

Master of Business Administration (MBA)

The E. Philip Saunders college of Business
Rochester Institute of Technology, New York, USA

Fast Track 15 Month MBA

PROGRAM OVERVIEW

The fast track MBA targets highly motivated students. Worldwide, more than 1,700 top executives got their start at RIT. RIT's Business school is a catalyst for producing Critical thinkers and team-based leaders who take new inventions and emerging technologies to establish commercially successful ventures. As a top business school within a leading technological university, we are uniquely positioned to develop your ability to become a strategic thinker in a global business world. Using practical approaches to improving business results and increasing personal productivity, participants in the program:

- * strengthen their leadership and interactive skills by collaborating with teams of professional peers and faculty;
- * develop strategic perspectives consistent with the needs of customers, stockholders, employees, the community, and other organizational stakeholders;
- * apply cross-functional approaches to enhance their analytical and decision-making capabilities, and
- * obtain a solid foundation in the functional areas of business.



CURRICULUM AND PROGRAM SCHEDULE

The graduate program consists of 18 classes. Each course meets for 3 Weeks each (72 credit hours). This accelerated, full-time, 15-month program offers an Immediate return on your investment. RIT faculty will offer the program entirely in Dubai. Class schedule will cater to full-time students, and intensive seminar classes will be offered in the day for a better way to comprehend the materials learned.

“Through an applied, hands-on curriculum; a strong foundation in business functions; and an outstanding faculty with real business experience, I have been able to step into positions of increasing authority throughout my career. That’s what sets RIT apart.”

*Tom Curley, MBA '77
President and CEO
The Associated Press*

ADMISSION REQUIREMENTS

Admission to the masters program is granted to qualified applicants who show high potential for success. In evaluating an application, the graduate admissions committee pays careful attention to each individual's undergraduate academic record, GMAT score, resume and personal statement. Pre-requisites for admission include a baccalaureate degree from an accredited college or university with an equivalent grade point of average of 3.0 out of a 4.0 scale. In addition, all applicants are required to meet the English language requirement for graduate study at RIT by submitting either a TOEFL score (minimum score of 92 internet based, 237 computer based or 580 paper based), or an IELTS score of at least 6.5.

PROGRAM REQUIREMENTS

University policy requires that graduate programs be completed within seven years of the student's initial registration for courses in the program. A grade point average of at least 3.0 must be maintained.

Core Courses:

- Accounting for Decision Makers
- Organizational Behavior & Leadership
- Statistical Analysis for Decision Making
- Marketing Concepts
- Economics for Managers
- Financial Analysis for Managers
- Strategic Management of Technological Innovation
- Competitive Strategy
- Operations and Supply Chain Management

Finance Concentration

- Financial Management II
- Securities & Investments
- Options & Futures
- Finance in a Global Environment
- Macroeconomics

PLUS: Electives

Four advanced non-finance courses (TBD).

The E. Philip Saunders College of Business is Accredited by
Association to Advance Collegiate Schools of Business (AACSB International)

"I want to get a solid foundation so that I can contribute to my company, my career, and my personal growth."

Angela Bonilla, MS '09
Accounting Analyst, Xerox

COURSE DESCRIPTIONS

Accounting for Decision Makers

An introduction to accounting concepts and the use of accounting information by decision makers. Topics include financial statements; measurement of assets, liabilities, equities, and income; financial statement analysis, cost behavior and measurement; profitability analysis; relevant costs for special decisions; budgeting; and responsibility accounting. Consideration is given to the role of information technology in the development and use of accounting.

Organizational Behavior and Leadership

This course examines why people behave as they do in organizations and what managers can do to improve organizational performance by influencing people's behavior. Students will be exposed to the impact of organization on leaders, individuals, groups and cultures and to different frameworks for diagnosing and dealing with problems in organizational settings. Topics include leadership, motivation, team building, conflict resolution, organizational change, and managing organizational cultures, creativity and ethical leadership.

Financial Analysis for Managers

An examination of basic financial theories, techniques, and practices. Topics include time value of money, valuation, capital asset pricing, risk and diversification, cost of capital, capital budgeting techniques.

Economics for Managers

The course focuses on the fundamental economic theories most useful for the management of a firm in a global environment. Microeconomic theories and current events are used to explain the performance of the market system and help managers formulate effective pricing and business decisions. Macroeconomic theories and current events are used to explain

the direction of the domestic and global economy to help managers understand the implications, including foreign direct investment, for their companies. Students will learn to explain and predict changes in economic growth, inflation, interest rates, international trade and foreign exchange rates. This is an applications-oriented course including the use of a computerized microeconomic simulation to enhance decision-making skills and a team project assessing the gains for foreign direct investment in a specific foreign country.

Marketing Concepts

A graduate level introduction to the marketing function, its roles in assessing customer satisfaction, its relationship to finance and manufacturing, and its utilization of quantitative and qualitative management tools. Focus is on the strengths and limitations of using the marketing concept in understanding and resolving end-user concerns in profit and nonprofit environments. The course is structured around the managerially controllable elements of product, price, promotion and distribution, as well as the interrelationships of these elements.

Operations and Supply Chain Management

Supply chain management is about the management of material, information and cash flows from raw material to the ultimate customer. Fierce global competition and advanced information technology have forced companies to manage the supply chain to increase responsiveness to market dynamics. The course integrates the fundamental disciplines of operations, purchasing, inventory management, distribution, logistics, and marketing. This course provides students with the knowledge and tools necessary to develop, implement, and sustain strategies for effectively managing supply chain issues.

Statistical Analysis for Decision Making

This is a course in applied statistics emphasizing inference (estimation and testing). Topics to be covered include: review of descriptive statistics, normal distribution, sampling distributions, estimation, test of hypothesis for single and two populations, linear, multiple regression and model building methods.

INDUSTRY LEADERS

Klaus Gueldenpfennig, MBA '77
President and Chairman
REDCOM Laboratories, Inc.

Charles S. Brown, Jr., MBA '79
Senior Vice President
Eastman Kodak Company

Brian E. Hickey, MBA '81
Executive Vice President
M&T Bank

William A. Steenburgh, MBA '83
Senior Vice President
Xerox Corporation

James A. Goff, MBA '91
Chief Executive Officer
Landsman Development Corporation

Steven B. Sauer, MBA '95
President
Toshiba Business Solutions

"Successful businesses rely on innovation and on talents from around the world. At the Saunders College you will work with diverse students and faculty and learn how to lead and motivate people to innovate."

Ashok Rao
Dean, E. Philip Saunders
College of Business

APPLICATION & ADMISSION

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