

Executive MBA Program

- [For additional program information see the Zicklin School website](#)

The Executive MBA Program, offered by the Zicklin School of Business, is designed to provide mid- to upper-level managers with knowledge and understanding of cutting-edge theories and the necessary analytical skills to apply them to successfully operate in today's intensely competitive markets while coping with highly complex and fast-changing technologies. The program is also suitable for entrepreneurs seeking to manage the expansion and growth of their enterprises.

The most distinctive characteristic of the program is its integrated focus on strategy. It prepares students to develop and implement appropriate strategies that:

- assess the intensity of competition in their chosen markets, identify specific markets or consumer needs that the company is uniquely suited to serve, and mobilize the company's resources—physical and intangible—to meet its strategic objectives. The operational goal is the creation of strategic fit between external competitive environment, a firm's chosen strategy, and the resources available to the firm in implementing that strategy;
- build competitive intensity in students through emphasis on entrepreneurship and calculated risk-taking in the marketplace;
- develop a solid understanding and applied knowledge of functional aspects of business (e.g., finance, accounting, operations management, marketing, and human resource management) to enable the student to utilize these resources efficiently and intelligently and to direct their use toward implementation of a firm's competitive strategy;
- develop leadership skills that equip managers to guide and motivate workers and professional staff and build successful team efforts that are at the core of a smooth and efficiently running organization; and
- sensitize managers to the need for creating a nurturing and supportive corporate culture—one that fosters a high level of ethical business conduct with regard to its internal and external constituencies.

The full-time program is designed for cohort groups of working executives. Classes are held once a week (primarily on Saturday with some Fridays) over six trimesters, each of thirteen weeks, during a period of two academic years. Students complete 20 courses (or 57 credits) over the six trimesters and an international study tour. Provisions are made for refresher workshops and tutorials preparatory to the start of the program.

The Executive MBA is offered in a modular format that focuses on different types of decisions and the context in which these decisions are made. The modules examine business organizations at different stages of their growth and development. The themes of these modules are:

- The Entrepreneurial Enterprise
- Growing the Mid-Cap Enterprise
- Transforming the Enterprise
- Strategy Formulation at the Enterprise Level
- Management of the Large Corporation

An integral part of the program is a one-week international study tour that students are required to participate in during the second year of their program. Accommodations, international transportation, and most meals during the study tour are included in the cost of the program.

Curriculum First Year (Course sequence is subject to change without prior notice)	
ACC 9110	Financial Accounting
ACC 9115	Managerial Accounting
CIS 9000	Information Systems for Managers
ECO 9708	Microeconomics for Managers
ECO 9709	Macroeconomics
STA 9708	Applied Statistical Analysis for Business Decisions
MGT 9300	Management: A Behavioral Approach

MGT 9700	Introduction to Operations Management
MKT 9703	Marketing Management
FIN 9770	Financial Decision Making
MGT 9320	Organization Design and Behavior
Second Year (Course sequence and advanced courses are subject to change without prior notice)	
BUS 9100	The Societal and Governmental Environment of Business
BUS 9600	Current Topics in Business
FIN 9786	International Financial Markets
ACC 9806	Financial Statement Analysis and Reporting
MKT 9750	Marketing Strategy
FIN 9781	Managerial Finance
MGT 9610	Dynamics of Competition, Industry Structure, and Corporate Strategy
MGT 9860	Entrepreneurial Strategy and Cases
BUS 9200	Business Policy

Admission

Applicants should address inquiries to:
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