These are challenging but invigorating times for graduate business education. In a world where the only constant is change, business schools must prepare their students to understand and adapt to the demands of a global economy that continues to become more dynamic and diverse. Business schools recognize that, more than ever, they must be rigorous and bold as they prepare students to be future leaders who understand and can adapt to the demands of a rapidly changing world and global marketplace.

Welcome to a place that gets all of this. The Fowler College of Business is ready to deliver an extraordinary educational experience that will provide you with the knowledge, tools and inspiration to launch a career that shapes the future of business.

This is a place with outstanding faculty who adhere to the teacher/scholar model. They engage in cutting-edge research, giving our most talented graduate students the opportunity to participate in ground-breaking business investigations. They take pride in teaching and are committed to preparing future business leaders to launch their careers.

This is a place that produces graduate students who have gone on to become founders, business owners and C-level executives of some of the top businesses and organizations in the world. Entrepreneurship and innovation are part of our DNA as San Diego State University is consistently recognized as one of the most entrepreneurial universities in the world.

This is a place committed to excellence. Our graduate programs have been recognized as among the best for public academic business institutions in the nation. Our full-time MBA program has been recognized as one of the top 50 public business schools in the nation by Bloomberg BusinessWeek and our part-time MBA program is consistently ranked in the top 100 programs by U.S. News & World Report.

This is the place for students who want to become future business leaders, as at San Diego State University, “Leadership Starts Here.” I hope you can join us.
<table>
<thead>
<tr>
<th>PROGRAM</th>
<th>WHAT DOES THIS PROGRAM PREPARE YOU FOR?</th>
<th>COURSES</th>
<th>CAN COURSES BE WAIVED?</th>
<th>TYPICAL TIME LENGTH</th>
<th>ESTIMATED TOTAL TUITION*</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA</td>
<td>Provides a strong general business foundation to prepare students for jobs in a variety of business-related fields. Students have the option to choose among 10 specializations.</td>
<td>Core: 7 Electives: 6 Business strategy: 1 Culfminating: 1 Total units: 39 – 45 Total classes: 15</td>
<td>With a bachelor’s degree in a business-related field, ONE core course may potentially be waived. Students may sit for a challenge exam to waive ONE additional core course.</td>
<td>Full-time: 1 1/2 – 2 years Part-time: 3 – 4 years</td>
<td>California resident: Full-time: $28,130 Part-time: $33,502 Non-resident: Full-time: $44,870 Part-time: $50,242</td>
</tr>
<tr>
<td>MBA/JD</td>
<td>Prepares students who are interested in working in fields where law and business converge. Partner with California Western School of Law or Thomas Jefferson School of Law to receive two degrees.</td>
<td>Core: 7 Electives: 2 Business strategy: 1 Culfminating: 1 Total units: 33 Total classes: 11 Plus additional law school requirements</td>
<td>With a bachelor’s degree in a business-related field, ONE core course may potentially be waived. Students may sit for a challenge exam to waive ONE additional core course.</td>
<td>Full-time: 4 years</td>
<td>California resident: Full-time: $20,907** Non-resident: Full-time: $33,183** ** Does not include law school tuition.</td>
</tr>
<tr>
<td>MBA/MA LATIN AMERICAN STUDIES</td>
<td>Provides the knowledge and skills necessary to promote and engage in business relationships with the Latin American community in Latin America or in the U.S.</td>
<td>Core: 7 Business electives: 5 Business strategy: 1 Latin American electives: 8 Special study: 1 Thesis: 1 Total units: 69 Total classes: 23</td>
<td>With a bachelor’s degree in a business-related field, ONE core course may potentially be waived. Students may sit for a challenge exam to waive ONE additional core course.</td>
<td>Full-time: 3 years</td>
<td>California resident: Full-time: $36,480 Non-resident: Full-time: $62,148</td>
</tr>
<tr>
<td>SPORTS MBA</td>
<td>A career in the growing business of sports.</td>
<td>Total classes: 12</td>
<td>No.</td>
<td>Full-time: 18 months</td>
<td>$48,760</td>
</tr>
<tr>
<td>EXECUTIVE MBA</td>
<td>Provides seasoned professionals with a strong managerial approach to business operations.</td>
<td>Core: 17 Culfminating: 1 Total units: 48 Total classes: 18</td>
<td>No. EMBA is a lock-step program where all students follow a pre-determined curriculum.</td>
<td>Full-time: 22 months</td>
<td>$58,400</td>
</tr>
<tr>
<td>MSA</td>
<td>Provides accounting practice in areas of professional interest. Meets the accounting education requirements for the Certified Public Accountant (CPA) exam in California. Specialization options: Financial Reporting, Accounting Information Systems, and Taxation.</td>
<td>Specialization: 9 Culfminating: 1 Total units: 30 Total classes: 10 Without a business or accounting undergraduate degree, up to SEVEN additional core/prerequisite courses may be needed</td>
<td>With completion of undergraduate core course equivalents, up to SEVEN core/prerequisite courses may potentially be waived.</td>
<td>Full-time: 1 – 2 years Part-time: 2 – 3 years</td>
<td>California resident: Full-time: $48,729 Part-time: $21,415 Non-resident: Full-time: $33,189 Part-time: $3,2575</td>
</tr>
<tr>
<td>MSIS</td>
<td>Prepares students for a leadership career in Information Systems. Degree can be customized toward your desired career track such as business analytics and cyber security. The MSIS degree is a STEM designated program for purposes of OPT.</td>
<td>IS technology: 3 IS Management &amp; Analytics: 3 Elective: 1 Career track: 4 Culfminating: 1 Total units: 36 Total classes: 12 Without a business degree, up to THREE additional prerequisite courses may be needed</td>
<td>With completion of undergraduate prerequisite course equivalents, up to THREE prerequisite courses may potentially be waived.</td>
<td>Full-time: 1 1/2 – 2 years Part-time: 2 1/2 – 3 years</td>
<td>California resident: Full-time: $21,669 Part-time: $25,698 Non-resident: Full-time: $35,081 Part-time: $39,090</td>
</tr>
<tr>
<td>MSBA-FTP</td>
<td>Provides a strong finance curriculum to prepare students to become Certified Financial Planners and Analysts.</td>
<td>Core: 6 Electives: 4 Total units: 30 Total classes: 10 Without a business degree, up to SIX additional prerequisite courses may be needed</td>
<td>With completion of undergraduate prerequisite course equivalents, up to SIX prerequisite courses may potentially be waived.</td>
<td>Full-time: 1 – 2 years Part-time: 2 – 3 years</td>
<td>California resident: Full-time: $18,729 Part-time: $21,415 Non-resident: Full-time: $29,889 Part-time: $32,575</td>
</tr>
</tbody>
</table>

