic Relations (3)
- ECON 720 Seminar in Development and Planning\* (3)

**History**

- HIST 550 Colonial Mexico (3)
- HIST 551 Modern Mexico (3)
- HIST 558 Latin America in World Affairs (3)
- HIST 640 Directed Readings in Latin American History (3)

**Political Science**

- POL S 564 Environmental Politics in Global Perspective (3)
- POL S 566 Political Change in Latin America (3)
- POL S 567 Political Systems of Latin America (3)
- POL S 568 Mexican Politics (3)
- POL S 651 Seminar in Migration and Border Politics (3)
- POL S 667 Seminar in Latin American Political Systems (3)

**Sociology**

- SOC 554 United States-Mexico Transborder Populations and Globalization (3)
- SOC 740 Seminar in Social Psychology: Sociological Approaches: Immigration (3)

**California Western School of Law**

Students may take two courses from California Western School of Law with the approval of the Latin American Studies graduate adviser. Students must apply to enroll under the provisions of the affiliation agreement with the California Western School of Law.

\* Acceptable when of relevant content; check with the Latin American Studies graduate adviser before enrolling. Students must apply to enroll under the provisions of the affiliation agreement with the California Western School of Law.

- 6. In addition, the student must complete MGT 797 (Research) and B A 799A (Thesis). The thesis in Business Administration will treat a Latin American related topic and will be supervised by a business faculty with international business expertise and at least one faculty member from the Latin American studies program.

If a student after entering the concurrent MBA/MA program returns to a single degree program, all the requirements for the single degree program must be met.

**Advancement to Candidacy**

All students must meet the general requirements for advancement to candidacy as described in Part Four of this bulletin. In addition, 1) the student will be required to complete Spanish 302 (or its equivalent), or Portuguese 401 (or its equivalent), and pass an oral and written examination administered by the Department of Spanish and Portuguese Languages and Literatures; 2) all core courses in business and Latin American studies must be completed prior to advancement with a minimum grade point average of 3.0 and no grade less than a C in any core course; 3) have been recommended for advancement by the combined advisory committee; 4) have a thesis proposal approved by the combined faculty advisory committee.

Upon advancement to candidacy, the student will enroll in Management 797 (Research) and B A 799A (Thesis). A thesis (Plan A) incorporating theory, method, and analytic techniques from both disciplines is the culminating experience for the concurrent program leading to the MBA and MA degrees.

A Master of Engineering degree is offered for students who are interested in a career in engineering with a business/management emphasis.  
For course requirements consult Engineering in this section of the bulletin.

**Courses Acceptable on the Master of Business Administration and the Master of Science Degree Programs (B A)**

Refer to Courses and Curricula and Regulations of the Division of Graduate Affairs sections of this bulletin for explanation of the course numbering system, unit or credit hour, prerequisites, and related information.

**GRADUATE COURSES**

**B A 650. Financial Reporting and Analysis I (3)**

Prerequisite: Classified graduate standing.

Understanding of accounting procedures and judgments underlying corporate financial statements; ability to read and analyze these statements; make inferences from them about financial health, likelihood of success, and other important attributes of various business entities.

**B A 651. Organizational Behavior (3)**

Prerequisite: Classified graduate standing.

Study of individuals and groups within an organizational context. Topics include leadership, individual differences, organizational design, group processes and characteristics, organizational processes and practices; and influence of these on individual, group, and organizational effectiveness.

**B A 652. Statistical Analysis (3)**

Prerequisites: Classified graduate standing and basic statistics.

Understanding and applications of statistics for problem solving and managerial decision making.

**B A 653. Managerial Economics (3)**

Prerequisite: Classified graduate standing.

Microeconomic theory applied to business decision making; optimal resource allocation, market structure and pricing from a business viewpoint. Economics of information.

**B A 655. Marketing (3)**

Prerequisite: Classified graduate standing.

Role and function of marketing in the organization and society. Planning, implementation, and evaluation of marketing strategies and programs. Not open to students with credit in Marketing 370.

**B A 660. Managerial Accounting (3)**

Prerequisite: Classified graduate standing.

Design and use of cost systems to establish and enhance an organization's competitive advantage in a global environment. Decision making, planning, control and business ethics in managerial decision making.

