Business Administration

Department Information

- **Program Director:**
  Derek Lehmberg, Ph.D.

- **Email:**
  derek.lehmberg@ndsu.edu

- **Program Coordinator:**
  Paul Brown, MBA

- **Email:**
  paul.brown@ndsu.edu

- **Department Location:**
  Barry Hall

- **Department Phone:**
  (701) 231-9407

- **Department Web Site:**
  www.ndsu.edu/business/graduate/mba

- **Application Deadline:**
  International applications are due May 1 for fall semester and August 1 for spring semester. Domestic applicants should apply at least six weeks prior to the start of classes.

- **Degrees Offered:**
  M.B.A.

- **Test Requirement:**
  GMAT or GRE

- **English Proficiency Requirements:**
  TOEFL iBT 79; IELTS 6.5

Program Description

The Master of Business Administration program at North Dakota State University is a non-thesis, professional program structured to serve qualified students with undergraduate degrees in various fields. The program is designed to provide the student with an effective set of analytical skills, a broad view of the way organizations work, and an understanding of the functional areas of business. The NDSU program takes a generalist approach to graduate business education while providing a variety of electives to give the student the opportunity to pursue a particular area of interest in business or a related discipline. Concentrations in the health care industry, and in supply chain and logistics are offered.

NDSU business faculty use a variety of teaching methods: case studies, group and individual projects, field research, computer applications, guest lecturers, student presentations, and discussion. Class interaction provides rich opportunity to network with aspiring professionals from a wide range of industries and countries. The student is able to acquire and improve problem-solving, teamwork, and communication skills and to apply these skills in business situations. Teleconferencing software enables distance learners to fully participate in class and complete the MBA program off-site.

Financial Assistance

The College of Business offers financial assistance through graduate assistantships and scholarships. Applicants must be admitted on a conditional or full-standing basis. Assistantships include a stipend and tuition waiver accompanying work within the college.

The tuition waiver is limited to graduate course work. Awards are based on academic excellence as determined by grade point average, high potential as measured by the GMAT score, and the financial needs of the student. Applications are available at www.ndsu.edu/business.

GMAT/GRE

Individuals seeking admission to the MBA program (or a College of Business graduate certificate program associated with the MBA program) may request a waiver of the GMAT/GRE requirement if they meet one of the following requirements:

- The applicant holds a terminal degree (e.g., PhD, MD, JD).
- The applicant has a minimum of five (5) years of recent, post-bachelor's, full-time, professional work experience, including managerial responsibilities.
Appropriate documentation (i.e. official transcript, resume) is required to be uploaded to the application file. It does not, however, guarantee a waiver. Applicants are reviewed on a case-by-case basis, and waiver approval is determined at the discretion of the MBA program coordinator and/or director.

The total course requirements necessary to complete the MBA degree will vary depending on the background of the student. An adequate background in the functional areas of business is necessary for all students.

Foundation course areas include accounting, economics, statistics, management, marketing, and finance. Based on previous course work, some or all of these courses may be waived.

Beyond the foundation course requirements, all students must complete 30 semester hours of graduate work. Graduate courses in the MBA Program include the following eight required 2-credit core courses:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 701</td>
<td>Strategic Cost Management</td>
<td>2</td>
</tr>
<tr>
<td>MBA 702</td>
<td>Advanced Financial Management</td>
<td>2</td>
</tr>
<tr>
<td>MBA 703</td>
<td>Advanced Organizational Behavior</td>
<td>2</td>
</tr>
<tr>
<td>MBA 704</td>
<td>Supply Chain and Operations Management</td>
<td>2</td>
</tr>
<tr>
<td>MBA 705</td>
<td>Strategic Marketing Management</td>
<td>2</td>
</tr>
<tr>
<td>MBA 706</td>
<td>Managing Information Resources</td>
<td>2</td>
</tr>
<tr>
<td>MBA 707</td>
<td>Microeconomics for Managers</td>
<td>2</td>
</tr>
<tr>
<td>MBA 708</td>
<td>Advanced Strategic Management</td>
<td>2</td>
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Elective course options for plan of study: 14

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MBA 711</td>
<td>Financial Risk Management</td>
<td></td>
</tr>
<tr>
<td>MBA 712</td>
<td>Advanced Investment Management</td>
<td></td>
</tr>
<tr>
<td>MBA 713</td>
<td>Financial Derivatives</td>
<td></td>
</tr>
<tr>
<td>MBA 714</td>
<td>Valuing the Enterprise: Acquisitions and Buyout</td>
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<tr>
<td>MBA 721</td>
<td>Creating and Marketing Innovations</td>
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<tr>
<td>MBA 722</td>
<td>Marketing Analytics and Customer Intelligence</td>
<td></td>
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<tr>
<td>MBA 723</td>
<td>Digital Marketing</td>
<td></td>
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<tr>
<td>MBA 724</td>
<td>Integrated Marketing Communications</td>
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<tr>
<td>MBA 732</td>
<td>Managerial Leadership: Essential Competencies</td>
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<td>MBA 733</td>
<td>Management Decision Making</td>
<td></td>
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<tr>
<td>MBA 734</td>
<td>Negotiations and Alternative Dispute Resolution</td>
<td></td>
</tr>
<tr>
<td>MBA 751</td>
<td>Business Analytics Concepts</td>
<td></td>
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<tr>
<td>MBA 752</td>
<td>Business Analytics Strategy</td>
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<tr>
<td>MBA 753</td>
<td>Business Analytics Methods</td>
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Total Credits 30

