MBA INTERNATIONAL (IMBA)

Total units required for MBA: 36

Program Description
The College of Business Administration (CBA) in conjunction with the College of Continuing Education (CCE), proposes to offer a self-supported Master of Business Administration (International) degree program that can be completed either fully online or face to face.

The purpose of the MBA (International) program is to provide students the opportunity to become future leaders in the competitive world of international commerce. The program focuses on advancing knowledge, skills and practices that are complemented by twelve 3-unit courses include eight core courses and four courses from a specific area of emphasis: Finance, International Management, and Information Technology.

The academic background of each applicant will be assessed to determine if they have the educational foundation to be successful in the program. Depending on their backgrounds and skills, individuals may be required to take up to three preparatory courses. They are:

- Statistics
- Financial Accounting
- Business Economics

Admission Requirements
All applicants for post-baccalaureate degree programs in Business must have earned a baccalaureate degree from a regionally accredited four-year institution of higher learning or the equivalent from a foreign institution. Admission requirements are different for each of the CBA Graduate Programs. The specific admission requirements for each degree program are listed within the program descriptions under “Admission Information” on the following pages. The College of Business Administration reserves the rights to revise its admissions standards and to limit enrollment in its graduate degree programs.

Applicants who are approved for admission will receive a letter from the Office of Graduate Studies informing them that they have been admitted as a conditionally or fully classified graduate student. Included with that correspondence will be an Acceptance Form which the new graduate student must then return to the CBA MBA Program Services, Tahoe Hall 1020.

Minimum Admission Criteria for the MBA Program

As the College of Business Administration receives a large number of applications each cycle, it reserves the right to admit fewer applicants than those who meet the minimum criteria.

Title V of the California Educational Code requires that MBA candidates must have earned a minimum 2.5 cumulative GPA and an undergraduate degree from an accredited institution.

Unless a valid waiver is presented, applicants must also submit a valid admission test (GMAT or GRE) and/or English Language Proficiency exam scores.

Minimum Admission or Language Test Scores

GMAT: 30% overall, 30% verbal, 30% quantitative; Scores valid for 5 years from test date. Test must be taken by the application deadline. Students are able to apply with pending scores, but must submit an official score report to be considered for admission.

GRE (General Test): 30% verbal, 30% quantitative; Scores valid for 5 years from test date. Test must be taken by the application deadline. Students are able to apply with pending scores, but must submit an official score report to be considered for admission (use institution code of 4671 ONLY when requesting official score reports be sent to Sacramento State; do not use department code).

TOEFL: Paper-based: 550; Internet-based: 80 (International Students only).

IELTS: 7 (International Students only).

Deadlines
See the CBA Web site for current admission deadlines: https://www.csus.edu/college/business-administration/graduate/mba-international.html

Special Admission Process
Applicants not meeting all the admission criteria may be admitted to the program based on evidence of potential success in the program provided by the applicant. Such evidence may include, but is not limited to: the applicant's maturity, motivation, employment history, managerial potential, letters of recommendation, personal statement, community activities, and other accomplishments that support the applicant's potential to successfully complete the program. An applicant so considered and recommended for admission may be approved by the Dean or Dean's designee.

Application Procedures
All prospective graduate students must file all of the following documents by the application deadline with both the CBA MBA Program Services (Tahoe Hall 1020) and the Sacramento State Office of Graduate Studies (River Front Center 215) as noted below:

1. To the College of Business Administration, MBA Program Services Office, the following are required for a complete application:
   a. The College of Business Application (https://www.csus.edu/college/business-administration/graduate/mba-international.html)
   b. Supplemental Application Materials
      i. Official GMAT or GRE scores;
      ii. Current resume;
      iii. 1-2 page statement of purpose;
      iv. Two letters of recommendation.
   c. Two copies of official transcripts. Please request 2 copies of official transcripts from all colleges and universities you have attended. Send transcripts to both the MBA Program Services office and the Office of Graduate Studies. Sacramento State current students or graduates: only submit transcripts not previously submitted to the university or from institutions attended after graduation.

2. To Sacramento State, Office of Graduate Studies:
   - Online Cal State Apply Graduate Application and
   - Application Fee (you can pay this when you are filling out your online application).
**Note:** Applications are not considered complete and will not be reviewed unless all application materials and transcripts have been received.

**International Applicants**
International students (F or J Visas) must apply through International Admissions. Do not fill out the general graduate studies application as it will slow down your application process. All materials, inclusive of TOEFL scores, must be turned in to the International Admissions Office. To ensure consideration, international students should submit their material, including GMAT/GRE and TOEFL test scores, to the International Admissions Office one month prior to the CBA MBA Program Services application filing deadline. For an application and details international students should visit The International Admissions Office Web site.

