# Table of Contents

MBA Mission and Goals ........................................................................................................................................ 3  
Academic Integrity Policy ................................................................................................................................. 4  
Contact Information ......................................................................................................................................... 5  
Academic Probation and Academic Disqualification .................................................................................... 6  
Students: Important Information .................................................................................................................. 6  
Academic Calendar Fall 2023 .......................................................................................................................... 7  
Academic Calendar Spring 2024 ..................................................................................................................... 8  
Graduate Lab Access ....................................................................................................................................... 9  
MBA Course Requirements ............................................................................................................................ 10  
  **Core Courses** ........................................................................................................................................... 10  
  **Elective Courses** ...................................................................................................................................... 10  
  **Grade Point Average (GPA)** ................................................................................................................... 10  
Student ID ..................................................................................................................................................... 11  
  **CSUB RunnerCard** .................................................................................................................................. 11  
Course Cycle: Main Campus ............................................................................................................................ 12  
Course Cycle: Online ...................................................................................................................................... 13  
Course Cycle: Antelope Valley Campus ......................................................................................................... 14  
Course Cycle: Summer Courses ...................................................................................................................... 15  
Tuition and Fees Per Semester ....................................................................................................................... 16  
How to Make Payments ................................................................................................................................. 17  
Applying for Graduation ............................................................................................................................... 18  
Email Communication ................................................................................................................................. 19  
Course Descriptions ....................................................................................................................................... 20  
  **Core Courses** ........................................................................................................................................... 20  
  **Elective Courses** ...................................................................................................................................... 21  
Campus Map ................................................................................................................................................... 22
MBA Mission and Goals

Program Description

The Master of Business Administration degree offers the critical preparation needed by working professionals for challenging careers in business. Competing in the complex, rapidly changing environment of business and public sectors requires having the knowledge, skills, and values that the MBA degree provides. The CSUB MBA program is continuously assessing and evaluating itself to provide advanced business knowledge to prepare professionals for the changing global marketplace. Individuals from all areas of study and industries are welcome to apply.

Mission

The mission of the MBA program is to provide our region with an advanced business education which will foster a commitment to lifelong learning and facilitate the career growth of our graduates.

Values

The faculty and the students of the CSUB MBA program will work together to create an environment that is supportive of the highest standards of ethical behavior.

Professional and Academic Standards

The MBA program acknowledges the significant impact of business on society. Consequently, those admitted to the program, retained, and awarded degrees; must demonstrate academic and professional integrity in all activities. In addition, all established university academic performance and student conduct standards for graduate students apply. Any student or applicant that is found by formal review to be lacking in academic integrity or in professional ethical standards of behavior may be denied admission, placed on probation, suspended, or dismissed from the program. Such actions are subject to university review and appeal.

Program Goals

Goal 1: The MBA graduate will demonstrate advanced knowledge of all the functional areas of business and the external business environment.
Goal 2: The MBA graduate will demonstrate professional presentation and communication skills.
Goal 3: The MBA graduate will demonstrate complex problem-solving skills.
Goal 4: The MBA graduate will have explored personal and professional ethical frameworks.
Academic Integrity Policy

The principles of truth and integrity are recognized as fundamental to a community of teachers and scholars. The University expects that both faculty and students will honor these principles and in so doing will protect the integrity of all academic work and student grades. Students are expected to do all work assigned to them without unauthorized assistance and without giving unauthorized assistance. Faculty have the responsibility of exercising care in the planning and supervision of academic work so that honest effort will be encouraged and positively reinforced.

There are certain forms of conduct that violate the university’s policy of academic integrity:

**ACADEMIC DISHONESTY** (CHEATING) is a broad category of actions that involve fraud and deception to improve a grade or obtain course credit. Academic dishonesty (cheating) is not limited to examination situations alone but arises whenever students attempt to gain an unearned academic advantage.

**PLAGIARISM** is a specific form of academic dishonesty (cheating) which consists of the misuse of published or unpublished works of another by claiming them as one’s own. Plagiarism may consist of handing in someone else’s work as one’s own, copying or purchasing a pre-written composition and claiming it as one’s own, using paragraphs, sentences, phrases, words, or ideas written by another without giving appropriate citation, or using data and/or statistics compiled by another without giving appropriate citation.