**B A 662. Operations and Supply Chain Management (3)**

Prerequisite: Classified graduate standing.

Managerial concepts and quantitative methods associated with the design, execution, and management of operations and supply chain systems.

**B A 665. Financial Management I (3)**

Prerequisites: Business Administration 650 and 652.

Role of finance in firm, financial planning and control, management of working capital, time value of money, valuation, risk analysis, basic capital budgeting, long-term financing, international aspects of financial decisions.

### **B A 780. Field Studies in Business (1-3) Cr/NC**

Prerequisite: Completion of MBA core.

Application of business concepts to real world organizations. Students work under supervision of a faculty member to perform a project utilizing theories and principles from previous business coursework. Maximum credit six units.

### **B A 795. Integrative Business Analysis (3)**

Prerequisites: Advancement to candidacy and completion of MBA core.

Strategic case analysis of business problems and preparation for comprehensive examination for students in M.B.A. program under Plan B. Problem definition analysis and prioritization of solution mechanisms.

### **B A 799A. Thesis (3) Cr/NC/RP**

Prerequisites: An officially appointed thesis committee and advancement to candidacy.

Preparation of a project or thesis for the master's degree.

### **B A 799B. Thesis Extension (0) Cr/NC**

Prerequisite: Prior registration in Thesis 799A with an assigned grade symbol of RP.

Registration required in any semester or term following assignment of RP in Course 799A in which the student expects to use the facilities and resources of the university; also student must be registered in the course when the completed thesis is granted final approval.

### **B A 799C. Comprehensive Examination Extension (0) Cr/NC**

Prerequisite: Completion or concurrent enrollment in degree program courses.

Registration required of students whose only requirement is completion of the comprehensive examination for the master's degree. Registration in 799C limited to two semesters.

## **Courses Acceptable on the Master of Business Administration Degree for Executives (B A)**

### **GRADUATE COURSES**

#### **B A 601. Organizational Behavior for Executives (3)**

**(Offered only in Extension)**

Role of the manager in designing organizations for effectiveness with emphasis on organizational theory and organizational behavior.

#### **B A 602. Statistics for Business Decisions (3)**

**(Offered only in Extension)**

Statistics and production operations management. Data analysis, central tendency and variability, probability, distributions, sample inference, association analysis. Applications in engineering, manufacturing and service, and an overview of decision theory, queuing, total quality control, and project management.

#### **B A 603. Executive Financial Accounting (2)**

**(Offered only in Extension)**

Prerequisite: Admission to M.B.A. for Executives program.

Accounting procedures and judgments underlying corporate financial statements; ability to read and analyze these statements; make inferences about financial stability, likelihood of success, and other important attributes of various business entities.

#### **B A 604. Executive Managerial Accounting (2)**

**(Offered only in Extension)**

Prerequisite: Admission to M.B.A. for Executives program.

Accounting information for internal decision making purposes to include cost measurement, capacity management, activity based costing, activity based management, production costing, quality costing, pricing, CVP analysis, budgeting, performance evaluation, transfer pricing, and compensation.

#### **B A 605. Managerial Marketing (2)**

**(Offered only in Extension)**

The marketing function in an organization. Managerial activities of marketing including market analysis, target market selection and design of the organization's marketing program.

#### **B A 615. Strategic Financial Management (3)**

**(Offered only in Extension)**

Provides a framework for financial decision making. Covers relevant modern theory and emphasizes role of finance in corporate strategy. Topics include financial analysis and planning, investment, capital structure and dividend decisions and valuation and corporate restructuring. Not open to students with credit in Business Administration 665.

#### **B A 616. Competitive Analysis (3)**

**(Offered only in Extension)**

Competition in typical unregulated product or service markets. Competitive forces in such markets, and impact of these forces on economic profits, rates of return, and relative market-shares of competing firms. Not open to students with credit in Business Administration 653.

#### **B A 700. Business in the Global Environment (3)**

**(Offered only in Extension)**

Evolution of multinational corporations, management of organizations in global environment, and marketing and management implications of competition in international arena.

#### **B A 701. Executive Entrepreneurship (3)**

**(Offered only in Extension)**

Entrepreneurial approach to business. Concepts, theories, and techniques for organizing and managing an entrepreneurial venture.

