

**Graduate School of Management (GSM)
Master of Business Administration (MBA)
Degree Requirements
Graduate Council Approval: June 11, 2021**

Master's Degree Requirements

1) Admissions requirements:

Consideration for admission requires a bachelor's degree, the MBA Application Form with the fee, current résumé, two essays, official transcripts, two letters of recommendation, GMAT or GRE scores, TOEFL or IELTS for non-native English speakers. A minimum GPA of 3.0 is required. No minimum GMAT or GRE score is required. A minimum internet-based TOEFL score of 100 or higher is required. A minimum IELTS score of 7.0 is required. Admissions decisions are made on a case-by-case basis and meeting some or all of these criteria does not guarantee admission, but merely eligibility. The decision to recommend admission will be made by the Admissions Committee on the basis of available space and the competitiveness of applicants compared to the eligible pool.

a) Prerequisites:

There are no prerequisite courses for the MBA program.

b) Deficiencies:

Not applicable.

2) MBA, Plan I

To earn an MBA degree a student must pass or be exempted from all required courses; complete a minimum of 72 approved quarter course units; complete at least six quarters in residence (or equivalent), and have a cumulative grade point of at least 3.0 after completing all coursework. We have a capstone course offering, the Integrated Management Projects course, where students conduct a project to satisfy the requirements of a Master Plan I degree. This Plan requires more units than the UC Davis minimum, which are: 30 units of graduate and upper division courses (the 100 and 200 series only), at least 12 of which must be graduate work in the major field.

3) Course Requirements - Core and Electives (total 72 units)

a) Core Courses (total 40 to 42 units) for MBA Program¹:

The subject codes listed below correspond to the following MBA programs:

Program	Subject Code
Full-Time MBA (SMBA)	MGT
Sacramento Part-Time "Working Professionals" MBA (SMBE)	MGP
Bay Area Part-Time MBA "Working Professionals" MBA (SMBB)	MGB
Online MBA Program (SMBO)	MGV

The core consists of 10 required courses:

MGT/P/B/V 400A	Financial Accounting	4 units
MGT/P/B/V 401A	The Individual and Group Dynamics	4 units

MGT/P/B/V 401B	Organizational Strategy and Structure	4 units
MGT/P/B/V 402A	Markets and the Firm	4 units
MGT/P/B/V 403A	Data Analysis for Managers	4 units
MGT/P/B/V 404	Marketing Management	4 units
MGT/P/B/V 405	Financial Theory and Policy	4 units
MGT/P/B/V 452	Managing for Operational Excellence	4 units
MGT/P/B/V 468	Articulation and Critical Thinking	4 units
plus		
MGP/B/V 440	Integrated Management Project	4 units
or MGT 440	Integrated Management Project	6 units

b) Elective Courses:

Students must complete at least 30 to 32 units of approved courses, in addition to the 40 to 42 units of required core courses for a total of 72 units of courses. Students who waive core courses must complete additional elective units to meet the 72-unit requirement. Approved courses include electives (200-level and 400-level courses), directed group/individual study (298/299), and directed group/individual practicum (498/499) courses offered by the GSM. Students can also substitute courses from outside the GSM following the procedures specified in section 7.6 of the GSM Policies and Procedures Manual.

c) In-person Residence Requirement:

Networking and cohort-building experiences are an integral part of business education. To facilitate interactions with other MBA students, each student must enroll and complete at least four units of courses that fully meet in person. Students in the Online MBA Program can satisfy this requirement by attending two 2-unit in-person Residential courses (MGV-490V). Residential courses are a weekend intensive, immersive experience comprising of an academic course coupled with co-curricular activities.

d) STEM Designation Requirement:

The MBA Programs at UC Davis meet designation as a STEM-degree by requiring half (36 units) of courses designated as STEM courses by the Department of Homeland Securities². List of courses satisfying STEM designation is attached in Appendix A. Core offerings comprise 28 to 30 units toward this requirement, and students must choose among STEM-designated elective courses to earn an additional 6 to 8 units, depending on if 4-unit or 6-unit Integrated Management Project is taken. Online MBA Students will often take MGV 438V, Quantitative Tools for Business, which contributes 4-units towards satisfying this requirement.

e) English Language Requirement:

Students who have not obtained a previous degree at an approved English-medium institution or demonstrated English-language proficiency through an appropriate exam (e.g. TOEFL) are required to complete appropriate English-language courses, as described in the policy *Graduate Student Course Requirements – English as*

² List of STEM designated fields are found at <https://www.ice.gov/sites/default/files/documents/stem-list.pdf>.