Another example of academic dishonesty (cheating) is the SUBMISSION OF THE SAME, OR ESSENTIALLY THE SAME, PAPER, or other assignment for credit in two different courses without receiving prior approval from the instructors of the affected courses.

When a faculty member discovers a violation of the university’s policy of academic integrity, the faculty member is required to notify the Office of Student Rights and Responsibilities and the student(s) involved. A course grade of ‘F’ may be assigned, or another grade penalty may be applied at the discretion of the course instructor. Additional disciplinary sanctions are determined by the Director of the Office of Student Rights and Responsibilities.

Disciplinary sanctions may include:

- disciplinary probation,
- suspension,
- permanent expulsion from the university or from the California State University system,
- administrative hold on the release of records,
- and withholding a degree.

Disciplinary probation shall be noted on the student’s formal academic record only for the duration of the probationary period. Disciplinary suspension of more than one academic year and expulsion are a part of the student’s permanent record.
The student may pursue a formal hearing or make a settlement agreement with the Director of the Office of Student Rights and Responsibilities.

The Office of Student Rights and Responsibilities shall conduct an investigation, confer with the faculty member, students and any witnesses identified, and review all evidence. The student is entitled to a formal hearing scheduled by the Office of Student Rights and Responsibilities, in which the evidence of the alleged violation shall be presented before an impartial Hearing Officer (appointed by the President) and the student shall be present to provide an explanation or defense. The Hearing Officer shall submit a written report to the President containing the findings, conclusions, and recommendations.

Alternatively, a settlement agreement may be made with the Office of Student Rights and Responsibilities. The settlement agreement will specify the disciplinary sanctions, the length and terms of disciplinary probation or suspension, and the conditions the student is expected to meet in order to remain in good standing (e.g., training, or regular meetings with the Office of Student Rights and Responsibilities). All sanctions are reported to the instructor reporting the incident, the student’s Chair, and the student’s Dean.

Any repeated violation of academic integrity shall result in more serious academic sanctions. Normally, this will include suspension or expulsion from the university with a note on the student’s permanent record.

Contact Information

MBA Director
Dr. Dan Zhou, Ph.D.
Email: dzhou@csub.edu
Phone: (661) 654-2333
Office: BDC 202A

Admissions Office
Email: postbaccadmissions@csub.edu
Website: csub.edu/admissions

Graduate Programs Coordinator
Luis Hernandez, MBA, M.P.A.
Email: MBA@csub.edu
Phone: (661) 654-2780
Office: BDC 120A

International Admissions Office
Email: internationaladmission@csub.edu
Website: csub.edu/isp/contact-international-students

Financial Aid Office
Email: finaid@csub.edu
Website: csub.edu/financial-aid
Academic Probation and Academic Disqualification

All graduate and post-baccalaureate students should be aware of the following regulations concerning academic probation and academic disqualification. Students enrolled in a second baccalaureate degree program are governed by the academic standards for undergraduate students.

Academic Probation for Graduate Students

In general, a graduate student shall be subject to academic probation at the end of any academic term where the student’s grade point average for all course work that is in the Plan of Study falls below a “B” (3.0) average. However, students admitted to a graduate program may be subject to academic probation when their performance is judged to be unsatisfactory with respect to the scholastic and/or professional standards established by the individual graduate program. The appropriate program director will initiate the Academic Probation process using the Academic Probation form. Judgment of performance will be based upon review by the graduate program director and the Office of Academic Programs. All graduate students are encouraged to consult with their respective graduate program directors regarding acceptable scholastic and/or professional standards established by the graduate program.

Academic Disqualification for Graduate Students

A graduate student shall be subject to academic disqualification if, while on academic probation, the student fails to satisfy the conditions of probation and attain a 3.0 GPA. Academic disqualification will be initiated by the program director using the Academic Disqualification form and must be approved by the appropriate academic dean, and the Office of Academic Programs.