*Fees are subject to change upon approval by the Board of Trustees. Estimated total costs are based on Fall 2016 tuition and fee amounts and are regarded as estimates. These estimates do not include prerequisite/core classes for non-MBA programs or miscellaneous costs (books, housing, etc.) and are based on the typical length of time it takes a student to complete the degree.
PROGRAM DESCRIPTIONS

FIND THE PROGRAM THAT’S BEST FOR YOU

SDSU’s Fowler College of Business offers six distinct graduate degree programs designed to prepare students for various positions within private, public and government organizations. Additionally, the college also offers two specialized graduate programs: the Sports Business MBA and the Executive MBA.

MBA
Master of Business Administration

Available for both part-time and full-time curriculums, SDSU’s MBA program has a general management focus, and students can elect to specialize in finance, marketing, accounting, management, entrepreneurship, international business, project management, information systems, supply chain management or health services administration. To complete the MBA program, students must complete 39-45 academic units (15 classes).

MBA/JD
Master of Business Administration/Juris Doctorate

Concurrent programs leading to MBA and Juris Doctorate degrees are offered through SDSU’s partnerships with California Western School of Law (CWSL) and Thomas Jefferson School of Law (TJSL). These concurrent degree programs are designed for students interested in working in fields where law and business converge. Students are expected to apply first to the law program (at either CWSL or TJSL) and then apply to the SDSU MBA program during their first year of law school. Students can expect to complete the joint MBA/JD in four years. SDSU’s MBA program requires 33 academic units (with credit transferable from both law schools) with 77 academic units from CWSL and TJSL.

MBA/MA
Master of Business Administration/Master of Arts in Latin American Studies

Offered as a concurrent three-year program with SDSU’s Center for Latin American Studies, the primary objective of this degree program is to educate students wanting to promote or engage in business relationships in Latin America or within the Latin American community residing in the U.S. To complete the MBA/MA in Latin American studies, students must earn 69 academic units (23 classes).
The MSBA in financial and tax planning program is designed to provide in-depth professional financial planning education for those students pursuing wealth management positions or for those planning to sit for the Certified Financial Planner certification. To complete this program, students must complete a minimum of at least 30 academic units (10 classes).

The Executive MBA program is designed to provide seasoned professionals with an integrative framework to managing organizations. Courses are scheduled on alternating Fridays and Saturdays, promoting efficient use of your time. A mandatory international trip provides you with a better understanding of global business practices.

The Sports MBA program gives students a globally-focused, intensive MBA curriculum with emphasis on the analytical skill set that graduates need to be competitive in the sports industry. To complete the Sports MBA program, students must take 45 academic units.

Students pursuing an MSA degree at SDSU can design their curriculums to specialize in accounting information systems, financial reporting or taxation. They can also select a customized set of courses to meet specific professional needs and goals. To complete an MSA degree, students must earn a minimum of at least 30 academic units (10 classes).

The MSIS degree provides students with a management-level knowledge of business and technology, a general technical understanding in information systems and domain skills in a specialized area chosen by the student. To complete an MSIS degree, students must earn a minimum of at least 36 approved academic units (12 classes).
SDSU GRADUATE BUSINESS PROGRAMS
FALL 2016 STUDENT PROFILE AND STATS*

Incoming Student Snapshot

- **AVERAGE GPA**: 3.42
- **AVERAGE GMAT**: 621
- **AVERAGE GRE / GMAT PERCENTILE**: 60-65TH
- **YEARS OF WORK EXP.**: 3+
- **AVERAGE AGE**: 27
- **ADMISSION RATE**: 32%

Bachelor’s Degree Fields

**ALL PROGRAMS**
- Humanities & Social Sciences: 15%
- Engineering: 31%
- Business: 37%
- Sciences: 9%
- Economics: 9%

**MBA**
- Humanities & Social Sciences: 25%
- Engineering: 23%
- Business: 28%
- Sciences: 12%
- Economics: 12%

**MSA**
- Humanities & Social Sciences: 9%
- Engineering: 1%
- Business: 70%
- Sciences: 6%
- Economics: 14%

**MSIS**
- Humanities & Social Sciences: 4%
- Engineering: 80%
- Business: 8%
- Sciences: 7%
- Economics: 1%

**MSBA-FTP**
- Humanities & Social Sciences: 19%
- Engineering: 0%
- Business: 81%
- Sciences: 0%
- Economics: 0%

*This data is for MBA, MSA, MSIS, and MSBA FTP programs only.
Professional Women’s Magazine ranked SDSU’s MBA Program as one of the Top MBA Schools in the U.S. in its 2014 Best of the Best Lists.

### Gender Percentage

<table>
<thead>
<tr>
<th></th>
<th>ALL PROGRAMS</th>
<th>MBA</th>
<th>MSA</th>
<th>MSIS</th>
<th>MSBA-FTP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>58</td>
<td>71</td>
<td>34</td>
<td>59</td>
<td>62</td>
</tr>
<tr>
<td>Male</td>
<td>42</td>
<td>29</td>
<td>66</td>
<td>41</td>
<td>38</td>
</tr>
</tbody>
</table>

Dive into diversity as you enter the globalized classroom.