Second Language ([GC2018-02](#)). Courses taken in satisfaction of this requirement do not count towards the units required for graduation.

4) Special requirements:

Practical training as part of an MBA education is academically integral to the development of strong business professionals. MBA students are required to complete at least 10 hours of immediate practical training within the first three quarters of the MBA program. Practical training includes applied projects, internships, and other professional experiences working with outside organizations. The training should involve a business problem defined by either a business organization or a faculty member. The student is expected to apply the business education in the MBA program to address the problem. The Senior Director of Career Development, who is in charge of internship and final job placement, will ensure that the training reflects this requirement.

5) Advising Structure and Mentoring:

The Graduate Advisor, who is appointed by the Chair of the GSM Executive Committee, is a resource for information on academic requirements, policies and procedures, and registration information and approves exceptions to degree requirements. The Academic and Student Services Staff group assists students with registration, course selection and general university policies. Mentoring and advising guidelines for each MBA Program can be found on the GSM website: <https://gsm.ucdavis.edu/current-students>.

6) Committees:

a) Graduate Program Committee

The Graduate Program Committee provides the oversight of the admissions, membership, student academic standing, and education policy and curriculum issues of the MBA program. The Graduate Program Committee has three voting members, two of whom are elected by and from the Graduate Program membership, while the third is the MBA Program Chair. Besides three voting members, this committee includes two students appointed by the Program Committee and one GSM staff member appointed by the Program Chair.

b) Admission Committee

Once the completed application, all supporting material, and the application fee have been received, the application will be submitted to the Admissions Committee, which consists of four Graduate School of Management faculty members and the Assistant Dean of Student Affairs. Based on a review of the entire application, a decision is made to accept or decline an applicant's request for admission. All admissions decisions are made by the faculty on the Admissions Committee. The Assistant Dean serves in an advisory capacity on the committee. Notification of admissions decisions will be sent by the Graduate School of Management. Applications are accepted for the fall entering class until it is fully enrolled.

c) Course Guidance or Advising Committee

Academic and Student Services staff and individual faculty members provide guidance to individual students on course selection.

d) **Capstone Project Committee**

The Capstone Project Committee consists of two faculty members – the Academic Director of the MBA Programs and the faculty member managing the Capstone Project Experience. Projects for the Capstone Experience are sourced by a team comprised of the Academic Director of Capstone Projects and a Staff Director who lends logistics support. The academic experience is then managed by a faculty member. The final evaluation of each student’s performance on the project is provided by the faculty member who has the grade responsibility for the project.

e) **Education Policy Committee**

The Education Policy Committee, consisting of four faculty members and the Associate Dean of Curricular Affairs, oversees all matters pertaining to curriculum and degree requirements.

7) **Advancement to Candidacy:**

Every student must file an official application for Advancement to Candidacy at least one quarter before completion of all degree requirements. Quarterly candidacy deadlines are available on the GSM student website. Students who do not meet the posted deadlines may have the awarding of their degree delayed.

8) **Capstone Requirement:**

The MBA has a capstone course offering, the Integrated Management Projects course, where students conduct a project to satisfy the requirements of Master Plan I. All MBA students will complete the Integrated Management Project.

The GSM core curriculum delivers a substantial level of technical and analytical information: this instruction is generally focused on functional areas of expertise, with limited opportunity to probe on opportunities for integration of the disciplines. Furthermore, the ability to deliver insightful recommendations on difficult business problems in a short period of time is a vital skill for anyone in business. Integrated Management Projects is a course in which GSM students apply classroom learning to solve complex business challenges for real world clients.