Students: Important Information

csub.edu/current-students

- Click on the link above to find information on MyCSUB, Canvas, Important Dates, and “How Do I’s…” if you are viewing a digital version of this document.
# Academic Calendar Fall 2023

## Fall Semester 2023

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>March 20</td>
<td>Academic Advising for Continuing Students Begins (for Summer 2023 &amp; Fall 2023)</td>
</tr>
<tr>
<td>April 10</td>
<td>Registration for Continuing Students Begins (for Summer 2023 &amp; Fall 2023)</td>
</tr>
<tr>
<td>May 01</td>
<td>Orientation for New Undergraduate Students Begins</td>
</tr>
<tr>
<td>May 01</td>
<td>Deadline to Apply for Fall 2023 Graduation</td>
</tr>
<tr>
<td>May 22</td>
<td>Last Day to Register to Vote for Primary Election</td>
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<tr>
<td>June 05</td>
<td>Academic Advising for New Transfer Students Begins (for Fall 2023)</td>
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<td>June 05</td>
<td>Registration for New Transfer Students Begins (for Fall 2023)</td>
</tr>
<tr>
<td>June 05</td>
<td>Registration for Postbaccalaureate Students (separate)</td>
</tr>
<tr>
<td>June 06</td>
<td>CA Statewide Primary Election</td>
</tr>
<tr>
<td>June 26</td>
<td>Academic Advising for First-Time First-Year Students Begins (for Fall 2023)</td>
</tr>
<tr>
<td>June 26</td>
<td>Registration for First-Time First-Year Students Begins (for Fall 2023)</td>
</tr>
<tr>
<td>August 21</td>
<td>ALL FACULTY DUE ON CAMPUS</td>
</tr>
<tr>
<td>August 28</td>
<td>First Day of Classes</td>
</tr>
<tr>
<td>September 4</td>
<td>Holiday – Labor Day – Campus Closed</td>
</tr>
<tr>
<td>September 7</td>
<td>Last Day to Add Classes</td>
</tr>
<tr>
<td>September 7</td>
<td>Last Day to Change between Audit and Letter Grading</td>
</tr>
<tr>
<td>September 25</td>
<td>Census Day</td>
</tr>
<tr>
<td>September 25</td>
<td>Last Day to Change between Credit/No-credit and Letter Grading</td>
</tr>
<tr>
<td>September 25</td>
<td>Last Day to Withdraw from Classes without a &quot;W&quot; being recorded</td>
</tr>
<tr>
<td>October 02</td>
<td>Academic Advising for Continuing Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>October 11</td>
<td>Campus-wide Emergency Evacuation Day</td>
</tr>
<tr>
<td>October 20</td>
<td>Last Day for Faculty to Order Course Materials Through Campus Bookstore for Spring 2024</td>
</tr>
<tr>
<td>October 23</td>
<td>Registration for Continuing Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>October 24</td>
<td>Last Day to Register to Vote for the General Election</td>
</tr>
<tr>
<td>November 01</td>
<td>Deadline to Apply for Spring 2024 Graduation</td>
</tr>
<tr>
<td>November 01</td>
<td>Deadline to apply for Summer 2024 Graduation</td>
</tr>
<tr>
<td>November 08</td>
<td>CA Statewide General Election</td>
</tr>
<tr>
<td>November 10</td>
<td>HOLIDAY - Veterans Day Observed - Campus Closed</td>
</tr>
<tr>
<td>November 13</td>
<td>Academic Advising for New Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>November 13</td>
<td>Registration for New Students Begins (for Spring 2024)</td>
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<tr>
<td>November 13–17</td>
<td>SOCI Week</td>
</tr>
<tr>
<td>November 17</td>
<td>Last Day to Withdraw from Classes for a Serious and Compelling Reason</td>
</tr>
<tr>
<td>November 22</td>
<td>No classes - Campus Open</td>
</tr>
<tr>
<td>November 23–24</td>
<td>HOLIDAY - Thanksgiving - Campus Closed</td>
</tr>
<tr>
<td>December 11</td>
<td>Last Day to Submit Completed Thesis / Dissertation</td>
</tr>
<tr>
<td>December 11</td>
<td>Last Day of Classes</td>
</tr>
<tr>
<td>December 12–18</td>
<td>Examination Period</td>
</tr>
<tr>
<td>December 15–16</td>
<td>Commencement</td>
</tr>
<tr>
<td>December 19</td>
<td>Evaluation Day</td>
</tr>
<tr>
<td>December 20</td>
<td>Grades Due</td>
</tr>
</tbody>
</table>

