The State University of New York at New Paltz Master of Business Administration (MBA) program prepares career-oriented individuals for a broad range of managerial and professional leadership roles in regional, national, and international enterprises. The program accepts students from all undergraduate majors and may be completed part-time or full-time.

Objectives:

- To deliver a thorough understanding of business theory common to the operation of all business firms and institutions as well as proficiency in a business discipline.
- To provide the tools and analytical skills necessary for a professional approach and effective decision-making.
- To incorporate international aspects that will lead the student to recognize and to appreciate a global approach to business and management.
- To create the ability to apply cross-functional solutions to organizational problems.
- To initiate regional, national, and international linkages by means of research and appropriate educational and professional services.
- To maintain a diversified student body.

SUNY New Paltz's MBA program delivers challenging courses and a solid foundation in business that enables students to develop the skills needed for the challenges of today's business environment. The program is characterized by faculty and staff who care about people and devote time to getting to know their students.

Admission Requirements

Applicants to the MBA program must submit:

- One official copy of all undergraduate (four-year degree) and graduate coursework, including a baccalaureate degree from an accredited institution.
- An undergraduate cumulative grade point average of 3.0 or higher (4.0 basis).
- Satisfactory test score on the Graduate Management Admissions Test (GMAT) or Graduate Record Examination (GRE).
- Three current letters of recommendation
- Statement of objectives
- For international students, a Test of English as a Foreign Language (TOEFL) score of 550 (213 computer based or 80 internet based) or higher is required prior to admission. Candidates with less than a 550 TOEFL score will be admitted to the English as a Second Language (ESL) program.
- Entering MBA students are expected to have competency in basic computer, quantitative, and oral and written communication skills. Students that need to acquire these skills will be advised to take additional credit or non-credit courses to obtain these skills. Any credits taken to obtain basic skills may not, however, be applied toward the MBA degree.
- Entering MBA students who have earned a "B" or better in any of the foundation courses approved to be equivalent to the corresponding courses at New Paltz may have these courses waived. In addition, up to nine credits of graduate coursework approved to be equivalent to the corresponding courses at New Paltz may be transferred into the MBA program.

**Application Procedures**

Students may select to apply online or via paper application. The Business School faculty will review applications for fall or spring admission on a rolling basis. Late applications may be considered; however, applicants should contact the graduate coordinator before submitting their application.

**Note:** International admissions closes for students residing outside of the U.S. on December 1st for spring (January) admission, and June 15th for fall (August) admission.

To apply, submit the following items to the Graduate School in one complete packet:

1. A signed application (paper applications) or a signature page (online applications)
2. All undergraduate transcripts, including schools with transfer credits in sealed envelopes
3. One essay stating intent and objective of your graduate studies
4. Three letters of recommendation in sealed envelopes
5. Satisfactory GRE scores

If you have questions about the application process or the programs offered, please contact the Graduate School at (845) 257-3947 or gradschool@newpaltz.edu.
Academic Program Requirements and Curriculum

The MBA degree requires the completion of 36 to 57 credits depending on prior academic coursework. The MBA in Business Administration consists of foundation, core, and elective courses.

MBA degree requirements must be completed within seven years of acceptance into the program, with a cumulative average of no less than 3.0 (4.0 scale and with no more than two grades below a B-). All MBA courses must be completed with a grade of C or higher for progression in the program.

The foundation segment comprises seven courses that are designed to provide students coming from an academic discipline outside of business with the prerequisite knowledge required for successful completion of the core courses. The foundation courses must be taken before the core and elective courses and students must earn a “B” or better in each of these courses. Candidates with a B.S./B.A. in Business Administration or Accounting may receive waivers for some of the foundation courses, if they earned B or higher in those courses.

The MBA in Business Administration core includes nine courses. Core courses are designed to provide students with key concepts and strategies that pervade the functional areas of business management today. They constitute the major common body of knowledge with which students develop critical thinking and analytical abilities in the business world. The courses in the core reflect our commitment to a well-rounded business background.

Students enrolled in the MBA in Business Administration program must take three elective courses. The elective courses provide flexibility in customizing the degree program to suit career goals. Electives are offered in the areas of accounting, project management, finance, international business, marketing, and management. Students may also participate in an internship, independent study or the Business Plan Contest to fulfill one elective course requirement.

In addition, all MBA students must take a zero-credit Business Workshop at the beginning of the first semester at SUNY New Paltz, which consists of a general orientation, business writing session, and an ethics test.

MBA Business Administration Program

Curriculum Requirements / 36-57 credits

Foundation Courses ......................... 21 credits
BUS201 Financial Accounting (3)
BUS271 Legal Environment of Business (3)
BUS309 Statistics for Business and Economics I (3)
BUS311 Statistics for Business and Economics II (3)
BUS341 Fundamental of Corporate Finance (3)
ECO206 Introduction of Microeconomics (3)
ECO207 Introduction of Macroeconomics (3)

Core Courses . . . . . . . . . . . . . . . . . . . . . . . . . . . . .27 credits
BUS511 Management Accounting (3)
BUS520 Managing Operations and Information Technology (3)
BUS525 Quantitative Methods for Business Research (3)
BUS526 Global Business (3)
BUS528 Marketing Management (3)
BUS536 Corporate Financial Management (3)
BUS567 Human Resource Management (3)
BUS568 Organization Behavior (3)
BUS589 Cases in Strategic Management (Capstone Course) (3)

Elective Courses . . . . . . . . . . . . . . . . . . . . . . .9 credits
The elective courses offered vary each semester. Please visit www.newpaltz.edu for the schedule of classes.

Foundation Courses

BUS201 Financial Accounting (3)
Introduction to basic accounting principles for measuring and communicating financial data about a business enterprise to external parties. Topics include the accounting information system and the recognition and measurement of financial statement information.

BUS271 Legal Environment of Business (4)
Influence of the American legal system and ethical concepts of business. Topics include corporate social responsibility, business organizations and regulations, contracts, agency, litigation and dispute resolution, torts and crimes, and employment law.

BUS309 Statistics for Business and Economics (3)
Introduction to statistical analysis for business and economic decisions. Topics include descriptive statistics, probability theory, random variables, expected value, sampling distributions, and statistical inference to include estimation and hypothesis testing. Prerequisite: College Algebra (MPL$), BUS215.

BUS311 Statistics for Business and Economics II (3)
Continued coverage of statistical analysis for economic and business decisions. Topics include hypothesis testing, analysis of variance, multiple regression analysis, and non-parametric statistics. Prerequisites: BUS309, BUS215
BUS341 Fundamentals of Corporate Finance

Introduction to basic financial concepts and their application to business enterprises. Topics include financial analysis and forecasting, time-value of money, risk and return, security valuation, and working capital management. Prerequisite: BUS201, BUS215, ECO207 and BUS309 (pre-or co-requisite).

ECO206 Principles of Microeconomics (3)

Study of how choices made by households and firms define and affect market for goods, services and production resources. Analysis of how prices of goods and factors of production are determined in the economy and how government policies affect economic outcomes in allocation of resources.

ECO207 Principles of Macroeconomics (3)

Study of general economic principles and examination of the performance of the national economy. The goals and problems of high employment, price stability, growth, and the balance of payments are analyzed. Introduction to monetary and banking institutions. Application of monetary and fiscal policy analysis to current domestic and international macroeconomic issues.

For all other MBA course descriptions, please click COURSES.