



# MASTER OF BUSINESS ADMINISTRATION

The Lewis University Graduate School of Management offers an advanced MBA program committed to traditional standards of quality and innovative methodology. The Lewis approach to executive management education is characterized by:

- A curriculum which offers both theory and practical application.
- Faculty members who bring formal study, research, and executive experience to the classroom.
- A program which allows students to proceed at their own scheduling pace, keeping their professional and family requirements in proper balance.

The MBA program is designed for men and women who have the potential and motivation to excel in their individual careers and who have the background and analytical skills necessary for executive decision-making. The Lewis program offers a comprehensive education in business administration as well as the opportunity to develop competencies in a specialized functional area of interest.

Specifically, the program is designed to:

- Provide students with an understanding of the social, economic and political realities which impact the business environment.
- Establish conceptual and innovative abilities in the recognition and resolution of organizational problems.
- Strengthen analytical skills in areas of accounting, finance, economics, marketing, information systems, and management.
- Enhance interpersonal and communication skills for more effective relationships with staff, teams, peers, and customers.
- Strengthen self-confidence in problem analysis and decisiveness; and further interest in lifelong learning and formal education.
- Increase long-term potential through the development of management knowledge and skills.

Lewis MBA students bring to the program rich backgrounds of undergraduate education, professional experience, multiculturalism and global perspectives. This richness of diversity lends itself to dynamic classroom discussion. The majority of MBA students currently hold managerial, administrative, technical and professional positions. The one common element of Lewis MBA students is their motivation toward outstanding achievement in the classroom and in their personal and professional lives. The College of Business programs are accredited by the prestigious Accreditation Council for Business Schools and Programs (ACBSP).

## Program Entrance Requirements

1. Hold a bachelor's degree from an accredited college or university.
2. Complete an application for graduate admission.
3. Submit official transcripts from each college/university attended.
4. Have an undergraduate GPA greater than 3.0 or conditional admission is available if GPA is below 3.0
5. Submit a professional resumé.
6. Provide two recommendation forms.
7. Complete an admission checklist.

## Degree Requirements

MBA candidates must successfully complete between a minimum of 36 up to a maximum of 54 graduate credit hours, dependent upon their undergraduate preparation.

Once admitted to the Lewis MBA program, students must complete all course requirements through Lewis University, unless receiving specific written permission from the MBA Program Director.



# BUSINESS ADMINISTRATION

## CURRICULUM

### Foundation Courses (21 Credit Hours)

All Lewis MBA students must satisfy foundation course requirements. Students with undergraduate degrees in business usually qualify for a waiver of all or most of the foundation course requirements.

Students without undergraduate degrees in business may qualify for a waiver of one or more foundation courses based on their undergraduate curriculum.

Students who have earned a grade of “B-” or better in an undergraduate course, or “B” or better in a graduate course equivalent to a foundation course offered by Lewis University may be eligible for a waiver.

- Financial Accounting
- Business Economics
- Quantitative Methods for Business
- Current Topics in Information Technology
- Contemporary Management Practice
- Survey of Marketing
- Financing the Business Enterprise

### Core Courses (24 Credit Hours)

All Lewis MBA students must complete eight core courses which provide the necessary background and skills in these principal areas of business.

No hours are waived beyond foundation courses unless a student transfers in like graduate courses. A maximum of nine hours of graduate credit may be transferred if the student obtained a “B” or better.

- Managerial Accounting
- Managerial Economics
- Marketing Management
- Managerial Finance
- Legal, Social and Ethical Foundations for Business
- Managerial Communication
- International Business and the Global Environment
- Strategic Management in the Global Environment

### Electives (9-12 Credit Hours)

Depending upon admissions criteria, three or four elective courses are required. Class offerings may vary. Currently, electives include courses in:

- Healthcare Management
- Healthcare Informatics
- Information Security
- Information Technology Management
- Operations Management
- Project Management
- International Business

### Completion of Major Field Test

The Major Field Test (MFT) is an assessment exam that has a requirement for graduation. The College of Business has ACBSP accreditation with the expectation that all graduating students are assessed. The MFT is a three-hour online proctored exam, which is held on campus. Students have access to view a review workshop in Blackboard. There is no tuition charge or credit earned for this exam. Scores are confidential and do not affect graduation.

# COURSE DESCRIPTIONS

## FOUNDATION COURSES

### Business Economics (3)

In this introductory economics course, students will survey the general macro and micro economic environment in which a business operates. *Equivalent: Three semester hours of Macroeconomics and three semester hours of Microeconomics.*

### Contemporary Management Practice (3)

This course introduces students to basic theories and principles of management. Emphasis is on effective organizational management practices and change strategies. Case problems and individual development tools will be used. *Equivalent: Three semester hours of Principles of Management.*

### Current Topics in Information

**Technology (3)** Current information technology topics are surveyed and analyzed. Hardware, software and communication systems used to process, store and transmit information are studied and analyzed. Students learn how to manage information technology in today's network enterprises and global networks. Students read current print and electronic media articles in addition to text. Due to the dynamic nature of the computer field, there is no equivalent. Exceptions will be reviewed on a case-by-case basis.