**Winter Break: December 21, 2023 - January 18, 2024**

Link to Academic Calendars: [csub.edu/calendars/academic](http://csub.edu/calendars/academic)
### Academic Calendar Spring 2024

#### Spring Semester 2024

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 02</td>
<td>Academic Advising for Continuing Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>October 23</td>
<td>Registration for Continuing Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>November 01</td>
<td>Deadline to Apply for Spring 2024 Graduation</td>
</tr>
<tr>
<td>November 01</td>
<td>Deadline to Apply for Summer 2024 Graduation</td>
</tr>
<tr>
<td>November 13</td>
<td>Academic Advising for New Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>November 13</td>
<td>Registration for New Students Begins (for Spring 2024)</td>
</tr>
<tr>
<td>January 15</td>
<td>HOLIDAY - Martin Luther King, Jr. Day - Campus Closed</td>
</tr>
<tr>
<td>January 18</td>
<td>ALL FACULTY DUE ON CAMPUS</td>
</tr>
<tr>
<td>January 22</td>
<td>First Day of Classes</td>
</tr>
<tr>
<td>January 31</td>
<td>Last Day to Add Classes</td>
</tr>
<tr>
<td>January 31</td>
<td>Last Day to Change between Audit and Letter Grading</td>
</tr>
<tr>
<td>February 16</td>
<td>Census Day</td>
</tr>
<tr>
<td>February 16</td>
<td>Last Day to Change between Credit/No-credit and Letter Grading</td>
</tr>
<tr>
<td>February 16</td>
<td>Last Day to Withdraw from Classes without a &quot;W&quot; being recorded</td>
</tr>
<tr>
<td>March 11</td>
<td>Academic Advising for Continuing Students Begins (for Summer 2024 &amp; Fall 2024)</td>
</tr>
<tr>
<td>March 21</td>
<td>Spring Semester Break: March 24, 2024 – March 31, 2024 (Easter is March 31, 2024)</td>
</tr>
<tr>
<td>April 01</td>
<td>HOLIDAY - Cesar Chavez Day Observed - Campus Closed</td>
</tr>
<tr>
<td>April 05</td>
<td>Last Day for Faculty to Order Course Materials Through Campus Bookstore for Summer 2024 and Fall 2024</td>
</tr>
<tr>
<td>April 08</td>
<td>Registration for Continuing Students Begins (for Summer 2024 &amp; Fall 2024)</td>
</tr>
<tr>
<td>April 09</td>
<td>Campus-wide Emergency Evacuation Day</td>
</tr>
<tr>
<td>April 19</td>
<td>Last Day to Withdraw from Classes for a Serious and Compelling Reason</td>
</tr>
<tr>
<td>April 22 - 26</td>
<td>SOCI Week</td>
</tr>
<tr>
<td>May 01</td>
<td>Orientation for New Undergraduate Students (Begins)</td>
</tr>
<tr>
<td>May 01</td>
<td>Deadline to Apply for Fall 2024 Graduation</td>
</tr>
<tr>
<td>May 10</td>
<td>Last Day to Submit Completed Thesis / Dissertation</td>
</tr>
<tr>
<td>May 10</td>
<td>Last Day of Classes</td>
</tr>
<tr>
<td>May 11 – 17</td>
<td>Examination Period</td>
</tr>
<tr>
<td>May 17 - 18</td>
<td>Commencement</td>
</tr>
<tr>
<td>May 20</td>
<td>Evaluation Day</td>
</tr>
<tr>
<td>May 21 - 22</td>
<td>Grades Due</td>
</tr>
<tr>
<td>May 27</td>
<td>HOLIDAY - Memorial Day – Campus Closed</td>
</tr>
</tbody>
</table>

Link to Academic Calendars: [csub.edu/calendars/academic](http://csub.edu/calendars/academic)
Graduate Lab Access

The Lab is located in the Business Development Center (BDC) Building B on the 2nd floor in room 262.

The Lab code is emailed to Graduate Students the Friday before classes start, each semester.

The Occidental Petroleum Graduate Research Lab continues to serve the BPA graduate students 24 hours a day, 365 days a year. In other words, we are open when the library is closed. The lab (and patio) are considered by the students to be an excellent place to study and network with other graduate students. It’s your lab – treat it well.

