

Business Administration

Department Information

- **Program Director:**
Derek Lehmborg, Ph.D.
- **Email:**
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- **Program Coordinator:**
Elizabeth Worth, MEd
- **Email:**
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- **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; Duolingo 105

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:

Code	Title	Credits
Core Courses		
MBA 701	Strategic Cost Management	2
MBA 702	Advanced Financial Management	2
MBA 703	Advanced Organizational Behavior	2
MBA 704	Supply Chain and Operations Management	2
MBA 705	Strategic Marketing Management	2
MBA 706	Managing Information Resources	2
MBA 707	Microeconomics for Managers	2
MBA 708	Advanced Strategic Management	2
Elective course options for plan of study:		14
MBA 711	Advanced Investment Analysis	
MBA 712	Advanced Portfolio Management	
MBA 713	Financial Derivatives	
MBA 714	Financial Analysis and Valuation	
MBA 721	Creating and Marketing Innovations	
MBA 722	Marketing Analytics and Customer Intelligence	
MBA 723	Digital Marketing	
MBA 724	Integrated Marketing Communications	
MBA 732	Managerial Leadership: Essential Competencies	
MBA 733	Management Decision Making	
MBA 734	Negotiations and Alternative Dispute Resolution	
MBA 751	Business Analytics Concepts	
MBA 752	Business Analytics Strategy	
MBA 753	Business Analytics Methods	
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.

Code	Title	Credits
MBA 751	Business Analytics Concepts	2
MBA 752	Business Analytics Strategy	2
MBA 753	Business Analytics Methods	2
MBA 722	Marketing Analytics and Customer Intelligence	2

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.

Code	Title	Credits
MBA 731	Leading and Managing Teams	2
MBA 732	Managerial Leadership: Essential Competencies	2
MBA 733	Management Decision Making	2
MBA 734	Negotiations and Alternative Dispute Resolution	2

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.

Code	Title	Credits
MBA 721	Creating and Marketing Innovations	2
MBA 722	Marketing Analytics and Customer Intelligence	2
MBA 723	Digital Marketing	2
MBA 724	Integrated Marketing Communications	2

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 Lehmborg, 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. Szmerekovsky, 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