### International Student Percentage

<table>
<thead>
<tr>
<th></th>
<th>ALL PROGRAMS</th>
<th>MBA</th>
<th>MSA</th>
<th>MSIS</th>
<th>MSBA-FTP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage</td>
<td>49%</td>
<td>35%</td>
<td>39%</td>
<td>89%</td>
<td>14%</td>
</tr>
</tbody>
</table>

*This data is for MBA, MSA, MSIS, and MSBA FTP programs only.*
EXCEPTIONAL QUALITY & VALUE

THE BEST

SDSU’s MBA program is ranked among the best in the nation by Forbes, U.S. News & World Report, and Bloomberg Businessweek.

SDSU’s MBA program was ranked #86 by Bloomberg Businessweek in its 2016 Rankings.

SDSU’s MBA Program has a national ranking of #8 for U.S. News & World Report’s 2014 list of MBAs with the most financial value at graduation.

Best for Vets Business Schools by the Military Times in 2016.

The Fowler College of Business is fully accredited by AACSB International – The Association to Advance Collegiate Schools of Business.

TUITION AND FEES (Estimated Total Cost*)

<table>
<thead>
<tr>
<th></th>
<th>MBA</th>
<th>MSA</th>
<th>MSIS</th>
<th>MSBA-FTP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CALIFORNIA RESIDENT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full-Time Student (12 units)</td>
<td>$28,130</td>
<td>$18,729</td>
<td>$21,669</td>
<td>$18,729</td>
</tr>
<tr>
<td>Average Cost per Semester: $7,223</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Part-Time Student (6 units)</td>
<td>$33,502</td>
<td>$21,415</td>
<td>$25,698</td>
<td>$21,415</td>
</tr>
<tr>
<td>Average Cost per Semester: $4,283</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NON-CALIFORNIA RESIDENT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full-Time Student (12 units)</td>
<td>$44,870</td>
<td>$29,889</td>
<td>$35,061</td>
<td>$29,889</td>
</tr>
<tr>
<td>Average Cost per Semester: $11,687</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Part-Time Student (6 units)</td>
<td>$50,242</td>
<td>$32,575</td>
<td>$39,090</td>
<td>$32,575</td>
</tr>
<tr>
<td>Average Cost per Semester: $6,515</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Fees are subject to change upon approval by the Board of Trustees. Estimated total costs are based on Fall 2016 tuition and fee amounts and are regarded as estimates. These estimates do not include prerequisite/core classes for non-MBA programs or miscellaneous costs (books, housing, etc.) and are based on the typical length of time it takes a student to complete the degree. For more information, please visit: www.sdsu.edu/sas. Financial Aid & Scholarships, please visit: www.sdsu.edu/financialaid.
Scholarships and financial aid are available to all eligible students. In fact, a substantial portion of the funds from the Professional Business Graduate Fee generated by all California State University schools goes toward financial aid and scholarship programs for SDSU’s graduate business students.

There are at least three types of financial aid available to all SDSU students:

**GRANTS**

Grants are generally given to students based on financial need and does not need to be repaid. Most grants are available through the federal government, state government, universities or through private or non-profit organizations. Federal Pell Grants are one of the best-known federal grant programs, with the maximum award being $5,815.

**LOANS**

SDSU graduate students may apply for several types of federal loans (unsubsidized, Grad Plus or Parent Plus), a Federal Perkins Loan or a private loan. Loans through the federal government generally have the lowest interest rates and the best terms, however, alternative private loans are available for those who are not eligible for financial aid or who have exhausted their federal loan eligibility.

**WORK STUDY**

The Federal Work Study (PWS) Program is a part-time employment program designed to help students meet the cost of attendance. Certain campus jobs are only available to students who qualify for Work Study. Your eligibility for the program is determined as part of your application for financial aid.

For more information, please visit the SDSU Office of Financial Aid & Scholarships at room 3605 in Student Services West, call 619-594-6323 or visit go.sdsu.edu/financialaid.
All students, regardless of grade point average, financial need, major or nationality are encouraged to apply for all scholarships for which they are eligible. Please note, scholarships are subject to state and federal laws that may impact your financial aid package.

**SDSU ADMINISTERED SCHOLARSHIPS**

These scholarships can be searched out and applied for directly from the SDSU website at go.sdsu.edu/scholarships. It is at this site that you can learn about eligibility, application information and the selection process.

**EXTERNAL SCHOLARSHIPS**

External scholarships are offered through non-profit organizations, businesses, foundations, municipalities, academic societies and many other sources. If a scholarship is secured through a source external to SDSU, students may need notify the SDSU Office of Financial Aid & Scholarships for information about how to transfer the funds to the university.

For more information, please visit the SDSU Office of Financial Aid & Scholarships at room 3605 in Student Services West, call 619-594-6323, email scholars@mail.sdsu.edu or visit go.sdsu.edu/scholarships.

**VETERANS**

There are numerous options for SDSU graduate business students - both active military and veterans of the U.S. armed forces - for scholarships, financial aid and loan deferment programs.

For more information, please visit the The Joan and Art Barron Veterans Center at room 1661 in Student Services West, call 619-594-5813, email veterans@sdsu.edu or visit sdsu.edu/veterans.
The Master of Business Administration at San Diego State University offers a flexible schedule, hands-on learning experiences, and a full-range of specializations, allowing students the opportunity to customize their MBA experience while getting real world experience. Noted as one of the top “10 MBAs With the Most Financial Value at Graduation” by U.S. News & World Report, SDSU’s award winning faculty and specially-trained staff providing MBA students with the education and resources needed to put graduates into outstanding business leadership roles.