Occidental Petroleum provided funding to build and outfit this room and the patio. Occidental Petroleum felt that the MBA students, MPA students, and MS-HCA students needed a place of their own to study, network, and relax between classes.

All the equipment and furnishings have been suggested by the BPA graduate students. Should you have an idea for something we do not have please send an email to Lhernandez1@csub.edu with any suggestions.

Restrooms:

The 1st floor of the BDC classroom building closes around 10:00pm. If you need to use the restroom downstairs after that time, go down the stairs to the restroom. Then exit out the end near the elevator. If campus police arrive because a silent alarm has been tripped – point to this note.

Security Cameras in Use:

The occupants of the Grad Lab are protected via video-only surveillance by campus police. Should an emergency arise, and you need immediate police or other assistance, push the red emergency button on the wall by the door and campus police will respond.
MBA Course Requirements

Core Courses

All admitted students must complete the following courses:

1. Accounting 6200: Accounting for Decision Making and Control
2. Finance 6000: Financial Management and Policy
3. Management 6020: Operations and Technology Management
4. Management 6050: Managerial Skills
6. Management 6900: Strategic Management
7. Management Information Systems 6100: Information Systems for Leaders
8. Marketing 6000: Marketing Management
9. BA 6900: Master’s Culminating Project

Elective Courses

• All admitted students are required to take 3 elective courses in addition to the 9 core courses mentioned above.
• While MBA program does not have formal concentrations, the MBA student may specialize in an area of interest based on available electives.

Grade Point Average (GPA)

• MBA students must maintain an overall 3.0 GPA per semester enrolled.
• If a student’s GPA falls below a 3.0, they will be put on probation for one semester to bring their GPA back to a 3.0 or above.
• Additionally, any course with a grade below a B- will not count toward the MBA degree requirements.
• If a student is accepted conditionally, they must receive a grade of “B” or above on their first 4 classes. If they do not, they are subject to disqualification from the program.
Student ID

Location: Walter W. Stiern Library (refer to building 43 by parking lot D, in the campus map located at the end of this handbook)

The students’ first ID is free, first replacement is $5, all subsequent replacements are $10.

CSUB RunnerCard

The RunnerCard is more than just an ID card - it’s your key to security, savings, and convenience at CSUB, along with select community partners. All CSUB students, faculty, and staff are eligible to receive a RunnerCard. The first RunnerCard is free for all students.

During the COVID-19 virtual instruction period and beyond, new RunnerCard photos can be submitted by using the online Photo ID Request form.

Please fill out an online form to request a student ID:
csub.edu/services/service-areas/photo-id
Course Cycle: Main Campus

Main campus courses are offered Monday-Thursday twice a week in the evenings, Friday evenings once a week, or Saturday mornings. Main campus students may also take online electives for flexibility.

<table>
<thead>
<tr>
<th>FALL 2022</th>
<th>SPRING 2023</th>
<th>FALL 2023</th>
<th>SPRING 2024</th>
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<tbody>
<tr>
<td>ACCT 6200</td>
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</tbody>
</table>
Course Cycle: Online

Online courses are offered fully online, with no need to come to campus for any reason. Online students may also take on-campus electives if they live close to the campus and are interested in an elective that is not offered online.

<table>
<thead>
<tr>
<th>FALL 2022</th>
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Course Cycle: Antelope Valley Campus

Antelope Valley courses are primarily offered Friday evenings once a week, or Saturday mornings, but may also be offered Monday-Thursday twice a week based on course need. Antelope Valley students may also take online electives for flexibility.

<table>
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Course Cycle: Summer Courses

Summer courses are open to all MBA students (Main campus, online, and Antelope Valley campus). These courses are offered with an online modality (either with ZOOM or with no ZOOM).