### Financial Accounting (3)

This course provides the background for accounting information and progress to a basic level of financial statement analysis, interpretation and decision-making. *Equivalent: Three semester hours of Principles of Accounting I and three semester hours of Principles of Accounting II.*

### Financing the Business Enterprise (3)

This course introduces students to fundamental financial analysis techniques used in security valuation and capital budgeting. It also covers capital structure and issues related to dividend policy. *Equivalent: Three semester hours of Business Finance.*

### Quantitative Methods for Business (3)

This course is a survey of quantitative methods as they apply to the problems of business management, marketing, finance and economics. This course involves study and analysis of numerous methods such as linear programming, forecasting, queuing models, inventory analysis and project planning and control methods. Students are also introduced to probability and statistical concepts, measurements

of central tendency and regression and correlation analysis. *Equivalent: Three semester hours of Business Statistics and three semester hours of Quantitative Methods for Business or Management Decision Science.*

### Survey of Marketing (3)

This course considers the "Four Ps" of the marketing mix (product, place, promotion, and price) as well as strategies that guide their use. Students are introduced to the case-study method as a means of applying and reinforcing marketing principles. *Equivalent: Three semester hours of Principles of Marketing.*

## CORE COURSES

### International Business and the Global Environment (3)

This course explores the increasing economic interdependence among countries, the spread of innovation around the world, and how this affects business operating in the global marketplace. Through case analysis, the political, cultural, economic, legal, technological and other environmental forces that accompany this diffusion are discussed in light of the cross-border flow of goods, services, capital, and knowledge. *Prerequisites: Financial Accounting, Business Economics, Contemporary Management Practice, Survey of Marketing, and Financing the Business Enterprise.*

### Legal, Social and Ethical Foundations for Business (3)

This course examines some important areas of law governing behavior in the business community. Students develop an understanding of how policy considerations and social and ethical values become articulated in specific legal terminology. Topics covered include contract law, regulatory law, sales law, paper law, corporation law, agency and employment, environment and community planning, consumer protection and ethical considerations. *Prerequisite: None.*

### Managerial Accounting (3)

This course focuses on identifying and utilizing relevant accounting and financial data for decision-making in a variety of areas. Activity-based costing, financial statement analysis and cash flows are among the areas explored. The understanding of financial data and financial statements are a major focus of the course. The course utilizes the case-method approach. *Prerequisite: Financial Accounting.*

**Managerial Communication (3)** This workshop course enables students to integrate communication theory and apply the various forms of written and oral communication skills required in business settings. Extensive practical application of the diverse forms of business communication with the aid of technology include written memos, e-mail messages, meeting management, collaborative reports and the incorporation of graphics. Multicultural aspects of the course include describing the challenges of international and cross-cultural business communication. Enhancing oral presentations with the use of multimedia PowerPoint slides are also covered. This course should be completed as early as possible in the program. *Prerequisite: None.*

### Managerial Economics (3)

Upon completion of this course, students have a thorough understanding of the market system of resource allocation which forms the basis of the business environment. The course emphasizes the manner in which managers and firms make decisions within the system. *Prerequisite: Business Economics.*

### Managerial Finance (3)

Students apply corporate finance theory from a management perspective. Analysis of financial statements, mergers and acquisitions and leasing are emphasized. *Prerequisites: Financial Accounting, Quantitative Methods for Business, and Financing the Business Enterprise.*

### Marketing Management (3)

This capstone marketing course gives students an opportunity to learn more about creating and implementing strategies. Students create and analyze strategic marketing plans with emphasis on several small cases as well as a semester case project. *Prerequisite: Survey of Marketing.*

### Strategic Management in the Global Environment (3)

This capstone course in the MBA curriculum enables a student to integrate the expertise gained in all other courses in the development of strategy and supportive policies for a business operating under global competitive conditions. This course must be the last course taken in the core course phase. *Prerequisites: Managerial Accounting, Managerial Economics, Marketing Management, Managerial Finance, Legal and Social Foundations, Managerial Communication, and International Business and the Global Environment.*

# LEWIS UNIVERSITY ALBUQUERQUE

*Sponsored by the De La Salle Christian Brothers*

Lewis University-Albuquerque is a private, non-profit, Catholic university where the traditions of liberal learning and preparation for professional life give the university its educational identity and mission focus.

The Lewis main campus is located in Romeoville, Ill., 30 minutes southwest of Chicago. For seven consecutive years, Lewis has been named one of the “Best Colleges” by *U.S. News & World Report* and received recognition from *The Princeton Review*.

Sponsored by the De La Salle Christian Brothers, Lewis University has a long and successful history in providing adult students an opportunity to complete a college degree with a learner-centered accelerated delivery format compatible with their needs and lifestyles. The Christian Brothers have been teaching in New Mexico since 1859 and Lewis continues that educational mission in the Albuquerque region.



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