

# Master of Business Administration

## Plan Description

The Lee Business School MBA Programs at UNLV is designed for those who seek global career and leadership opportunities. The world is changing quickly and today's business leaders are faced with new challenges in a complex business environment supported by new communication technologies and organizational structures. Success in the new global marketplace requires teams of executives working across functions and across borders. The MBA programs at UNLV prepare students to succeed in today's business environment by providing them with the needed skills, knowledge, and tools to become visionary and creative leaders. The program focuses on ethics and critical thinking, business communications, the role of the firm and its goals and markets, firms' strategic planning and positioning, supply chain management, international business culture, information technology, leadership, and teamwork. Our faculty and administration are committed to fulfilling the recently revised college mission: to advance the knowledge and practice of the disciplines that constitute business and administration and to foster the intellectual and economic vitality of Nevada and the Intermountain Region through teaching, research, and outreach. Our faculty are committed to continuous quality improvement of the curriculum. To achieve the best outcome, the faculty embrace no single teaching method, but rather employ a combination of methods best suited to the particular objectives of the course. Lectures, group discussions, seminars, case studies, computer simulations, and individual and group research projects are frequently used within courses and across the curriculum.

**MBA Program Highlights**

- **Hybrid format of the General MBA provides students with the benefits of online (e. g., less driving to/from campus, flexibility with jobs/travel) while also realizing the benefits of face-to-face learning (community, LEE events, and networking with the professors, staff, and students).**
- A holistic approach to **business bu siness** management starts with the role of the firm, its goals and markets, its strategic planning and positioning, and supply chain management.
- The explicit emphasis on a framework for the analysis of ethical issues and critical thinking.
- A greater emphasis on international studies through a specific course in international business and cross-cultural perspective and a greater internationalization of other courses.
- An evening MBA Program accommodating the needs of both full-time and part-time students by allowing students to complete their degree at a pace that fits their personal schedule.
- Students can take 2, 3 or 4 courses per semester enabling them to finish in the time frame of their choice. The cohort experience enables students to bond and network with each other in the program.
- Up to nine hours of electives provide greater flexibility in tailoring programs of study to each student's needs and interests.

Transfer Credit and Core Course Waiver Policy Up to **12-graduate graduat e** credit hours may be transferred if taken at AACSB accredited business schools within the last 5 years and a grade of B (3.00) or better is achieved. Graduate work taken pass/fail is not transferable toward the MBA degree. This transfer credit is limited by the requirement that a student must take a minimum of 30 credit hours of graduate classes from the UNLV Lee Business School to earn an MBA degree. Requests for transfer course work must be evaluated and approved by the MBA Director after the student is officially admitted. Leave of Absence, Probation, and Suspension Student academic performance is reviewed twice a year. Admitted students must enroll for courses every semester, excluding Summer Term, and must complete at least 6 credit hours every year. A leave of absence can be granted for up to one or two academic year(s) with prior approval from the MBA Director and Graduate College. A student will be placed on probation if it is determined that a student is not making satisfactory progress toward meeting degree requirements or if the student's overall MBA program GPA falls below 3.00. Conditions and deadlines for the removal of probation will be specified. Failure to meet the conditions will result in separation from the MBA program. Students interested in the MBA program may also be interested in the programs listed below: Business Administration& Dental Medicine Dual M. B. A. /D. M. D. Business Administration& Hotel Administration Dual M. B. A. /M. S. Business Administration& Juris Doctor Dual M. B. A. /J. D. Business Administration& Management Information

Systems Dual M. B. A. /M. S. Business Administration Executive M. B. A. For more information about your program, including your graduate program handbook and learning outcomes please visit the Degree Directory.

## Plan Admission Requirements

### Application deadlines

Applications available on the UNLV Graduate College website.

The Lee Business School MBA Program welcomes applications from college graduates in all disciplines. Applicants must hold a bachelor's degree from an accredited college or university. Graduates from all majors are encouraged to apply. Applicants are evaluated based upon proven scholastic ability, performance on the Graduate Management Admission Test (GMAT), maturity, motivation, leadership, communication skills, and possess the interest and ability to assume business leadership responsibilities.