<table>
<thead>
<tr>
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## Tuition and Fees Per Semester

**Based on the number of courses**

The MBA program has a total of 12 courses

### California Resident (Estimate)

#### 0 to 6 units
$3,031 Tuition + $270 Fees per Unit

Example:
- $3,031 Tuition + $810 Fees (3 units or one course) = $3,841
- $3,031 Tuition + $1,620 Fees (6 units or two courses) = $4,651

#### 6.1 or more units
$4,537 Tuition + $270 Fees per Unit

Example:
- $4,537 Tuition + $2,430 Fees (9 units or three courses) = $6,967

### Non-California Resident (Estimate)

#### 0 to 6 units
$3,031 Tuition + $270 Fees per Unit + $396 Additional Fees per Unit

Example:
- $3,031 Tuition + $1,998 Fees (3 units or one course) = $5,029
- $3,031 Tuition + $3,996 Fees (6 units or two courses) = $7,027

#### 6.1 or more units
$4,537 Tuition + $270 Fees per Unit + $396 Additional Fees per Unit

Example:
- $4,537 Tuition + $5,994 Fees (9 units or three courses) = $10,531

*Non-California Resident Fees are an extra $396 per unit.

*For a complete fee breakdown, visit [csub.edu/financial-aid/costs/budgets](http://csub.edu/financial-aid/costs/budgets) or contact financial aid.

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### Financial aid questions?

Visit [csub.edu/financial-aid](http://csub.edu/financial-aid) or call (661) 654-3016
How to Make Payments

How to Pay for Items such as Classes:

1. Log onto my.csub.edu to visit the student center
2. Under Finances, click "Account Inquiry & Make Payment”
3. Click the blue "Make a Payment" icon on the lower right
4. In the new CASHNet window, browse the available options and add to your cart
5. Follow the on-screen instructions to proceed with checkout

**Class fees are due the Thursday before class starts/

How to Pay for Parking Permits:

1. Visit mycampuspermit.com
2. Select “CSU Bakersfield” from the list
3. Click “Buy Permit”
4. Follow the on-screen instructions to proceed

**Parking Permit FAQ: csub.edu/bas/police/parking/permit/index.html

**Frequently Asked Questions:
csub.edu/bas/fiscal/studaccount/Services/FAQ/index.html

**Student Financial Services: csub.edu/bas/fiscal/studaccount
Applying for Graduation

**Apply:**
1. Log onto my.csub.edu to visit the student center
2. Under *Academics*, click "My Academics" in the center-right
   
   ![Image](image1)
   
   a. 3. Under *Current Academic Objective*, click "Apply for Graduation"
   4. Select your graduation term
   5. Click "Continue" to submit the application

**Pay the Application Fee:**
1. Log into myCSUB to visit the student center
2. Under *Finances*, click "Account Inquiry & Make Payment"

   ![Image](image2)
   
   a. 3. Click the blue "Make a Payment" icon on the lower right
   4. In the new window, select "Miscellaneous Fees"

   ![Image](image3)
   
   a. 5. Scroll through the options and select "Graduation Application Fee"

   ![Image](image4)
   
   a. 6. Click "add to payment" and "checkout" on the bottom right
   7. Finally, follow the instructions to submit the payment
   8. Once the fee is submitted, your application will be reviewed, and you will receive a response via email
Email Communication

Your Email Addresses

The Student Center provides the ability to maintain your email addresses and mark one of them as preferred. You can have up to 3 email addresses, but only the On-Campus email will display on the Student Center. Click the On-Campus Email link in the Contact Information box to open the Email Addresses page, which will allow you to view your information.

Email Addresses

Enter your email addresses below.

If multiple email addresses are entered, specify your primary contact email address by selecting the preferred checkbox.

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</table>

For Assistance:
Contact: Help Desk
Phone: 661-654-4357
Email: helpdesk@csub.edu
Course Descriptions

Core Courses

ACCT 6200 Accounting for Decision Making and Control
This course examines how accounting information is used in managerial decision-making and control. The course stresses how to use rather than how to prepare accounting reports. Topics to be covered include basic cost concepts, cost volume profit relationships, product costing, differential analysis, strategic product pricing, cost allocation, budgeting and the evaluation of financial performance. This course is designed for MBA and MPA students who have not had ACCT 3030 or its equivalent. Prerequisite: This course is not open to students who have taken ACCT 3030 or its equivalent.