Core Courses (21 units): These seven courses are mandatory for all SDSU students pursuing an MBA. Students earning a bachelor’s degree in a business related field may have the opportunity to waive one core course with prior approval. A second core class may also be waived if a student successfully passes the relevant challenge exam. A graduate advisor can provide more information on both options.

- BA 623 Statistical Analysis
- BA 624 Organizational Behavior and Leadership
- BA 625 Financial and Management Accounting
- BA 626 Business Economics
- BA 627 Marketing
- BA 628 Operations and Supply Chain Management
- BA 629 Financial Management

Business Strategy Course (3 units): Upon completion of the core courses, all MBA students are required to take a business strategy course, BA 630.

Electives/Specializations (18 units): All MBA students are required to complete 18 elective units. Students wishing to specialize in a specific area of study will be required to take a minimum of 12 of the 18 elective units (four classes) in their chosen area of emphasis. Areas of emphasis include:

- Accounting
- Entrepreneurship
- Finance
- Health Services
- Information Systems
- International Business
- Management
- Marketing
- Project Management
- Supply Chain Management

Culminating Experience (3 units): Students have the option of completing a thesis or engaging in a business consulting project. Those who wish to partake in the consulting project work on a real-world business challenge for an established company within a group of approximately 4 – 5 students and a faculty advisor.

RAJESH KUMAR ADLA, ’15, MBA
Pathways Manager for the Leadership, Development Program for Amazon

“The professors are the strength of the college. They were not just teachers, but mentors as well.”
The Executive MBA (EMBA) program is designed to provide seasoned professionals with an integrative framework to managing organizations.

You will join a select cohort of experienced entrepreneurs, professionals and managers who aspire to roles of greater responsibility in their organizations. They represent start-up firms, mid-sized businesses, large corporations, non-profit and government entities. Their academic backgrounds range from liberal arts, to engineering, science and business.

As an EMBA student you will enjoy an unparalleled group learning experience and develop a rich network of professional ties and corporate contacts that will remain long after you graduate.

Courses are scheduled on alternating Fridays and Saturdays to make the most efficient use of your time.

You will participate in an international study program, designed to help you gain a better understanding of global business practices.

**Curriculum**

**First Year Courses (26 Units)**

- BA 601 Organizational Behavior for Exec
- BA 602 Statistics for Business Decisions
- BA 603 Executive Financial Accounting
- BA 707 Negotiations
- BA 605 Managerial Marketing
- BA 616 Competitive Analysis
- BA 604 Executive Managerial Accounting
- BA 702 Social Responsibility
- BA 709 Global Financial Environment
- BA 701 Executive Entrepreneurship

**Second Year Courses (22 Units)**

- BA 711 Operations and Supply Chain
- BA 615 Strategic Financial Management
- BA 703 Strategic Management
- BA 710 Executive Leadership
- BA 705 Marketing Strategy
- BA 711 Corporate Governance
- BA 700 Business Global Environment
- BA 790 Directed Readings in Business

**Culminating Experience:** Students enroll in the capstone course (BA 790) in lieu of a thesis.

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**DAN WILBERS, EMBA XXII**

Director NA Simulation and Training, Schneider Electric

The SDSU EMBA Program has proven to be very beneficial for me, personally and professionally. The professors are experienced, up-to-date with current trends, and first class educators. My EMBA cohort colleagues are professionals I can lean on at any time for business advice and perspective. Since graduating from the program, I have been promoted to be a Director of our business unit, and assumed a larger role within our company. In addition, I was asked by SDSU to be a Lecturer in the SDSU Fowler College of Business, which has been very rewarding. SDSU’s motto is quite right: Leadership starts here!
The Sports MBA program is an intensive, accelerated MBA degree focused on the dynamic business of international sports. The program provides its graduates a deep grounding in the skills crucial for professionals to succeed, while building a broad network of relationships in the sports-rich landscape of Southern California.

At more than a decade old, the San Diego State Sports MBA has built a solid reputation in the sports industry for its hardworking, knowledgeable graduates and has created a far-reaching system of dedicated alumni serving in top positions throughout the industry.

Students receive a thorough grounding in statistical analysis, organizational behavior and leadership, financial management and business strategy, along with sports economics and marketing, in classes taught by seasoned, professional educators from the Fowler College of Business. Coursework is heavily international in scope, including an overseas excursion to study sports business in another culture and frequent guest lecturers from outside the U.S. Many courses stress analytics, a growing trend in the sports industry, to best prepare graduates to be successful in the data-driven sports business environment.

The Sports MBA program offers students 12 months of accelerated class time, focusing on critical business skills, with an additional six months of supervised consultancies worldwide. Classes are offered in a cohort format to foster strong relationships among classmates, upon which graduates can draw throughout their careers.

**Curriculum**

Sports MBA program students take all courses in a cohort format in three consecutive semesters on campus, followed by a final semester on-site with a sports organization.

**Required Courses**

- BA 625 Financial & Management Accounting
- BA 623 Statistical Analysis
- BA 624 Organizational Behavior & Leadership
- BA 629 Financial Management
- BA 627 Marketing
- BA 628 Ops and Supply Chain Mgt
- BA 626 Business Economics
- MKTG 766 Sem. in Marketing Research
- FIN 617 Financial Management II
- MKTG 762 Sem. In Integrated Marketing Communication
- MIS 749 Business Analytics
- BA 630 Strategy

**Culminating Experience**

- BA 780 Field Studies in Business
- BA 795 Business Consulting

**Dominic Lucq, ’14, SMBA**

Manager, Partnership Sales, Golden State Warriors

SDSU’s Sports MBA Program succeeds due to the institutional support students receive from program administration and professors who strive to provide real world application to curriculum. Furthermore, the alumni network's mentorship provides students the inside look into the industry which allowed me to succeed in such an impacted field.
Concurrent programs leading to an MBA and a JD are offered through SDSU’s partnerships with California Western School of Law (CWSL) and Thomas Jefferson School of Law (TJSL). These concurrent degree programs are designed for students interested in working in fields where law and business converge. Students are expected to apply first to the law program (at either Cal Western or Thomas Jefferson) and then apply to the SDSU MBA program during their first year of law school.

