Program Coordinator: M. Connor

The primary goal of the Master of Business Administration for Professionals program at King is to prepare students to be effective strategic leaders and managers. The goal is to assist students to directly integrate management research, theoretical constructs, skills, abilities, and ethical practices within their own contemporary professional situations. The primary emphasis of the MBA program at King is directed towards managing for quality results. The MBA curriculum adopts and implements three creative components: a team-based learning model, a fully integrated curriculum, and a transformational learning experience for personal and professional skill development.

The MBA for Professionals program at King serves adults who have completed their Bachelor’s degree and who normally possess at least two full years of significant work experience. This enables the student to bring real world examples to the classroom and learn from other working professionals as well.

The MBA program is a 36-hour program. Students take one course at a time for five weeks and meet one night per week for a four-hour session. The program is approximately 16 months in duration.

Students will choose one of eight (8) specializations: Health Care Administration, Human Resource Management, Management, Marketing, Finance, Accounting, Leadership, or Project Management. The MBA program will typically enroll new students in the fall, spring, and summer of each year.

Graduate Management Admission Test (GMAT) Policy
The MBA Program at King does not require the GMAT.

Program Outcomes
MBA program graduates will be prepared to meet the several competency outcomes. Graduates will:
1. Demonstrate effective professional and interpersonal practices essential in business.
2. Examine contemporary professional, societal, behavioral, and global issues and their impact on businesses.
3. Apply quantitative and qualitative methods of analysis as well as mathematical and statistical techniques for decision-making to achieve organizational objectives.
4. Examine the legal and ethical considerations and implications of personal, social, business, and international business behavior and activities.
5. Formulate integrated strategies to achieve organizational objectives based on analysis of external and internal business environments.
6. Apply research skills to acquire new knowledge and use results for informed decision-making.
7. Demonstrate strategic understanding of the following areas: accounting, ethics, finance, strategy, leadership, economics, global business, legal environment, management, marketing, and quantitative research/statistics.

**MBA for Professionals Program Requirements**

To earn a Master of Business Administration (MBA) degree, each graduate student must:

1. Satisfy all prerequisites.
   a. All MBA students must complete approved undergraduate courses in the following areas:
      i. Financial Accounting
      ii. Statistics
      iii. Economics
      iv. Marketing
      v. Finance
   b. Typically, students with an undergraduate degree from an accredited institution with a degree in Business Administration and Economics will meet these requirements.
   c. Students who do not meet the above course requirements will be enrolled in business principles seminars as a necessary part of the MBA curriculum that must be completed prior to the start of the corresponding course in the MBA program.
2. Complete 36-semester hours of graduate level coursework. MBA students may transfer up to 7 s.h. with King approval.
3. Pass the Peregrine Comprehensive Examination (BUS 5990, 0 s.h.) during the last semester of coursework.
4. Have a cumulative grade point average of 3.0 (4.0 scale) or above and receive no more than two Cs. Any course in which a grade below C is earned must be retaken.
5. Pay all fees and tuition charges.

**MBA for Professionals Requirements**

- **BUSA 5010**
  Leadership .................................................................................... 3 s.h.
- **BUSA 5030**
  Quantitative and Research Methods ............................................. 3 s.h.
- **BUSA 5040**
  Economics of Organizational Architecture and Strategy ............. 3 s.h.
- **BUSA 5050**
  Strategic Marketing Management ................................................ 3 s.h.
- **BUSA 5061**
  Accounting for Managerial Decision Making .............................. 3 s.h.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSA 5062</td>
<td>Strategic Financial Management</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5069</td>
<td>Business Law</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5085</td>
<td>International Business</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5090</td>
<td>Strategic Management</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5990</td>
<td>Comprehensive Assessment</td>
<td>0 s.h.</td>
</tr>
<tr>
<td>Specialization</td>
<td></td>
<td>9 s.h.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>36 s.h.</strong></td>
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</table>

**Health Care Administration Specialization**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUSA 5410</td>
<td>Health Care Systems</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5420</td>
<td>Legal and Ethical Issues in Health Care</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5430</td>
<td>Managed Health Care</td>
<td>3 s.h.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>9 s.h.</strong></td>
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</tbody>
</table>

**Marketing Specialization**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUSA 5051</td>
<td>Promotions and Advertising Strategy</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5052</td>
<td>Consumer Behavior</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5300</td>
<td>New Venture Creation</td>
<td>3 s.h.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>9 s.h.</strong></td>
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</table>

**Finance Specialization**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSA 5063</td>
<td>Investment Management</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5064</td>
<td>Financial Markets and Institutions</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5065</td>
<td>Special Topics in Finance</td>
<td>3 s.h.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>9 s.h.</strong></td>
</tr>
</tbody>
</table>

**Human Resources Management Specialization**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>BUSA 5200</td>
<td>Building Competitive Advantage– Human Resource Development</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>BUSA 5202</td>
<td>Managing Risk in Human Resources</td>
<td>3 s.h.</td>
</tr>
</tbody>
</table>
BUSA 5203  
Training and Development of Human Resources ................................... 3 s.h.  
**Total** ........................................................................................................... 9 s.h.

**Management Specialization**

BUSA 5020  
Managing for Organizational Effectiveness ........................................ 3 s.h.  
BUSA 5200  
Building Competitive Advantage –  
Human Resource Development ............................................................. 3 s.h.  
BUSA 5201  
Operations Management ........................................................................... 3 s.h.  
**Total** ........................................................................................................... 9 s.h.

**Accounting Specialization**

BUSA 5100  
Internal Auditing & Fraud Examination .............................................. 3 s.h.  
BUSA 5110  
Financial Accounting & Analysis .............................................................. 3 s.h.  
BUSA 5120  
Strategic Cost Management ........................................................................... 3 s.h.  
**Total** ........................................................................................................... 9 s.h.

**Leadership Specialization**

BUSA 5510  
Leadership Strength Recognition and Development ......................... 3 s.h.  
BUSA 5520  
Critical Approaches to Leadership ............................................................ 3 s.h.  
BUSA 5530  
Leading for Innovation ................................................................................... 3 s.h.  
**Total** ........................................................................................................... 9 s.h.

**Project Management Specialization**

BUSA 5550  
Project Management Essentials ............................................................ 3 s.h.  
BUSA 5560  
Project Management Body of Knowledge .............................................. 3 s.h.  
BUSA 5570  
Process Project Architecture ........................................................................ 3 s.h.  
**Total** ........................................................................................................... 9 s.h.