#### **B A 702. Social Responsibility: Legal and Ethical Environment of Business (3)**

**(Offered only in Extension)**

Role of the manager in dealing in a socially responsible and ethical manner with internal and external constituencies.

#### **B A 703. Strategic Management (3)**

**(Offered only in Extension)**

Corporate and business level strategic decision making. Topics include industry and environmental analysis, strategy implementation, strategic planning systems. Case descriptions of actual company situations serve as basis for analysis and recommendations.

#### **B A 705. Marketing Strategy (2)**

**(Offered only in Extension)**

Development, implementation, and evaluation of marketing strategy and plans. Role of marketing planning, analysis and control; contributions and implications of marketing to corporate strategy. Strategies for attaining competitive advantage. Contemporary marketing planning tools and techniques.

#### **B A 707. Executive Seminar in Negotiations (2)**

**(Offered only in Extension)**

Prerequisite: Admission to M.B.A. for Executives program.

Negotiations principles in managerial contexts. Concepts, skills, and simulations of negotiation processes.

#### **B A 709. Seminar in the Global Financial Environment (3)**

**(Offered only in Extension)**

Develops understanding of world economy and illustrates impact of financial environment on decision making process of business managers. How corporations respond to changing economic forces and/or historical governmental policies.

#### **B A 710. Executive Leadership (3)**

**(Offered only in Extension)**

Theoretical and empirical literature pertaining to study and assessment of leadership skills. Process of organizational change and development.

#### **B A 711. Seminar in Contemporary Challenges (1-5)**

**(Offered only in Extension)**

Challenges facing managers of organizations in modern society: organizational, human resources, operational, economic, environmental, political, international, and technological issues. See *Class Schedule* for specific content. Maximum credit five units applicable to a master's degree.

#### **B A 790. Directed Readings in Business Administration (3) Cr/NC**

**(Offered only in Extension)**

Preparation for the comprehensive examination for students in the M.B.A. for Executives program (Plan B).

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# Finance

In the College of Business Administration

**OFFICE: Student Services 3356**  
**TELEPHONE: 619-594-5323 / FAX: 619-594-3272**

## Faculty

Mehdi Salehizadeh, Ph.D., Professor of Finance,  
Chair of Department

Swaminathan G. Badrinath, Ph.D., Professor of Finance

Andrew Q. Do, Ph.D., Professor of Finance  
(Graduate Adviser, Real Estate)

David P. Ely, Ph.D., Professor of Finance, Director of Graduate  
Programs in the College of Business Administration

Kamal M. Haddad, Ph.D., Professor of Finance  
(Graduate Adviser)

Moon H. Song, Ph.D., Professor of Finance  
(Graduate Adviser)

Nikhil P. Varaiya, Ph.D., Professor of Finance

Russell L. Block, J.D., Associate Professor of Finance, Emeritus

Jaemin Kim, Ph.D., Associate Professor of Finance

Kuntara Pukthuanthong, Ph.D., Associate Professor of Finance

Xudong An, Ph.D., Assistant Professor of Finance

Paul J. Graf, J.D., Assistant Professor of Finance

Stefano Gubellini, Ph.D., Assistant Professor of Finance

Januj A. Juneja, Ph.D., Assistant Professor of Finance

Marie-Eve Lachance, Ph.D., Assistant Professor of Finance

Ning Tang, Ph.D., Assistant Professor of Finance

## Executive Financial Planner Advanced Certificate

(Offered through the College of Extended Studies)

The advanced certificate is intended for students who wish to provide advanced financial planning advice to individuals, families and partners. The program is intended for experienced financial, legal, or accounting professionals who enroll in the Executive Financial Planner Advanced Certificate Program. Offered jointly by the College of Business Administration and the College of Extended Studies, this advanced certificate is registered with the Certified Financial Planner Board of Standards, Inc., as a program intended to meet their education requirements to sit for the CFP® Certification Examination.