Your MBA classes will be taken at SDSU’s college of Business and your 77 JD units will be taken at either Cal Western or Thomas Jefferson School of Law. Each institution grants credit for up to 12 units taken at the other institution thus reducing the total amount of units needed to complete both degrees. Students can expect to complete the joint MBA/JD in four years. Year 1 you will attend law school only. Year 2 you will attend SDSU only. Year 3 and 4 you will attend both.

For your MBA Core Courses (21 units):

- BA 623 Statistical Analysis
- BA 624 Organizational Behavior and Leadership
- BA 625 Financial and Management Accounting
- BA 626 Business Economics
- BA 627 Marketing
- BA 628 Operations and Supply Chain Management
- BA 629 Financial Management

Students who have a bachelor’s degree in a business related field may have the opportunity to waive one core course with prior approval. A second core class may also be waived if a student successfully passes the relevant challenge exam. If six units are waived, a student must take an additional 3 units of electives. A graduate advisor can provide more information on both options.

Business Strategy Course (3 units): Upon completion of the core courses, all MBA/JD students are required to take a business strategy course, BA 630.

Business elective courses (6 units) include graduate-level business courses in accounting, information systems, finance, marketing, and management. Students who waive two core classes must take an additional 3 units of electives.

Culminating Experience (3 units): Students have the option of completing a thesis or engaging in a business consulting project. Those who wish to partake in the consulting project work on a real-world business challenge for an established company within a group of approximately 4 – 5 students and a faculty advisor.

Please refer to the law school’s website for admission and degree requirements.

Enrolling in the JD/MBA program at SDSU and California Western School of Law was the best decision I made when considering graduate studies. I learned a tremendous amount from the faculties of both schools, and taking courses concurrently made my experience in each program more meaningful. The combination of skills and knowledge that I gained through the JD and MBA programs allowed me to pursue opportunities in various fields and ultimately helped me to focus my career goals.
SDSU’s Fowler College of Business and Center for Latin American Studies offer a three-year full-time concurrent program of study leading to a Master of Business Administration and a Master of Arts in Latin American Studies (MBA/MA LAS). The objective of the concurrent program is to offer preparation in the fields of business administration and Latin American studies for the purpose of providing the knowledge and skills necessary to promote and engage in business relationships with the Latin American community in Latin America or in the United States.

**Core Courses (21 units):** Those pursuing the MBA/MA Latin American Studies must take the following core courses:

- BA 623 Statistical Analysis
- BA 624 Organizational Behavior and Leadership
- BA 625 Financial and Management Accounting
- BA 626 Business Economics
- BA 627 Marketing
- BA 628 Operations and Supply Chain Management
- BA 629 Financial Management

Students earning a bachelor’s degree in a business related field may have the opportunity to waive one core course with prior approval. A second core class may also be waived if a student successfully passes the relevant challenge exam. A graduate advisor can provide more information on both options.

**Business Strategy Course (3 units):** Upon completion of the core courses, all MBA/MA students are required to take a business strategy course, BA 630.

**Required Business Administration Courses (15 units):**

- FIN 654 Seminar in International Business Finance

- MGT 710 Seminar in World Business Environment
- MGT 723 Seminar in International Strategic Management
- MGT 745 Seminar in Corporate Innovation and Entrepreneurship
- MKTG 769 Seminar in International Marketing

**Latin American Courses (24 units):**

- LA 600 Introduction to Latin American Studies
- LA 601 Seminar on Methodology of Latin American Studies
- 6 pre-approved graduate courses from the following departments (18 units)
  - Latin American Studies
  - Anthropology
  - Economics
  - History
  - Journalism & Media Studies
  - Political Science
  - Portuguese
  - Sociology
  - Spanish

**Culminating Experience (6 units)**

- MGT 797 Research
- BA 799A Thesis

The thesis in business administration will treat a Latin American topic, and will be supervised by a business faculty member with international business expertise, and at least one faculty member from the Latin American Studies program.
The SDSU Master of Science in Accountancy (MSA) program prepares students to meet the challenges and demands of careers in professional accountancy.

**Highlights**

- The flexible MSA curriculum can be completed in 12-18 months (30 units).
- Fits your schedule: most classes start at or after 4pm.
- SDSU MSA students have the 3rd highest CPA pass rate in California in 2015.
- Over 40 top employers including the Big 4 actively recruit MSA students.
- High ROI - Tuition from $18,729 for the entire program.
- Specializations available in Accounting Information Systems; Financial Reporting; Taxation.

**Expertise**

The MSA allows students to deeply explore accounting practice areas of their professional interest. Students pursue one of the three MSA specializations (Accounting Information Systems; Financial Reporting; Taxation), by selecting a customized set of courses to meet specific professional needs and goals. Small class sizes enable students to connect with faculty and draw on the resources of the Charles W. Lamden School of Accountancy community.

**Certification**

The MSA curriculum meets the accounting education requirements for the Certified Public Accountant (CPA) exam in California. SDSU MSA students have the 3rd highest pass rate in California in 2015.

The flexible curriculum can also be customized to prepare students for other professional certification exams including Certified Management Accountant (CMA), Certified Information Systems Auditor (CISA), Certified Internal Auditor (CIA), and Enrolled Agent (EA).

**Practical**

MSA courses cover a broad range of accounting subjects and help students develop practical and relevant knowledge and skills, including communication, team decision making, problem solving, and research. In addition, students learn valuable leadership skills through participation in student organizations, team competitions, and service-learning activities.

