

# Master of Business Administration with specialization in Management

## 42 credits

### Specific Program Admission Requirements

1. Successfully completed a bachelor's degree in the same area of specialization or completed six (6) college-level credits in financial accounting from an accredited school.
2. If this prerequisite is not met the student must enroll in the course ACCO 500. ACCO 500 will not count for the student's cumulative grade point average.

### Program Description

The Master of Business Administration with specialization in Management allows the student to explore theoretical as well as practical elements of modern management, as well as changes in this field. Other objective of this specialization is to prepare the student to the different administrative jobs in commercial and industrial companies.

### Program Objectives

The Master of Business Administration with specialization in Management seeks to create a new breed of managers with the skills and understanding required to compete in a dynamic and global marketplace. Analytical skills are emphasized within the institutional study of the changing corporate structure found in the Puerto Rican and the U.S. economy. This supply of managers is created by incorporating the needs for training shown by different productive sectors of the economy, including the public sector.

To attain this goal, the objectives of the program may be summarized as follows:

1. To provide students with the technical skills and the understanding of the socio-economic institutional framework within which businesses operate, enabling them to perform the responsibilities of leaders in executive positions.
2. To improve and develop the technical skills required by persons currently holding positions in business administration.

Program sequence will be available at the time of enrollment.

The language of instruction and program delivery modality are subject to availability.

### Notes:

1. ACCO 500 Financial Accounting is required for those students who do not have a minimum of six (6) college-level credits in financial accounting from an accredited school. Successful completion of ACCO 500 (or verification of six (6) college-level credits in financial accounting) is a prerequisite required before entering any ACCO or FINA course. Students who do not have six (6) college-level credits in financial accounting are required to successfully complete ACCO 500.

### Program Curriculum

Core/Professional Courses		
Course	Title	Credits
ADMI 500	Managing Organizations	3
ITMA 501	Technology and Information Management	3
MARK 502	Marketing Management	3
FINA 505	Managerial Finance	3
ACCO 504	Accounting for Decision Making	3
ECON 505	Business Economics	3
QUME 507	Quantitative Methods and Statistics for Business	3
<b>Total</b>		<b>21</b>
Specialization Courses		
Course	Title	Credits
MANA 550	Advanced Strategy Management	3
MAMC 551	Project Management	3
MANA 552	Industrial and Service Quality Management	3
MANA 553	Human Behavior in the Organization	3
MANA 554	International Management	3
<b>Total</b>		<b>15</b>
Electives Courses (Select one course – 3 credits)		
Course	Title	Credits
MARK 552	CRM: Trust and Loyalty Management	3
MANA 561	Sales Force and Key Account Management	3
MANA 562	Pricing and Value Management	3
<b>Total</b>		<b>3</b>
Research/Capstone Course (Select one course – 3 credits)		
Course	Title	Credits
ADMI 595	Knowledge Integration in Business Administration	3
MANA 742	Simulation	3
<b>Total</b>		<b>3</b>
<b>Total credits</b>		<b>42</b>