The requirement to complete courses for admission to the degree may be waived by the director of graduate programs under special circumstances. Waivers are determined by evaluating prior course content, institution at which courses were taken, grades received, relevant professional experience, and time since courses were taken.

Notice of admission with classified graduate standing will be sent to the student upon the recommendation of the Fowler College of Business and the approval of the dean of the Division of Graduate Affairs.

**Adancement to Candidacy**

All students must satisfy the general requirements for advancement to candidacy, as described in Part Four of this bulletin.

**Specific Requirements for the Master of Science Degree in Global Business Development**

(Major Code: 05131) (SIMS Code: 222534)

In addition to meeting the requirements for classified graduate standing as described above and the general requirements for master’s degrees as described in Part Four of this bulletin, the student must complete a graduate program of at least 30 approved units including at least 21 units in 600- and 700-numbered courses. Up to nine units of coursework completed at an accredited AACSB institution and with the approval of the director of graduate programs may be accepted for transfer credit. With approval of the faculty program adviser, a substitute course may be allowed in place of a required course after reviewing student credentials.

1. **Complete the Following Business Foundation Courses (6 units)**
   - MGT 710 Seminar in World Business Environment
   - FIN 654 Seminar in International Business Finance

2. **Complete the Following International Business Foundation Courses (6 units)**
   - MKTG 763 Seminar in Sales Management
   - MKTG 767 Sales and Marketing Analytics
   - MKTG 769 Seminar in International Marketing

3. **Complete the Following International Business Development Theme Courses (15 units)**

   Including the following required courses:
   - MKTG 748 Seminar in International Entrepreneurship and Business Development
   - MKTG 772 Strategic Brand Management
   - MKTG 797 Research

   The remaining three units selected from the following list of courses:
   - MGT 797 Research 3 (Cr/NC/RP)
   - MGT 798 Special Study 1-3 (Cr/NC/RP)
   - JMS 580 Decision Making in the World Economy
   - JMS 574 International Advertising
   - MIS 697 Project Planning and Development
   - MIS 753 Global Supply Chain Management
   - MKTG 772 Strategic Brand Management
   - MKTG 797 Research 3 (Cr/NC/RP)
   - MKTG 798 Special Study 1-3 (Cr/NC/RP)

   No more than three units outside the Fowler College of Business and no more than a total of three units in 797 (Research) or 798 (Special Study), will be accepted toward the degree. Other courses should be related to this program and must be approved by the director of graduate business programs.
Management

1. International Business Development Capstone (3 units)
The Master of Science degree in global business development requires Plan A, Thesis or Plan B, which is the B A 794 culminating experience course.

Choose one from one of the following:
- B A 794 International Business Development Practicum 3 (Cr/NC/RP)
- B A 799A Thesis 3 (Cr/NC/RP)

The program must be approved by the college and departmental adviser. For regulations concerning grade point averages, final approval for granting of the degree, award of the degree, and diplomas, refer to the basic requirements for the master’s degree as described in Part Four of this bulletin.

Courses Acceptable for Master’s Degree

Programs in Business Administration (MGT)

Refer to Courses and Curricula and Regulations of the Division of Graduate Affairs sections of this bulletin for explanation of the course numbering system, unit or credit hour, prerequisites, and related information.

UPPER DIVISION COURSE

MGT 596. Advanced Topics in Management (3)
Prerequisites: Six upper division units in management. Proof of completion of prerequisites required: Copy of transcript. Advanced special topics in management. May be repeated with new content. See Class Schedule for specific content. Limit of nine units of any combination of 296, 496, 596 courses applicable to a bachelor’s degree. Maximum credit of six units of 596 applicable to a bachelor’s degree. Credit for 596 and 696 applicable to a master’s degree with approval of the graduate adviser.

GRADUATE COURSES

MGT 696. Seminar in Selected Topics (3)
Intensive study in specific areas of management. May be repeated with new content. See Class Schedule for specific content. Limit of nine units of any combination of 296, 496, 596 courses applicable to a master’s degree. Credit for 596 and 696 applicable to a master’s degree with approval of the graduate adviser.

MGT 710. Seminar in World Business Environment (3)
Prerequisite: Business Administration 624.

MGT 721. Seminar in Group Processes and Leadership (3)
Prerequisite: Business Administration 624.
Perceptions and processes in work groups. Experience in interpersonal networks, influence and rewards, stereotypes; managing differences and conflicts.

MGT 722. Seminar in Business Ethics and Social Institutions (3)
Prerequisite: Business Administration 624.
Ethical and social aspects of current issues in business and society. Changing role of stakeholders including consumers, shareholders, and employees. Assessment of operation, functioning and regulation of the market system.

MGT 724. Entrepreneurship (3)
Prerequisite: Business Administration 624.
Examination of the entrepreneurial approach; concepts, theory and techniques of managerial innovation and implementation; analysis of entrepreneurial skills.

MGT 729. Seminar in Organizational Issues (3)
Prerequisite: Business Administration 624.
Issues in organizations in modern society: organization design, environmental interface, and political processes. See Class Schedule for specific content. Maximum credit six units applicable to a master’s degree.

MGT 744. Seminar in Managing the Growing Firm (3)
Prerequisite: MBA core or admission to degree curriculum for M.S. degree business administration.
Problems and issues confronting entrepreneurs beyond start-up of a new venture. Focus on issues from both entrepreneur and investor perspectives.

MGT 746. Seminar in Corporate Governance (3)
Prerequisite: Classified graduate standing.
Roles and interrelationships among members of corporate governance triad: managers, directors, and shareholders. History and theories of corporate governance, ethical obligations underlying the three roles, and case studies.

MGT 747. Seminar in Managing Technology Commercialization (3)
Prerequisite: Graduate standing.
Assessment of future commercialization potential of early stage technologies. Technology commercialization process including technology and market assessments, business models, revenue streams, licensing, and protection of intellectual property.

MGT 748. Seminar in International Entrepreneurship and Business Development (3)
Prerequisite: Business Administration 624.
Challenges and issues confronting entrepreneurs seeking to develop international business opportunities. Concepts, theory, and techniques of international entrepreneurship. Drivers of entrepreneurship and assessment of entrepreneurial conditions around the world.

MGT 797. Research (3) Cr/NC/RP
Prerequisite: Advancement to candidacy.
Research in the area of management. Maximum credit six units applicable to a master’s degree.

MGT 798. Special Study (1-3) Cr/NC/RP
Prerequisite: Consent of staff; to be arranged with department chair and instructor.
Individual study. Maximum credit six units applicable to a master’s degree.