

# MBA Programs

The Zicklin MBA features a core curriculum that spans all the major business areas and allows students to explore specific fields in greater depth. At Zicklin, you can study on a full-time or part-time basis:

- [Full-Time](#)
- [Part-Time](#)
- [Accelerated Part-Time \(APT\)](#)

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## MBA Degree Requirements

**Note:** Students who enrolled prior to fall 2011 should refer to the online [2009 - 2012 Graduate Bulletin](#)

## Core Courses

There are no waivers or core course substitutions granted for required and flexible core courses. Special requirements apply to accountancy majors.

## Required Core (12 courses; 24 credits)

| Course                   | Title   | Credits |
|--------------------------|---|---------|
| <a href="#">ACC 9110</a> | Financial Accounting*   | 3       |
| <i>or</i>                |   |         |
| <a href="#">ACC 9112</a> | Financial Accounting: Intensive**   | 3       |
| <a href="#">BUS 9551</a> | Business Communication I  | 0       |
| <i>and</i>               |   |         |
| <a href="#">BUS 9552</a> | Business Communication II: Communicating Quantitative and Technical Information<br>(Prerequisite: <a href="#">BUS 9551</a> )          | 0       |
| <i>or</i>                |   |         |
| <a href="#">BUS 9553</a> | Business Communication II: Leadership Communication: Writing and Speaking with Authority<br>(Prerequisite: <a href="#">BUS 9551</a> ) | 0       |
| <i>or</i>                |   |         |
| <a href="#">BUS 9554</a> | Business Communication II: Enhanced Oral and Written Communication<br>(Prerequisite: <a href="#">BUS 9551</a> )                       | 0       |
| <a href="#">CIS 9001</a> | Information Systems for Managers I  | 1.5     |

|          |  |     |
|----------|--|-----|
| ECO 9730 | Fundamentals of Microeconomics   | 1.5 |
| FIN 9770 | Financial Decision Making<br>(Prerequisites: <a href="#">ACC 9110</a> or <a href="#">ACC 9112</a> ; <a href="#">STA 9708</a> ) | 3   |
| IBS 9600 | International Business Fundamentals  | 1.5 |
| MGT 9300 | Management: A Behavioral Approach  | 3   |
| MGT 9702 | Service Operations I<br>(Prerequisite: <a href="#">STA 9708</a> )  | 1.5 |
| MKT 9703 | Marketing Management   | 3   |
| STA 9708 | Applied Statistical Analysis for Business Decisions  | 3   |
| BUS 9200 | Business Policy (Capstone)<br>(Prerequisites: All required and flexible core courses, plus 12 additional credits)              | 3   |

Note: Students who completed CIS9000 will not receive credit for CIS 9001; students who completed ECO 9708 will not receive credit for ECO 9730; students who completed MGT 9700 will not receive credit for MGT 9702.

\* Not open to accountancy majors.

\*\*Accountancy majors take [ACC 9112](#) in place of [ACC 9110](#). Students considering an accountancy major are also advised to take ACC 9112 in preparation for required courses in the major.

### Flexible Core (minimum of 3 courses; minimum of 6 credits)

Choose at least one of two below:

|          |   |   |
|----------|---|---|
| LAW 9000 | Legal and Ethical Environment of Business | 3 |
| BUS 9100 | Business and Society                      | 3 |
|          |   |   |

Choose additionally from:

|          |  |     |
|----------|--|-----|
| ACC 9125 | Fundamentals of Managerial Accounting****<br>(Prerequisite: <a href="#">ACC 9110</a> or <a href="#">ACC 9112</a> ) | 1.5 |
| MGT 9704 | Service Operations II<br>(Prerequisite: <a href="#">MGT 9702</a> )   | 1.5 |
| ECO 9740 | Fundamentals of Macroeconomics   | 1.5 |
| CIS 9002 | Information Systems for Managers II: Managing and Harnessing Technology  | 1.5 |

Note: Students who completed CIS 9000 will not receive credit for CIS 9002; students who completed ECO 9709 will not receive credit for ECO 9730; students who completed MGT 9700 will not receive credit for ECO 9740.

\*\*\*\*Not open to accountancy majors. Accountancy majors are required to take [ACC 9811](#) (4 credits) in their major and can use this course to replace [ACC 9125](#) as a flexible core choice.

## **Major (12 - 18 credits)**

Students choose from a wide array of MBA majors, and may pursue a single or a double major, or they can tailor a program to their specific needs through a self-designed major. In order to satisfy the current requirements for New York State CPA certification, accountancy majors require additional courses as determined by the Stan Ross Department of Accountancy.

## **Electives (Minimum of 3 courses; 9 - 15 credits)**

Students customize their program by selecting a minimum of three elective courses (9 credits) from among any 9000-level courses given by departments offering courses in the MBA program (or interdisciplinary courses). Students can use electives for a second major or to pursue course work in areas outside of their major, including study abroad, and can include one graduate-level course in either the School of Public Affairs or the Weissman School of Arts and Sciences, with permission of these schools. Eligible students may seek a graduate internship to satisfy elective credit. Special conditions apply to the 150-credit-hour accountancy program.

## **Programs**