

# BUSINESS ADMINISTRATION

Degree: Master of Business Administration  
 Certificate: Organizational Development Leadership  
 Department: College of Business Dean's Office  
 Building 75, Room 103  
 (850) 474-2352  
 mba@uwf.edu  
 College: Business

The M.B.A. degree program develops the skills of management, the tools of problem solving, the capacity for decision-making, and the knowledge about formal organizations and their economic environment. The program prepares graduates for leadership positions in a variety of managerial and organizational settings. The course of study requires no background in formal business education. Approximately one-third of the students in the program enter with no previous business course work.

The program of study leading to the M.B.A. degree is a 30 semester hour program designed to provide both a general view of business and a specialized focus. Before beginning classes, each student must decide upon a specialized area of study in which to conduct the portfolio projects, e.g., health care, banking, international business. Five of the courses (ECP 6705, FIN 6406, ISM 6026, MAN 6511, and MAR 6815 ) require projects which will be included in each student's portfolio.

Each student is expected to stay in contact with the M.B.A. Director throughout the program concerning the development of the student's portfolio. During the last semester, the student is required to meet with the M.B.A. Director to finalize the portfolio and to rewrite those sections which may not meet the college's standards.

In addition to the general University requirements, students seeking the M.B.A. degree must meet the following admission and degree requirements.

Course descriptions are listed alphabetically by prefix in the back of this *Catalog*.

## ADMISSION REQUIREMENTS

Admission shall be granted to individuals who show high potential for success in postgraduate studies based on a review of several indicators: academic achievement as an upper-division undergraduate student (GPA); performance on the GMAT (minimum acceptable score of 450); a record of appropriate employment at increasing levels of responsibility; and leadership experience as demonstrated by resumé and two letters of reference. In this determination, primary consideration will be given to the applicant's academic record and scores on the GMAT.

The credentials of applicants who do not meet minimums for these criteria are reviewed further to determine if other factors are sufficient to warrant admission. Only students who have been fully admitted to candidacy in the M.B.A. program will be permitted to enroll in the required courses of the M.B.A. degree.

## Application and Counseling

Inquiries should be addressed to the Director of the M.B.A. program. The Director will assist in all matters of application, admission, degree planning, and graduation. All students planning to enter the M.B.A. program must meet with a counselor to develop and file a degree plan. Copies of the transcripts describing prior academic work and results of the GMAT should be submitted at the time of application to the Office of Admissions. The program is administered by the M.B.A. committee, which consists of the director and faculty members from the areas of accounting, finance, marketing, economics, management, and management information systems.

## FOUNDATIONAL PROFICIENCIES

Admission to candidacy in the M.B.A. program is gained by demonstrating proficiency in the areas of accounting, business communications, economics, finance, management, management information systems, marketing, and statistics. These proficiencies may be gained by completion of the following group of UWF courses:

ACG	5026	Financial Accounting Survey .....	3
		or both ACG 2021 & ACG 2071-6 sh	
ECO	3003	Principles of Economic Theory & Public Policy .....	3
		or both ECO 2013 & ECO 2023-6 sh	
FIN	3403	Managerial Finance .....	3
GEB	6215	Business Communications .....	3
		or both GEB 3212 & COM 4110-6 sh	
ISM	3011	e-Business Systems Fundamentals .....	3
MAC	2233	Calculus with Business Applications .....	3
MAN	3025	Management Fundamentals .....	3
MAR	3023	Marketing Fundamentals .....	3
STA	2023	Elements of Statistics .....	3

These proficiencies may be demonstrated by satisfactory completion of equivalent courses or by special examination. Courses completed more than four years prior to admission must be reviewed, and in most instances, an examination to determine proficiency will be recommended. Students may prepare for proficiency examinations by self-directed study, programmed texts, tutoring, or other independent means. Accelerated options for completing the Foundational Proficiencies may be available to experienced working professionals seeking to complete the M.B.A. in the shortest possible time. Contact the M.B.A. Office for more information.

## DEGREE REQUIREMENTS

<i>First Level:</i>			
ACG	6309	Accounting Aspects of Business Policy Determination .....	3
GEB	6895	Business & Public Policy .....	3
ISM	6026	Management of Information Systems & Technology .....	3
MAN	6156	Management & Organizational Behavior .....	3
QMB	6305	Quantitative Methods for Business .....	3
<i>Second Level:</i>			
ECP	6705	Advanced Managerial Economics .....	3
FIN	6406	Financial Management .....	3
MAN	6511	Operations Management Problems .....	3
MAR	6815	Marketing Management .....	3
<i>Third Level:</i>			
MAN	6721	Strategic Management & Policy Formulation .....	3

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**ORGANIZATIONAL DEVELOPMENT  
LEADERSHIP CERTIFICATE  
PROGRAM (ODL)**

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The Department of Management offers a stand alone Organizational Development Leadership certificate program for students who have a bachelor's, master's or doctoral degree in any field of study from an accredited university. The certificate can be part of several master's programs at UWF (including the M.B.A.; Industrial Organizational Psychology; Communication Arts; Educational Leadership; and Health, Leisure, and Exercise Science). ODL courses are taught with an experiential, hands-on emphasis. The certificate program requires 18 semester hours, comprised of the following courses (course work can be completed in one year):

MAN 5047	Team Building .....	3
MAN 6156	Management & Organizational Behavior .....	3
MAN 6285	Organizational Change & Development .....	3
MAN 6288	Pro Seminar in Organizational Development .....	3
MAN 6943	Management Internship .....	3
	Course offered 1-3 sh per semester	
	Approved 5000/6000 level Management (MAN) elective .....	3

The program provides experience in assessing organizations, team building, training, and process consulting. Students who complete the program are able to help organizations with change, growth, and problem-solving.