**Application Submission**
College of Business Administration

MBA Program Services Office
Tahoe Hall, Room 1020
Sacramento State
6000 J Street
Sacramento, CA 95819-6098
Web site: https://www.csus.edu/college/business-administration/graduate/mba-international.html
Phone: (916) 278-2895
Email: imba@csus.edu

And to:
Office of Graduate Studies
Sacramento State
River Front Center, Room 215
6000 J Street
Sacramento, CA 95819-6112
Web site: https://www.csus.edu/graduate-studies/
Phone: (916) 278-6470
Email: grad_admissions@csus.edu

**Prerequisites**
Prior to enrolling in the Foundation courses, students must be proficient in mathematics, statistics, and computer usage:

- Mathematics: at least one semester of calculus is strongly preferred;
- Statistics: an introductory course in probability and statistics; and
- Computer usage: ability to use common personal computer hardware and software, particularly word processing programs, spreadsheet programs, and internet browsers.

The faculty will assume that all MBA students have these proficiencies. A student may gain the necessary proficiencies in many ways: through coursework, review classes, self-study; or experience. No proficiency courses can count as credit towards program requirements.

**Foundation Courses**
The Foundation courses provide an academic background in the various disciplines of business. The MBA degree program is built upon this common background. Foundation courses should be taken after the student has attained the required entry proficiencies (prerequisites) and should be completed prior to taking program requirement courses.

A student who has a baccalaureate degree or a minor in Business Administration from an AACSB-INTERNATIONAL accredited university may have completed all or most of the Foundation requirements. However, the student will be required to take certain Foundation courses if she/he:

1. has not previously completed the comparable undergraduate course(s) for academic credit from an AACSB-INTERNATIONAL accredited institution or from a high quality program that has a “national or international reputation”;
2. has earned less than an overall 3.0 (“B”) grade point average (GPA) in the comparable undergraduate courses presented for waiver of required courses;
3. has received a "C" or lower grade in the comparable undergraduate course;
4. cannot demonstrate currency in these courses (7 year limit); or
5. has completed the bachelor’s degree at a foreign institution.

Courses taken at AACSB-INTERNATIONAL accredited colleges of business will be accepted for transfer credit if the course is regarded as equivalent to the course for which credit is requested. Business Foundation courses and Core courses will not be accepted for transfer credit from programs that are not AACSB-INTERNATIONAL accredited unless taken at institutions that have national or international reputations of high quality programs.

Please visit the MBA Program website to download Foundation Course Waiver forms and petitions for equivalency for graduate, non-articulated courses. The CBA Academic Standards Committee will evaluate whether the institutions satisfy the requirement of “national or international reputations of high quality programs.” Subsequently, faculty in the appropriate department will make the final determination for course equivalency, e.g., content, method of instruction, method of evaluating students, and/or course duration. To find out if your university is AACSB accredited go to www.AACSB.edu.

Master students who are registered in the last two Foundation courses must file an Application for Classification with the MBA Program Services at imba@csus.edu, to be able to enroll in the courses designated as Program Requirements. The student’s academic status will be reviewed to assure that he/she meets the necessary criteria to be accepted as a classified graduate student.

A GPA of at least 3.0 (“B”) is required in all Foundation courses taken at Sacramento State, and program requirement courses presented for the degree.

The foundation courses are available after acceptance into one of the CBA Graduate Programs.

**Note:** To be completed after the student has demonstrated the required entry proficiencies and must be completed prior to taking Program Requirements in any of the Master’s programs.

---

Foundation Courses

**Foundation Courses**
The Foundation courses provide an academic background in the various disciplines of business. The MBA degree program is built upon this common background. Foundation courses should be taken after the student has attained the required entry proficiencies (prerequisites) and should be completed prior to taking program requirement courses.

A student who has a baccalaureate degree or a minor in Business Administration from an AACSB-INTERNATIONAL accredited university may have completed all or most of the Foundation requirements. However, the student will be required to take certain Foundation courses if she/he:

1. has not previously completed the comparable undergraduate course(s) for academic credit from an AACSB-INTERNATIONAL accredited institution or from a high quality program that has a “national or international reputation”;
2. has earned less than an overall 3.0 (“B”) grade point average (GPA) in the comparable undergraduate courses presented for waiver of required courses;
3. has received a "C" or lower grade in the comparable undergraduate course;
4. cannot demonstrate currency in these courses (7 year limit); or
5. has completed the bachelor’s degree at a foreign institution.

Courses taken at AACSB-INTERNATIONAL accredited colleges of business will be accepted for transfer credit if the course is regarded as equivalent to the course for which credit is requested. Business Foundation courses and Core courses will not be accepted for transfer credit from programs that are not AACSB-INTERNATIONAL accredited unless taken at institutions that have national or international reputations of high quality programs.