The Integrated Management Projects course requires students to apply the knowledge they have acquired during their first year of classroom work, and demonstrate integrated skills of analytical rigor, critical thinking, and problem solving. Experienced faculty advisors work with students to help them learn real world management skills such as assessing the opportunity, identifying key questions, outlining work steps, and defining engagement deliverables. Students learn practical consulting skills while the sponsors—ranging from early-stage startups to nonprofits to global industry leaders—benefit from the students’ experience, insights, and work product. As in the real world, students will have less time and information than they need, and will be confronted by how to make decisions and deliver results in a dynamic and challenging environment.

All projects are completed by teams of students. A team lead is appointed for every team by the faculty member overseeing the Capstone projects. The teams have a timeline for various components of the project and meet with their faculty advisor once every week. These meetings give the faculty advisor a chance to gauge individual performance and ensure the project moves at the appropriate pace to achieve completion on time. The final

presentation to the client will also give the faculty member a chance to evaluate each student in terms of their presentation skills and ability to address client questions. At the end of class, the final product is an oral and written report delivered to the sponsoring organization presented to a panel of faculty and other advisors and to the sponsor.

On average, students in the Full-Time MBA Program have 4-5 years of prior work experience and students in the Sacramento Part-Time MBA Program, the Bay Area Part-Time MBA Program, and the Online MBA Program have 7-8 years of prior work experience and continue as working professionals. Because students in the Full-Time MBA Program have less work experience when they enroll and they do not continue working after enrolling, the students in the Full-Time MBA Program complete a more involved 6-unit Integrated Management Project rather than a 4 units course.

9) Normative Time to Degree:

Students studying for the MBA degree at the Graduate School of Management may pursue a full-time study in the Full-Time MBA Program. Full-time study is defined as a student enrolled in at least 12 units each quarter. Students may enroll in less than full-time study in the Sacramento Part-Time MBA Program, the Bay Area Part-Time MBA Program, and the Online MBA Program. Enrollment exceptions may be made for unusual circumstances by petition to the Dean of the Graduate School of Management. Enrollment in less than 6 units each quarter may have loan deferment and financial aid implications which are beyond the purview of the GSM.

All students must complete the requirements for the MBA degree within a period of 3 years (Full-Time MBA Program) or 4 years (all other MBA programs) after matriculation. If the degree requirements are not completed within the required period, the student must petition the Associate Dean for re-admission. If this is approved, the amount of credit to be allowed from the earlier period of study, and the extent of other requirements must be approved by the Graduate Advisor. The three or four year period may only be extended for students with approved Planned Educational Leave Program (PELP). The extension is for the number of quarters on PELP.

All students must successfully complete, or be exempted from, all required core courses when they are scheduled in their cohort. No student may enroll for more than 16 units of 100, 200, and 400 level courses combined per quarter unless approved by the Graduate Advisor.

10) Typical Time Line and Sequence of Events:

Full-time MBA Program

Year One	Fall	Winter	Spring
Core	400A Financial Accounting 403A Data Analysis for Managers 405 Financial Theory and Policy 401A Individual and Group Dynamics	402A Markets and the Firm 468 Articulation & Critical Thinking 404 Marketing Management	452 Managing for Operational Excellence 401B Organizational Structure & Strategy
Electives		0-4 units of courses	4-8 units of courses

Year Two	Fall	Winter	Spring
Core	440 Integrated Management Project (6-units)		
Electives	6-10 units of courses	12-16 units of courses	12-16 units of courses

Sacramento and Bay Area Part-Time MBA Programs

Year One	Fall	Winter	Spring	Summer
Core	403A Data Analysis for Managers 401A Individual and Group Dynamics	400A Financial Accounting 402A Markets and the Firm	404 Marketing Management 405 Financial Theory and Policy	
Electives				8 units of courses
Year Two	Fall	Winter	Spring	Summer
Core	468 Articulation & Critical Thinking 401B Organizational Structure & Strategy	452 Managing for Operational Excellence	440 Integrated Management Project*	
Electives		4 units of courses	4 units of courses	8 units of courses
Year Three	Fall	Winter	Spring	Summer
Electives	8 units of courses			

* Students in the Sacramento and the Bay Area Part-Time MBA Programs complete 440 in one of the spring or summer quarters after completing the other core courses.

