Business Administration

Department Information

- **Program Director:** Derek Lehmberg, Ph.D.
- **Email:** derek.lehmberg@ndsu.edu
- **Program Coordinator:** Elizabeth Worth, MEd
- **Email:** elizabeth.worth@ndsu.edu
- **Department Location:** Barry Hall
- **Department Phone:** (701) 231-6038
- **Department Web Site:** www.ndsu.edu/mba (http://www.ndsu.edu/mba/)
- **Application Deadline:** Applications are reviewed on a rolling admission basis for the intended or next available term.
- **Credential 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 MBA electives in areas including business analytics, digital marketing and innovation, investments and applied portfolio management, and leadership and managerial skills.

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 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.

Financial Assistance

The College of Business offers financial assistance through a limited number of graduate assistantships and scholarships. Applicants must be admitted on a conditional or full-standing basis to be considered for either an assistantship or scholarship. Assistantships include a stipend and tuition waiver for NDSU's base graduate tuition in return for 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, and high potential as measured by the GMAT score.

**GMAT/GRE**

Individuals seeking admission to 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, etc.).
- 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>
</tr>
</tbody>
</table>

Elective course options for plan of study: 14

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

Total Credits 30

**Business Analytics Graduate Certificate**

**Description**

The Business Analytics Graduate Certificate equips working professionals with methodologies and analytical tools needed to analyze data available in modern organizations. Participants will learn to use advanced spreadsheet functionality, dashboard visualization tools, and report generators for descriptive analytics to understand and report on historical data. In addition, participants will use data mining and other advanced methodologies for predictive and prescriptive analytics to understand future trends.

**Curriculum**

The certificate requires 8 credits of study, comprised of the following four courses.

<table>
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<tbody>
<tr>
<td>MBA 751</td>
<td>Business Analytics Concepts</td>
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<td>Business Analytics Strategy</td>
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<td>MBA 753</td>
<td>Business Analytics Methods</td>
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<tr>
<td>MBA 722</td>
<td>Marketing Analytics and Customer Intelligence</td>
</tr>
</tbody>
</table>

**Leadership and Managerial Skills Graduate Certificate**
Description

The Leadership and Managerial Skills Graduate Certificate is designed to help participants improve their skills relating to decision making, communicating, negotiating, working in teams, and leading. In addition to learning theoretical aspects of these areas, the courses in the certificate also provide opportunities for students to improve their "soft skills" relating to working with other people and organizations.

Curriculum

The certificate requires 8 credits of study, comprised of the following four courses.

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<tr>
<th>Code</th>
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<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 731</td>
<td>Leading and Managing Teams</td>
<td>2</td>
</tr>
<tr>
<td>MBA 732</td>
<td>Managerial Leadership: Essential Competencies</td>
<td>2</td>
</tr>
<tr>
<td>MBA 733</td>
<td>Management Decision Making</td>
<td>2</td>
</tr>
<tr>
<td>MBA 734</td>
<td>Negotiations and Alternative Dispute Resolution</td>
<td>2</td>
</tr>
</tbody>
</table>

Digital Marketing and Innovation Graduate Certificate

Description

The Digital Marketing and Innovation Graduate Certificate advances participants' knowledge and skill in areas such as marketing strategy, communication, and customer intelligence. Students learn about such topics as new product development, strategy analysis, search engine optimization, marketing analytics, integrated marketing communications, various media vehicles, and much more.

Curriculum

The certificate requires 8 credits of study, comprised of the following four courses.

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<tr>
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<tr>
<td>MBA 721</td>
<td>Creating and Marketing Innovations</td>
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</tr>
<tr>
<td>MBA 722</td>
<td>Marketing Analytics and Customer Intelligence</td>
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<td>MBA 723</td>
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</tr>
<tr>
<td>MBA 724</td>
<td>Integrated Marketing Communications</td>
<td>2</td>
</tr>
</tbody>
</table>

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

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

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

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

Clay Routledge, Ph.D.
University of Missouri–Columbia, 2005
Field: Management

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

Joseph G. Szmerkowsky, 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
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

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

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

William "Bud" Bowlin, Ph.D.
University of Texas at Austin, 1984
Field: Accounting

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

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

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

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

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

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