MBA 741 – Internship (3 credits) is required for students without relevant business work experience. This requirement may be waived at the student's request and with proof of relevant work experience.

### The Application Process

Admission to the graduate business program is conducted by the Lee Business School MBA Programs and the UNLV Graduate College. Please note that the responsibility of obtaining and submitting the application material, transcripts, test scores, and other necessary information rests upon the applicant. In addition, international students must provide proof of English proficiency if the student's degree is from an institution where English is not the language of instruction.

Refer to the Graduate College Admission & Registration Information contained in this catalog for a complete description of materials and processes required for admission consideration.

### Application

Application to the MBA and Dual Programs requires the following documentation:

Official results of the GMAT test. You may indicate your test score and date taken on the application or indicate your expected exam date; however, official copies of the GMAT scores must be submitted to the Lee Business School MBA Programs Office.

A copy of the applicant's current resume.

Two letters of recommendation, academic or professional, from persons competent to judge the applicant's potential to pursue graduate work successfully.

A one to two-page statement of purpose.

Evidence of a minimum of two years of relevant work experience preferred.

Evidence (official transcript) of an undergraduate Grade Point Average (GPA) of 3.00, or higher, on a four-point scale.

With the exception of the GMAT, the required materials listed above are to be uploaded into the Graduate College online application. The MBA program does not require a separate application.

#### Graduate Management Admission Test

Preference will be given to applicants who meet the Graduate Management Admission Test (GMAT) score of 550 or higher with each component over the 25th percentile. The test score should be reflective of both, verbal and quantitative aptitude. GMAT scores over five years old are not considered. Students may substitute an equivalent GRE score for the GMAT requirement. MBA Programs Office will use ETS official webpage, GRE® Comparison Tool for Business Schools, to convert GRE scores to GMAT. A preferred score of 550 or higher on the GMAT or an equivalent score on the GRE is required for full admission. The average score of accepted students over the last two years is about 600. The computer-adaptive GMAT is offered on a continuous basis by appointment at one of approximately 400 locations throughout North America. For further information contact:

#### Graduate Management Admission Test

1-800-717-GMAT (4628)

website: [www.mba.com](http://www.mba.com)

e-mail: [GMATCandidateServicesAmericas@perason.com](mailto:GMATCandidateServicesAmericas@perason.com)

#### Test Waiver Policy

The GMAT/GRE is waived for applicants who meet one of the following conditions: (1) Hold accredited\*\* doctorate-level terminal degrees such as Ph. D., JD, MD, DMD, DDS, Pharmacy Doctorate, and DVM. (2) Currently attending a doctorate-level terminal degree program at UNLV. (AACSB accreditation for business programs; LCME or COCA for medical programs; ABA for law programs; ABET for engineering, computer science, and information systems programs; others on a case-by-case basis. Any online doctorate degree is excluded.)

Applicants with demonstrated potential, a strong undergraduate academic record, and a strong GMAT score are admitted with graduate standing. Students may be considered for admission on a provisional basis if their undergraduate academic record and/or GMAT score are not sufficiently strong to be considered for full graduate standing. Applicants with a GPA of less than 3.00 but not lower than 2.75, OR a GMAT score less than 550 but not lower than 520, with each component over the 25th percentile, may be considered for provisional admission. A graduate provisional student must complete the first

nine credit hours of core courses taken in the program. The courses are approved in advance and are listed on the "Letter of Admission." The student must complete this course work within the first two consecutive enrollment periods (excluding Summer Term) and earn individual grades of B (3.00) or above (B- is not acceptable) before any other additional course work may be taken. Failure to complete this course work in the allotted time, or any grades less than B, will result in cancellation of the student's admission. Upon completion of the nine hours with grades of B or better, the Lee Business School will recommend to the Graduate College that the student be given graduate standing status. The Graduate College will then change the student's status to graduate standing.

Prior to their first semester in the program, all admitted students are required to attend a noncredit orientation program.

All domestic and international applicants must review and follow the Graduate College Admission and Registration Requirements.

Students are accepted into a degree program as described in the Graduate Catalog. The faculty and corresponding sub-disciplines and sub-plans within the described programs are subject to change at any time.