Applicants for any type of graduate study at San Diego State University must: (a) hold an acceptable baccalaureate degree earned at an institution accredited by a regional accrediting association, or the applicant has completed equivalent academic preparation as determined by the graduate dean; (b) have attained a grade point average of at least 2.85 in an acceptable earned baccalaureate degree, or at least 2.85 in the last 60 semester (90 quarter) units attempted, or hold an acceptable post-baccalaureate degree earned at an institution accredited by a regional accrediting association; (c) have been in good standing at the last institution attended. Applicants who do not qualify for admission under provisions (a) and (b) may be admitted by special action if the graduate dean determines that there is other academic or professional evidence sufficient to warrant such action. Applicants from foreign countries see International (Foreign) Student Admission Requirements.

Admission to the Executive Financial Planner Advanced Certificate program does not constitute admission to the master's degree programs of the College of Business Administration, which has additional requirements including qualifying scores on the Graduate Management Admissions Test (GMAT).

The advanced certificate requires 18 units; however, the program director may waive up to six units based upon prior coursework and professional credentials. Prerequisites can be waived by the instructor or program director, based upon a student's prior coursework and experience.

### Certificate Course Requirements (18 units)

ACCTG 503	Federal Taxation of Individuals (3)
FIN 522	Individual Insurance Management (3)
FIN 590	Personal Financial Planning Practicum (3)
FIN 651	Seminar in Investments (3)
FIN 657	Financial and Retirement Planning (3)
FIN 705	Estate Planning (3)

Students must earn a 3.0 average in these classes in order to earn the certificate. Classes with a grade below a "C" (2.0) may not be included. Students admitted to a master's program may use certificate credit toward a graduate degree in business (Master of Business Administration or Master of Science in Business Administration) with the permission of their graduate adviser.

The adviser for the certificate is Dr. Thomas M.D. Warschauer, Department of Finance. All course units may be used for business majors and concentrations where applicable and approved by the student's graduate adviser.

## Courses Acceptable on Master's Degree Programs in Business Administration (FIN)

*Refer to Courses and Curricula and Regulations of the Division of Graduate Affairs sections of this bulletin for explanation of the course numbering system, unit or credit hour, prerequisites, and related information.*

### UPPER DIVISION COURSES

#### FIN 522. Individual Insurance Management (3)

Prerequisite: Undergraduate: Completion of lower division requirements for the major. Graduate: Completion of prerequisite core.

Economic, legal, social, and ethical considerations of individual, business and group insurance including life, health, property, and liability insurance. Risk exposure and policy analysis.

#### FIN 523. Employee Benefit Planning (2)

Prerequisite: Undergraduate: Completion of lower division requirements for the major. Graduate: Completion of prerequisite core.

Employee benefit and pension planning, including regulation and taxation issues.

#### FIN 585. Estate Planning Issues and Practice (3)

Prerequisite: Undergraduate: Completion of lower division requirements for the major. Graduate: Completion of prerequisite core.

Tax and non-tax issues in establishment of a personal estate plan. Financial and non-financial goals and objectives. Not open to students with credit in Finance 445 or 705.

#### FIN 589. Personal Financial Planning (3)

Prerequisite: Finance 323.

Financial planning process including data gathering, cash flow and debt considerations. Retirement planning including social security. Education funding. Practice management considerations including establishment of ethical and legal client relationships.

**FIN 590. Personal Financial Planning Practicum (3)**

Prerequisite: Credit or concurrent registration in Finance 589 or 657.

Preparation of family financial plans using comprehensive cases and/or real financial data. Financial planning software. Counseling and communication skills, behavioral finance, client psychology, practice standards, discipline and ethics. Students may register once at the undergraduate level and may repeat with new content at the graduate level.

**FIN 596. Contemporary Topics in Finance (1-3)**

Prerequisites: Business major approved by the College of Business Administration and consent of instructor.

Contemporary topics in modern finance. May be repeated with new content. See *Class Schedule* for specific content. Limit of nine units of any combination of 296, 496, 596 courses applicable to a bachelor's degree. Credit for 596 and 696 applicable to a master's degree with approval of the graduate adviser.

**GRADUATE COURSES****FIN 604. Legal Environment for Executives (3)**

Legal environment of business, government regulation, social and ethical considerations in the administration of justice, substantive law of contracts, property, agency, and business organizations.

**FIN 617. Financial Management II (3)**

Prerequisite: Business Administration 665.