**Health Care Industry Concentration**

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>PH 704</td>
<td>Public Health Management and Policy</td>
<td>24</td>
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Two of the following courses: 6

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>PH 710</td>
<td>Healthcare Delivery in the United States</td>
<td></td>
</tr>
<tr>
<td>PH 720</td>
<td>Environmental Health</td>
<td></td>
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<tr>
<td>PH 741</td>
<td>Social and Behavioral Sciences in Public Health</td>
<td></td>
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<tr>
<td>PH 765</td>
<td>Cultural Competence Health Care</td>
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Total Credits 33
Supply Chain Logistics Concentration

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td></td>
<td>Core Courses</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>Additional nine credits selected from the following set of courses:</td>
<td>9</td>
</tr>
<tr>
<td>TL 711</td>
<td>Logistics Systems</td>
<td></td>
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<tr>
<td>TL 715</td>
<td>Introduction to ERP</td>
<td></td>
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<tr>
<td>TL 721</td>
<td>International Logistics Management</td>
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<tr>
<td>TL 723</td>
<td>Advanced Supply-Chain Planning Across the Enterprise</td>
<td></td>
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<tr>
<td>TL 725</td>
<td>ERP Configuration</td>
<td></td>
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<tr>
<td>TL 729</td>
<td>Adaptive Planning in Logistics Systems</td>
<td></td>
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<tr>
<td>TL 731</td>
<td>Logistics Decision Analysis</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total Credits</td>
<td>33</td>
</tr>
</tbody>
</table>

Margaret Andersen, Ph.D.
Indiana University, 1989
Field: Accounting

Somnath Banerjee, Ph.D.
University of Central Florida, 2015
Field: Marketing

Scott Beaulier, Ph.D.
George Mason University, 2004
Field: Economics

John Bitzan, Ph.D.
University of Wisconsin-Milwaukee, 1997
Field: Economics

Linlin Chai, Ph.D.
Iowa State University, 2016
Field: Marketing

Jun Chen, Ph.D.
University of North Carolina at Charlotte, 2014
Field: Accounting & Information Systems

James W. Clifton, M.Acc.
University of North Dakota, 1988
Field: Accounting

Thomas D. Dowdell, Ph.D.
Temple University, 2004
Field: Accounting

Rajani Ganesh-Pillai, Ph.D.
University of Central Florida, 2009
Field: Marketing

Yongtao "David" Hong, Ph.D.
Drexel University, 2008
Field: Accounting

Huichi Huang, Ph.D.
Syracuse University, 2012
Field: Accounting

Fariz Huseynov, Ph.D.
University of Memphis, 2009
Field: Finance

Joseph M. Jones, Ph.D.
University of Missouri-Columbia, 1991
Field: Marketing

Bonnie Klamm, Ph.D., CPA
Virginia Commonwealth University-Richmond, 1999
Field: Accounting Information System

Michael Krush, Ph.D.
University of Nebraska – Lincoln, 2009
Field: Marketing

Derek Lehmborg, Ph.D.
University of Western Ontario, 2010
Field: Strategic Management

Jin Li, Ph.D.
University of Alberta, 2007
Field: Marketing

Gerry Macintosh, Ph.D.
University of Nebraska-Lincoln, 1992
Field: Sales and Sales Management

Joshua Marineau, Ph.D.
University of Kentucky, Lexington, 2012
Field: Organizational Behavior

Supavich Pengnate, Ph.D.
Oklahoma State University, 2013
Field: Management Information Systems

Michael J. Peterson, Ph.D.
The University of Iowa, 2002
Field: Accounting

Tim O. Peterson, Ph.D.
Texas A&M University at College Station, 1988
Field: Management/Organizational Behavior

Frederick Riggins, Ph.D.
Carnegie Mellon University, 1994
Field: Management Information Systems

Herbert Snyder, Ph.D.
Syracuse University, 1994
Field: Auditing, Forensic Accounting

Charles D. Stevens, Ph.D.
University of Kansas, 1998
Field: Human Resource Management

Joseph G. Szmerkovsky, Ph.D.
Case Western Reserve University, 2003
Field: Operations

Chanchai Tangpong, Ph.D.
University of Southern Illinois, 2002
Field: Strategic Management

Ruilin Tian, Ph.D.
Georgia State University, 2008
Field: Finance

Rodney D. Traub, Ph.D.
Purdue University, 1994
Field: Operations Management

Newell Wright, Ph.D.
Virginia Polytechnic Institute, 1993
Field: Marketing

Limin Zhang, Ph.D.
University of Arizona, 2005
Field: Management Information Systems

Wei "David" Zhang, Ph.D.
Syracuse University, 2001
Field: Finance

Jill Zuber, Ph.D.
University of Arkansas, 2007
Field: Accounting

Emeritus

Bahman Bahrami, Ph.D.
University of Nebraska-Lincoln, 1983
Field: Managerial Economics, Management Information Systems, Labor Relations and Negotiation

C. Frederick Eisele, Ph.D.
University of Iowa, 1971
Field: Labor Management and Negotiation

Karen Froelich, Ph.D.
University of Minnesota, 1994
Field: Strategic Management

Terry W. Knoepfle, J.D., CPA
University of North Dakota, 1981
Field: Business Law and Tax Accounting