## Plan Requirements

See Subplan Requirements below. Subplan 1 Requirements: Finance Concentration Track Subplan 2 Requirements: General MBA **Hybrid Format** Track Subplan 3 Requirements: Human Resources Management Track Subplan 4 Requirements: Management Information Systems Track Subplan 5 Requirements: Marketing Track Subplan 6 Requirements: New Venture Management Concentration Track Subplan 7 Requirements: Health Care Management Track

## Subplan 1: Finance Track

Total Credits Required: 42

## Course Requirements

### Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

## Finance Concentration– Credits: 12

Complete 12 credits of graduate-level Finance (FIN) electives.

## Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

## Capstone Course – Credits: 3

MBA 787 Strategic Management

3

## Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

## Subplan 2: General MBA-**Hybrid Format** Track

Total Credits Required: 42

## Course Requirements

### Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

## Electives – Credits: 21

Complete 21 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

## Capstone Course – Credits: 3

MBA 787 Strategic Management

3

## Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

## Subplan 3: Human Resources Management Track

Total Credits Required: 42

## Course Requirements

### Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

### Human Resources Management Concentration– Credits: 12

MGT 711 Seminar in Negotiation	3
MGT 712 Change Management	3
MGT 740 Effective and Applied Human Resources Management	3

MGT 745 Contemporary Topics in Human  
Resource Management

3

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787 Strategic Management

3

### Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

### Subplan 4: Management Information Systems Track

Total Credits Required: 42

### Course Requirements

#### Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

#### Management Information Systems Concentration– Credits: 12

Complete 12 credits of graduate-level Management Information Systems (MIS) electives.

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787 Strategic Management

3

### Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

### Subplan 5: Marketing Track

Total Credits Required: 42

### Course Requirements

#### Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

#### Marketing Concentration – Credits: 12

### Required Courses – Credits: 6

MKT 720 International Marketing Research	3
MKT 777 Services Marketing	3

### Select 2 of the following courses – Credits: 6

MKT 725 Global Consumer Behavior	3
MKT 737 New Service and Product Development	3
MKT 747 Global Digital Marketing Strategies	3
MKT 757 Strategic Database Marketing	3

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787 Strategic Management	3
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### Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

### Subplan 6: New Venture Management Track

Total Credits Required: 42

### Course Requirements

## Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

## New Venture Management Concentration – Credits: 12

MGT 709 New Venture Feasibility	3
MGT 710* New Venture Creation	3
MGT 711 Seminar in Negotiation	3
MGT 712 Change Management	3

## Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

## Capstone Course – Credits: 3

MBA 787 Strategic Management	3
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## Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

## Subplan 7: Health Care Management Track

Total Credits Required: 42

## Course Requirements

## Required Courses – Credits: 18

MBA 761 Accounting for Managers	3
MBA 763 Leadership, Teams, and Individuals	3
MBA 765 Financial Decision Making	3
MBA 767 Market Opportunity Analysis	3
MBA 769 Applied Economic Analysis	3
MBA 775 Data Modeling and Analysis	3

## Health Care Management Concentration – Credits: 12

### Required Course – Credits: 3

HCA 701 U.S. Health Care System: Programs and Policies	3
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### Elective Courses – Credits: 9

[Before] Complete 9 credits from the following list of courses:

HCA 703 Management of Health Service Organizations and Systems	3
HCA 716 Health Care Accounting and Finance	3
HCA 718 Health Care Economics	3
HCA 719 Operations and Quality Management of Health Services	3
HCA 720 Information Systems in Health Services Management	3
HCA 730 Strategic Management of Health Services	3
HCA 761 Health Care Law and Ethics for Managers	3

### Electives – Credits: 9

Complete 9 credits of electives from any 700-level course offered by the Lee Business School. Also, students can take up to six credits, 2 courses, that are 600-level courses offered by the Lee Business School.

### Capstone Course – Credits: 3

MBA 787 Strategic Management	3
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## Degree Requirements

The MBA degree requires a minimum of 42 credit hours of approved course work.

All requirements listed above must be completed successfully as defined by the Lee Business School and the Graduate College. All required courses are sequenced so students may acquire the tools and skill they need for success in the program.

## Plan Graduation Requirements

The student must submit all required forms to the Graduate College and then apply for graduation up to two semesters prior to completing his/her degree requirements.

Successfully complete the capstone course.