**Rigorous**

SDSU teaches essential skills of accounting practice and holds students to high standards of performance, ethics, and professionalism.

**Scholarships**

Exceptional students will be invited to apply for MSA program scholarships. The Charles W. Lamden School of Accountancy is dedicated to enrolling outstanding students for the Master of Science in Accountancy (MSA) program. Competitive scholarships, based on prior academic performance and potential to succeed in the accounting profession, are provided to attract exceptional new students into the MSA program. Select students are invited to apply for these scholarships upon admission to the MSA program.
Curriculum

There are 15 units of business prerequisite courses. These five courses are mandatory for all SDSU students pursuing an MSA, however, courses can be waived if the student completed equivalent undergraduate courses. A graduate advisor can provide more information on waiving the business prerequisite courses.

- BA 623 Statistical Analysis
- BA 624 Organizational Behavior and Leadership
- BA 625 Financial and Management Accounting
- BA 626 Business Economics
- BA 629 Financial Management

Note: Students with an undergraduate degree in business from an AACSB accredited university in the United States of America will have likely satisfied this entire set of prerequisites. Please speak to an advisor for more details. International Students please refer to website for language requirements.

In addition to these business prerequisites, MSA students may need to complete additional accounting core courses. Accountancy core courses that have not been completed prior to enrolling in the MSA program must be completed to earn the MSA degree.

All students pursuing MSAs must complete five accountancy core courses:

- ACCTG 620: Financial Measurement and Reporting (equivalent non-MSA course: intermediate accounting)
- ACCTG 621: Accounting Information Systems
- ACCTG 624: Tax for Managers (equivalent non-MSA course: taxation for business entities)
- ACCTG 625: Managerial and Financial Reporting and Analysis (equivalent non-MSA course: cost accounting)
- ACCTG 626: Assurance and Auditing Services (equivalent non-MSA course: auditing)

These classes are required unless the student has completed the equivalent course(s) as a part of their undergraduate preparation. If required, up to three of these courses (nine units) may be accepted toward the 30 approved units for the graduate program.

Vicky Nguyen, ’11, MSA
Manager, Technical Accounting for McKesson

“ My education and experiences at SDSU have greatly accelerated my career.”
The MSIS degree prepares you for a leadership career in information systems. The job of the IS professional is to understand and improve the ways organizations derive value from information. IS professionals have a variety of roles and responsibilities. Business leaders (including Chief Information Officers, or CIOs) focus on ways to nurture and exploit information assets to gain competitive advantage in their industries. Technical practitioners focus on the specification, development, and deployment of new information-related capabilities.

The MSIS degree can ready you for a career path that suits your passions. If you are interested in technical practice, you can focus on areas such as software, networking, security, and databases. If you are interested in information strategy, you can learn how to enhance competitiveness through smarter and faster decision making, improved productivity, and process integration with business partners. You also have career options in the middle: systems analysts work with users to define their requirements, and work with technical people to design and implement systems that will meet those needs. Because information is the fuel that runs the modern enterprise, well-trained information-systems professionals are always in high demand.

The MSIS is an internationally recognized credential. The SDSU degree program is modeled after a curriculum jointly published by the Association for Computing Machinery (ACM) and the Association for Information Systems (AIS).

The MSIS degree is a STEM(Science, Technology, Engineering, and Math) designated degree. In addition, SDSU’s MBA degree, when completed with a specialization in Information Systems, is considered a STEM(Science, Technology, Engineering, and Math) designated degree.

Curriculum

Business prerequisite courses (9 units): These three courses are mandatory for all students in the MSIS program, however, courses may be waived if an undergraduate equivalent course has been completed. Please see an advisor for more information.

- BA 625 Financial and Management Accounting
- BA 627 Marketing
- BA 628 Operations and Supply Chain Management

PUNEET KAUR, ’15, MSIS
Business Analyst, Helm 360

The MSIS program has provided me with a mix of technical and field projects, which made my educational experience more meaningful and close to real world applications. The skills I gained over the last year of coursework helped me understand the alignment of IT with business management and offered me tools to be a well versed professional in the sphere of information management.
**MSIS Required Courses (21 units):**

Select three IS Technology courses from below:
- MIS 686 Enterprise Data Management
- MIS 687 Business Data Communications
- MIS 691 Decision Support Systems
- MIS 695 Business Systems Analysis and Design
- MIS 697 Project Planning and Development
- MIS 752 Seminar in Supply Chain & Enterprise Resource Planning

Select three IS Management courses from below:
- MIS 688 Information Systems and Strategies in Organizations
- MIS 748 Seminar in Applied Multivariate Analytics
- MIS 749 Business Analytics
- MIS 750 Strategic Project Management
- MIS 755 Information Systems Security Management
- BA 623 Statistical Analysis

Three units open elective chosen in consultation with your MSIS advisor.

**Career track (12 units):** Career options with an MSIS degree may include:

- Business Analytics
- Information Entrepreneurship
- Project Management
- Supply Chain Management
- Systems Analysis and Design

**Culminating Experience (3 units):** Students have the option of completing a thesis or a course in directed readings (MIS 790).

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*“When I reflect on my two years at SDSU, I see great enthusiasm from the professors and the department to achieve my goal of joining the data analytics bandwagon. A great balance between management and tech classes is the highlight of the MS-IS program. I enjoyed the learnings offered by the variety of statistics classes I took from different departments which ultimately helped me shape my career in a focused direction. Go Aztecs!”*
The goal of this program is to provide the educational background for graduates to give professional financial planning services at the highest level possible. This program provides the academic background students need to pass the examinations for the CFP certification, and much of the background for the CFA and Enrolled Agent professional designations. Typical length of time to complete the program is 1 to 2 years for full-time students and 2 to 3 years for part-time students.