FIN 6000 Financial Management and Policy
This course addresses the formulation of financial policies for obtaining and using financial resources for the purpose of value creation. Heavy emphasis is placed on the analysis of real-world cases that focus on the decisions confronting the financial manager. Statistical analysis, financial analysis, and advanced spreadsheet applications are required. Students will be challenged with both theoretical and practical problems in the following areas: performance analysis, long-term planning, working capital management, capital budgeting, long-term financing, acquisitions, and international financial management. Student presentations are required.

MGMT 6020 Operations Management
This course is an examination of principles related to effective utilization of factors of production in manufacturing and non-manufacturing systems. This course uses extensive readings and case studies to define and analyze problems of productivity improvement, production planning, inventory management, quality control, system design and implementation from the operating manager’s perspective. Issues in management of technology-based organizations, capacity planning, scheduling, facilities design, operations strategy in services, and supply chain management will also be explored.

MGMT 6050 Managerial Skills
This course focuses on developing and enhancing managerial skills that are of major importance for current and future career survival and success. Specific skill areas include self-management, communication, decision making, motivation, delegation, team management, diversity management, negotiation, organizational politics, and change management. The course is primarily experiential in nature with skill assessments, exercises, role-plays, case studies, and group discussion activities being the primary learning tools. Relevant literature from the behavioral sciences will provide a knowledge base for skill development.

MGMT 6100 Human Resource Management
This course is about the strategic management of human capital. A strategic analysis of the traditional human resource management functions—selection, compensation, recruiting, and training—will be completed. The influences of the legal environment are also considered. Other topics focus on the tools that are used to manage data necessary to manage human capital effectively. These include HR based change management methods, process mapping HR processes, and Human Resource Information Systems (HRIS).

MGMT 6900 Strategic Management
Strategy may be defined as the framework for making decision about how to best compete in life, sport, war, and business. Strategic management, then, is both an integration of the various other functions learned within the program such as operation, human resource management, marketing, accounting, and finance, but is also a separate discipline itself. The successful top management team (TMT) in any sized
organization will use it to achieve organization-wide performance and consider a broad range of stakeholders. In this course, we will learn and use the tools of strategic management and will integrate knowledge from other disciplines so as to gain insight and practice in strategic management applied to various situations and realms. Prerequisites: FIN 6000, ACCT 6200, MGMT 6020, MKTG 6000, MKTG 6050 or MGMT 6100.

**MKTG 6000 Marketing Management**
This course presents development of marketing strategy for the organization and design of integrated product service, promotion, and distribution programs utilizing systems analysis. It includes intensive analysis of management’s marketing problems, including market analyses, pricing, channels of distribution, promotion, competition, product strategies, and marketing research. Applications are emphasized to include research, quantitative, and business analytical techniques through the development of case and project assignments.

**MIS 6100 Information Systems for Leaders**
Information and information systems (IS) are vital organizational resources and constitute an integral part of managerial decision making. It is important to understand how managers can effectively utilize IS to achieve organizational goals. The objective of this course is to train students to identify, understand, and resolve managerial issues surrounding the use and management of IS in organizations. The course adopts the perspective that, in a world where the half-life of a particular hardware or software technology is often measured in months, developing intuitions about the core concepts to assess and deploy Information Systems is more valuable to future managers than learning the intricate details of a specific technology. The focus of the course is to develop - through cases, lectures, discussions, examples, application development assignments, and a system analysis and design project - insights into when and how MIS can be used to create and enhance an organization’s competitive advantage.

**BA 6900 Master’s Culminating Project**
The culminating project provides an opportunity for each student to utilize and demonstrate the tools and understanding he or she has developed during the program. Through a comprehensive interactive competitive simulation, each student will manage a firm in competition with other student-managed firms. At the completion of the simulation, each student will produce a historical account of the firm’s performance via an annual report, an account of how the firm responds to its key stakeholder groups via a social audit, and a strategic plan for the future via a business plan. Each student is expected to demonstrate mastery of the essential tools of the business disciplines and an understanding of markets and the external environment. Prerequisites: ACCT 6000, 6200, FIN 6000, MGMT 6020, 6050, 6900, MIS 6100, MKTG 6000.

**Elective Courses**
Electives vary by semester. CSUB Course descriptions link: [csub.edu/catalog/course-descriptions](http://csub.edu/catalog/course-descriptions)
Campus Map
Interactive map: maps.csub.edu