Develops topics to include asset pricing, capital budgeting techniques, dividend policy and financing decisions, applications of options and futures, term structure of interest rates, regulation of financial markets, leasing decisions, corporate control.

**FIN 641. Financing the Emerging Enterprise (3)**

Prerequisite: Business Administration 665.

Financial considerations in emerging and growing enterprises to include internal financial management, external funding sources, and dealing with venture capitalists. Emphasis on integration of theory, computer analysis, and human judgment in financial decision making.

**FIN 642. Financial Risk Management (3)**

Prerequisite: Business Administration 665.

Measurement and management of foreign exchange, interest rate, equity, and commodity risks. Risk assessment models, implementation strategies, risk management, and capital allocation. Using derivatives for risk management.

**FIN 651. Seminar in Investments (3)**

Prerequisite: Business Administration 665.

Characteristics of financial markets and instruments. Contemporary as well as traditional approaches to problems of pricing individual securities; portfolio selection and analysis; techniques of analysis; measurement of risk; return, and investment values.

**FIN 652. Seminar in Security Analysis and Portfolio Management (3)**

Prerequisite: An upper division or graduate course in investments.

Security valuation, alternative instruments, portfolio theory, active and passive management techniques, asset allocation, performance measurement, use of derivative instruments in portfolio management, debt portfolio management techniques, ethical standards.

**FIN 653. Case Studies in Financial Management (3)**

Prerequisite: Business Administration 665.

Applies theory of finance to practice of financial decision-making. Includes valuation, mergers, and restructurings. Integrates theory and managerial judgment in a decision-making context. Case study format.

**FIN 654. Seminar in International Business Finance (3)**

Prerequisite: Business Administration 665.

International financial instruments, markets, and institutions; international trade and capital flows; foreign exchange risks and their management; direct and portfolio investment; implications for conduct of global business.

**FIN 656. Seminar in Financial Institutions (3)**

Prerequisite: Business Administration 665.

Change in financial institution management thought. Trends in asset management theory and liability management theory. Current events in financial institutions, changes likely to occur and proposed changes in laws and regulations.

**FIN 657. Financial and Retirement Planning (3)**

Prerequisite: Business Administration 665.

Decision-making process and theory of individual financial needs. Retirement planning including Social Security. Education planning. Financial strategies that aid in meeting family goals.

**FIN 659. Decision Making in the World Economy (3)**

Prerequisite: Classified graduate standing.

Application of macroeconomic theory to business decision making, study of economic environment and government macroeconomic policy from a business viewpoint.

**FIN 696. Seminar in Selected Topics (3)**

Intensive study in specific areas of finance. May be repeated with new content. See *Class Schedule* for specific content. Credit for 596 and 696 applicable to a master's degree with approval of the graduate adviser.

**FIN 705. Seminar in Estate Planning (3)**

Prerequisite: Business Administration 665.

The scope and nature of estate planning. Identification and analysis of the environmental factors and those aspects of federal and state law affecting estate planning and taxation. Estate taxation and social policy.

**FIN 780. Seminar in Land Markets and Urban Development Issues (3)**

Prerequisite: Graduate standing.

Land use and policy issues affecting the spatial environments for enterprise decisions. Legal and institutional framework for basic land market functions and operations. Housing market demand and supply determinants. Development issues and models of urban land use.

**FIN 783. Seminar in Real Estate Investment and Development (3)**

Prerequisite: Graduate standing.

Analysis of real estate investment and development decisions by corporations, individuals and financial institutions. Market and feasibility analysis, taxation, financing and risk evaluation, portfolio considerations.

**FIN 784. Seminar in Real Estate Finance and Valuation (3)**

Prerequisite: Graduate standing.

Application of valuation theory to real property and related mortgage instruments in a market context. Market definition, data collection and analysis. Value determinants and new valuation technologies. Special valuation and financing issues and cases.

**FIN 797. Research (3) Cr/NC/RP**

Prerequisite: Advancement to candidacy.

Research in the area of finance. Maximum credit six units applicable to a master's degree.

**FIN 798. Special Study (1-3) Cr/NC/RP**

Prerequisite: Consent of staff; to be arranged with department chair and instructor.

Individual study. Maximum credit six units applicable to a master's degree.