**Business Prerequisites (18 units):**

- ACCT 201 Financial Accounting
- ECON 101 Micro Economics
- ECON 102 Macro Economics
- ECON 201 Statistical Methods or STAT 119 Elementary Statistics for Business
- ECON 320 Intermediate Economic Theory or ECON 422 Business Cycles or FIN 659 Decision Making in World Economy
- BA 629 Financial Management or BA 323 Fundamentals of Finance
- FIN 240 Legal Environment of Business or FIN 604 Legal Environment for Executives

Note: These courses may be waived based on undergraduate equivalents. Please see an advisor for more information.

**Required Courses (18 units):**

- FIN 522 Individual Insurance Management
- FIN 585 Seminar in Estate Planning
- FIN 589 Personal Financial Planning
- FIN 590 Financial Planning Practicum
- FIN 651 Seminar in Investments
- ACCT 503 Federal Taxation of Individuals

**Electives (12 units):** Select four

- FIN 652 Seminar in Securities Analysis and Portfolio Management
- ACCT 655 Tax Planning for Individuals
- FIN 659 Decision Making in a World Economy
- FIN 642 Financial Risk Management
- FIN 656 Seminar in Financial Institutions
- CSP 600 A Cross-Cultural Counseling Communication Skills
- ACCT 620 Financial Reporting and Analysis II or ACCT 663 Financial Statement Analysis
- FIN 783 Seminar in Real Estate Investment and Development or FIN 784 Seminar in Real Estate Finance and Valuation
- ACCT 650 Tax Research and Planning or ACCT 656 California & Multistate Taxation

**Nick Holeman, ’15, MSBA**

CFP®, Betterment

"The MSBA program groomed me to be a leader in the field of finance. I was prepared with the technical skills needed to pass the CFP® exam, relationships skills needed to empathize with clients, and confidence to disrupt the advising industry."
The Graduate Career Management Center is dedicated to providing expert career guidance and connecting you with resources for your professional success.

- **CONNECT**
  - Employer Info Sessions
  - Industry Panels
  - Executive Speaker Series
  - Mixers

- **DEVELOP**
  - One-on-One Career Advising
  - Aztec Mentor Program
  - Career Development Workshops

- **EXPLORE**
  - Job Opportunities
  - Internship Opportunities
  - Career Fairs
  - Aztec Career Connection

- **JOIN**
  - 52,000+ SDSU business alumni are eligible for membership in SDSU’s Business Alumni Network (BAN) [www.sdsualumni.org/ban](http://www.sdsualumni.org/ban)

For more information, visit [cbaweb.sdsu.edu/career](http://cbaweb.sdsu.edu/career)
Below is a partial list of companies who have participated in career fairs, posted job and internship opportunities, interviewed on campus, held information sessions, and/or hired SDSU graduate business students in recent years.

**Accounting**
- BDO LLP
- CBIZ Mayer Hoffman McCann P.C., LLC
- Deloitte LLP
- Ernst & Young LLP
- Grant Thornton LLP
- KPMG LLP
- McGladrey LLP
- Moss Adams LLP
- PricewaterhouseCoopers LLP

**Government**
- California Franchise Tax Board
- California State Auditor
- California State Board of Equalization
- Central Intelligence Agency
- Defense Contract Audit Agency
- Federal Deposit Insurance Corporation
- Navy Engineering Logistics Office
- San Diego County Regional Airport Authority
- U.S. Department of Health and Human Services
- U.S. Department of Veteran Affairs

**Financial**
- AIG
- AXA Group
- Bank of America Corporation
- California Bank & Trust
- Edward D. Jones & Co., L.P.
- Encore Capital Group, Inc.
- Federated Mutual Insurance Company
- First Investors Corporation
- Geico
- H.G. Fenton Company
- JPMorgan Chase & Co.
- Liberty Mutual Insurance
- LPL Financial
- MassMutual Financial Group
- MetLife, Inc.
- Mitchell International, Inc.
- Northwestern Mutual Life Insurance Company
- Prudential Financial, Inc.
- Sotheby’s International Realty
- TD Ameritrade
- U.S. Bank
- Union Bank
- Unum Group
- The Vanguard Group, Inc.
- Waddell & Reed Financial, Inc.
- Wells Fargo & Company
- Zions Bancorp

**Energy**
- EDF Renewable Energy, Inc.
- Pacific Gas & Electric Co.
- Sempra Energy

**Biotech & Healthcare**
- AMN Healthcare
- Becton Dickinson and Company
- CVS Health Corporation
- DR Systems, Inc.
- Human Longevity, Inc.
- Kaiser Permanente
- NuVasive, Inc.
- Sanofi Pasteur
- Thermo Fisher Scientific Corporation
- The Scripps Research Institute
- Sharp HealthCare

**Consumer Goods**
- Bumble Bee Foods, LLC
- Burger Lounge
- E. & J. Gallo Winery
- Epic Wines & Spirits
- Jack in the Box, Inc.
- Niagara Bottling, LLC
- Panda Restaurant Group, Inc.
- PepsiCo, Inc.
- Regal Wine Company

**Services & Retail**
- Amazon, Inc.
- Burlington Stores, Inc.
- Enterprise Rent-A-Car Company
- FedEx Corporation
- FTD Companies, Inc.
- Gap, Inc.
- The Hertz Corporation
- The Hoover Company, Inc.
- Houzz, Inc.
- Penske Truck Leasing Co.
- SeaWorld Entertainment, Inc.
- The Sherwin-Williams Company
- Skechers USA, Inc.
- Target Corporation
- TaylorMade-Adidas Golf
- The Hertz Corporation
- The TJX Companies, Inc.
- Underground Elephant
- United Parcel Services, Inc.
- Wayfair
- Westfield Corporation
- Yelp, Inc.

**Consulting**
- Anklesaria Group, Inc.
- Bainbridge
- Booz Allen Hamilton
- Deloitte Consulting LLP
- Gallup, Inc.
- Gartner
- McGladrey LLP
- TrendSource, Inc.