Please visit the MBA Program website to download Foundation Course Waiver forms and petitions for equivalency for graduate, non-articulated courses. The CBA Academic Standards Committee will evaluate whether the institutions satisfy the requirement of “national or international reputations of high quality programs.” Subsequently, faculty in the appropriate department will make the final determination for course equivalency, e.g., content, method of instruction, method of evaluating students, and/or course duration. To find out if your university is AACSB accredited go to www.AACSB.edu.

Master students who are registered in the last two Foundation courses must file an Application for Classification with the MBA Program Services at imba@csus.edu, to be able to enroll in the courses designated as Program Requirements. The student’s academic status will be reviewed to assure that he/she meets the necessary criteria to be accepted as a classified graduate student.

A GPA of at least 3.0 (“B”) is required in all Foundation courses taken at Sacramento State, and program requirement courses presented for the degree.

The foundation courses are available after acceptance into one of the CBA Graduate Programs.

**Note:** To be completed after the student has demonstrated the required entry proficiencies and must be completed prior to taking Program Requirements in any of the Master’s programs.
A graduate student may request a challenge for waiver of a College of Business Administration foundation or core course if at least one of the following conditions is met:

- The student has taken an equivalent class elsewhere, subject to the GPA requirement in CBA academic policy. For core classes, the equivalent class must be at the graduate level; for the foundation classes, the equivalent class can be taken at the undergraduate level.
- The student has achieved appropriate professional or academic qualification.
- The student has appropriate professional work experience.

It is the responsibility of a student to provide sufficient documentation to support a waiver challenge application.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 204</td>
<td>Business Economics</td>
<td>3</td>
</tr>
<tr>
<td>MBA 201</td>
<td>Accounting</td>
<td>2</td>
</tr>
<tr>
<td>MBA 202</td>
<td>Business Communication</td>
<td>2</td>
</tr>
<tr>
<td>MBA 203</td>
<td>Legal Environment of Management</td>
<td>2</td>
</tr>
<tr>
<td>MBA 206</td>
<td>Managerial Statistics Analysis</td>
<td>2</td>
</tr>
</tbody>
</table>

**Foundation Courses (11 Units)**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>IMBA 210</td>
<td>Managerial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 211</td>
<td>Global Corporate Finance</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 213</td>
<td>Marketing Management</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 214</td>
<td>Statistical Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 215</td>
<td>Information Technology Management</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 216</td>
<td>Human Resource Management in Intl Perspective</td>
<td>3</td>
</tr>
<tr>
<td>IMBA 217</td>
<td>Business Law and Legal Environment</td>
<td>3</td>
</tr>
</tbody>
</table>

**Emphasis (12 Units)**

Select an emphasis from the following:

- Finance
  - IMBA 231: Global Financial Institutions and Markets
  - IMBA 232: International Trade
  - IMBA 233: International Investments
  - IMBA 234: Contemporary Issues in International Finance

- International Management
  - IMBA 241: Comparative International Management
  - IMBA 242: Multinational Corporate Management
  - IMBA 243: Global Supply Chain Management
  - IMBA 244: Project Management

- Informational Technology
  - IMBA 251: Information Technology Resource Management
  - IMBA 252: Enterprise Information Technology Planning
  - IMBA 253: Strategic Information Technology Planning
  - IMBA 254: Information Technology Project Management
  - IMBA 255: Information Technology Leadership

**Culminating Experience (3 Units)**

- IMBA 500: Leadership and Change Management

**Total Units**

1. Four of the courses will be selected for a particular location.

**Minimum Units and Grade Requirement for the Degree**

Units required for MBA: 36 (excluding foundation courses)

Minimum Cumulative GPA: 3.0. The minimum acceptable grade for any graduate business course is "C." No more than two (2) courses with a grade of "C" will be counted for satisfaction of graduate program requirements.

**Advancement to Candidacy**

A student's program requirements are governed by the catalog in effect at the time one is accepted into and begins graduate school or by the catalog in effect at the time advancement to candidacy is approved.

Prior to enrolling in Culminating Requirements, a student must advance to candidacy. Initiation of advancement procedures is the responsibility of the student. The application to advance must be filed no later than the semester prior to enrollment in culminating experience requirement.

Eligibility to advance to candidacy requires satisfactory scholastic achievement, presentation of a plan of graduate study, and demonstration of writing proficiency. A classified graduate student in Business Administration may apply to the MBA Program Services at imba@csus.edu for advancement to candidacy for the Master's degree after s/he has completed at least 12 units of the program requirements beyond the Foundation requirements. Students with a GPA deficiency or who have not fulfilled the Writing Placement for Graduate Students Requirement (WPG) cannot advance to candidacy.

**Program Requirements**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>IMBA 210</td>
<td>Managerial Accounting</td>
<td>3</td>
</tr>
</tbody>
</table>