**Industrial Goods**
- 3M
- Alcoa
- Caterpillar, Inc.
- Cintas Corporation
- Fastenal Company
- General Atomics
- General Dynamics Corporation
- Grinco, Inc.
- HD Supply Holdings, Inc.
- Hydronautics - A Nitto Group Company
- Northrop Grumman Corporation
- Ryerson, Inc.
- United Technologies Corporation
- UTC Aerospace Systems
- Visual Communications Company, LLC

**Technology**
- ADP
- AT&T, Inc.
- BrightEdge Technologies, Inc.
- Capita Technologies, Inc.
- Cubic Corporation
- Cymer, LLC
- Esri
- Hewlett-Packard Company
- Hitachi Data Systems
- Informatica Corporation
- Konica Minolta Business Solutions
- Kyocera Corporation
- Lytx, Inc.
- Maxim Integrated Products, Inc.
- MRC - A Xerox Company
- Novatel Wireless, Inc.
- Peregrine Semiconductor Corporation
- Qualcomm Incorporated
- Science Applications International Corp.
- Solekai Systems Corporation Company
- Sony Corporation
- Verizon Communications, Inc.
- ViaSat, Inc.

For more information, visit cbaweb.sdsu.edu/career
05 HOW TO APPLY
Apply to San Diego State University between **October 1st and March 1st**. Apply online at [www.csumentor.edu](http://www.csumentor.edu), $55 nonrefundable application fee.

Submit Official Transcripts and Test Scores to Graduate Admissions by **April 1st**.

**Transcripts:**
Send official transcripts from all institutions attended to Graduate Admissions. If your transcript is not in English, then you must also send a certified literal English translation of transcripts along with the official original-language transcripts with proof of degree.

**Graduate Admissions**  
San Diego State University  
5500 Campanile Drive  
San Diego, CA 92182-7416

**Test Scores:**
Take the GMAT or GRE and request official scores to be sent to SDSU. If your Bachelor’s degree was not taught principally in English, then you must take the TOEFL or IELTS and have official scores sent to SDSU.

**SDSU Institution Codes:**
- **GMAT**: 9LT-2P-73  
- **GRE**: 4682  
- **TOEFL**: 4682  
- **IELTS**: See IELTS website ([www.ielts.org](http://www.ielts.org)) for instructions

Electronically submit the Program Application through your Decision Desk account by **April 1st**. No paper or e-mailed materials will be accepted or reviewed. You must have your SDSU Red ID to submit your Program Application.

Go to Decision Desk [http://gra.sdsu.edu/decisiondesk](http://gra.sdsu.edu/decisiondesk) and create an account.
1. Upload Resume  
2. Upload Statement of Purpose  
3. Set-Up the Request for Letter(s) of Recommendation

Applicants will have the opportunity to upload an optional essay if there are any concerns you want to explain to the admissions committee.

**QUESTIONS?** Visit: [cbaweb.sdsu.edu/grad/admissions](http://cbaweb.sdsu.edu/grad/admissions)
Q: What are the minimum GPA Requirements?

Domestic Applicants
Cumulative GPA of 2.85/4.0

If your cumulative GPA is not 2.85, then graduate admissions will calculate your last 60 semester units or last 90 quarter units GPA.

International Applicants
Cumulative GPA of 3.0/4.0

Q: Which test should I take and what score should I receive?

<table>
<thead>
<tr>
<th>Test</th>
<th>Content Tested</th>
<th>Recommended Score**</th>
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</thead>
<tbody>
<tr>
<td>GMAT</td>
<td>Math: Algebra, Arithmetic, Data Analysis, Geometry</td>
<td>60th-65th percentile on each section.</td>
</tr>
<tr>
<td></td>
<td>Verbal: Critical Reasoning, Grammar, Reading Comprehension</td>
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<tr>
<td></td>
<td>Writing: “Analysis of Argument” Essay</td>
<td></td>
</tr>
<tr>
<td>or*</td>
<td>Math: Algebra, Arithmetic, Data Analysis, Geometry</td>
<td>60th-65th percentile on each section.</td>
</tr>
<tr>
<td>GRE</td>
<td>Verbal: Vocabulary, Reading Comprehension</td>
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<tr>
<td></td>
<td>Writing: “Issue” Essay &amp; “Argument” Essay</td>
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<td>More info &amp; practice questions: <a href="http://www.mba.com">www.mba.com</a></td>
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<td></td>
</tr>
</tbody>
</table>

* You may take either test; we do not require both. We do not favor one test over the other.
** The highest score you received in one test sitting will be evaluated.

Q: Can I be exempt from taking the GMAT or GRE?

Only applicants who hold a Ph.D., MD, or JD degree may be exempt from taking the GMAT or GRE.

Q: How long are my test scores valid?

GMAT/GRE: Only exams taken in the last 5 years prior to application
TOEFL/IELTS: Only exams taken in the last 2 years prior to application

Q: Should I take the TOEFL or IELTS? What is the minimum score required?

If your bachelor’s degree was not taught principally in English, then you must demonstrate competency in English by taking either the TOEFL or IELTS. If you choose to take the internet based TOEFL, you must score a minimum of 80. If you choose to take the IELTS, then you must score a minimum of 6.5.

Q: Who should write my letter(s) of recommendation?

Your recommenders can be any academic or professional reference who can speak to your ability to be successful in the program.

For international admission questions, please email intladmission@sdsu.edu

* This data is for MBA, MSA, MSIS, and MSBA FTP programs only
READY TO ACCELERATE YOUR CAREER?

Attend an info session online or on campus
Register today: business.sdsu.edu/grad/info/session

Attend a graduate class
Email us: gradbusiness@sdsu.edu

Reach our admission team
Phone: (619) 594-8073

Apply by March 1st for Fall
Apply by November 1st for Spring