Online MBA Program

Year One	Fall	Winter	Spring	Summer
Core	401A Individual and Group Dynamics	400A Financial Accounting 468 Articulation & Critical Thinking	402A Markets and the Firm 403A Data Analysis for Managers	405 Financial Theory and Policy 401B Organizational Structure & Strategy
Electives	4 units of courses** In-person Residential			
Year Two	Fall	Winter	Spring	Summer
Core	404 Marketing Management 452 Managing for Operational Excellence	440 Integrated Management Project		
Electives	In-person Residential	4 units of courses	10 units of courses	8 units of courses

** Students in the Online MBA Program will often take MGV 438V, Quantitative Tools for Business, to fulfill deficiencies in quantitative skills at the beginning of their program.

11) Sources of Funding:

Students in the Full-Time MBA Program typically pay the professional degree supplemental tuition and the graduate tuition and then are allocated scholarships with funds set aside for return-to-aid and additional GSM scholarships. The source of scholarship funds is the professional degree supplement tuition which accrues to the GSM.

The Sacramento Part-Time MBA Program, the Bay Area Part-Time MBA Program, and the Online MBA Program are self-supporting programs and students pay the self-supporting degree fees. Scholarship funds are available. The source of scholarship funds are the self-supporting degree program fees.

12) PELP:

Information about PELP (Planned Educational Leave) can be found in the Graduate Student website: <https://grad.ucdavis.edu/academics/registration/options-non-registered-students>.

Appendix A

Graduate School of Management

STEM Requirement for MBA Programs

The following table represents the course offerings that satisfy the 36-unit STEM requirement. Core offerings comprise 28 to 30 units toward this requirement, and students must choose among STEM-designated elective courses to earn an additional 6 to 8 units, depending on if 4-unit or 6-unit Integrated Management Project is taken. Online MBA Students will often take MGV 438V, Quantitative Tools for Business, which contributes 4-units towards satisfying this requirement. Please contact the GSM Registrar at GSMRegistrar@gsm.ucdavis.edu if you have questions about your individual progress toward fulfilling this requirement.

Core		
Course		Units
MGT/P/B/V 400A	Financial Accounting	4
MGT/P/B/V 402A	Markets and the Firm	4
MGT/P/B/V 403A	Data Analysis for Managers	4
MGT/P/B/V 404	Marketing Management	4
MGT/P/B/V 405	Financial Theory & Policy	4
MGT/P/B/V 452	Managing for Operational Excellence	4
MGT/P/B/V 440**	Integrated Management Projects	4-6
Accounting Electives		
Course		Units
MGT/P/B/V 200B	Managerial Accounting	3
MGT/P/B 270	Corporate Financial Reporting	3
MGT/P/B 272	Evaluation of Financial Information	3
Business Analytics Electives*		
Course		Units
MGT/P/B 203B	Forecasting and Managerial Research Methods	3
MGT/P/B 206	Decision Making and Management Science	3
MGT/P/B 207	Managing IT for Business Value	3
MGT/P/B 250	Technology, Competition and Strategy	3
MGT/P/B 269	Business Intelligence Technologies – Data Mining	3
MGT/P/B 282	Supply Chain Planning & Operations Management	3
MGT/P/B 285	Time Series Analysis & Forecasting	3
MGT/P/B 287	Business Database & Database Marketing	3
MGT/P/B 435	Data Wrangling	1
MGP 437	Healthcare Analytics	1
MGV 438V	Quantitative Tools for Business	4
Finance Electives		
Course		Units
MGT/P/B 202B	Business, Government & the International Economy	3
MGT/P/B 258	Mergers and Acquisitions	3
MGT/P/B 259	Banking and Financial System	3
MGT/P/B/V 260	Corporate Finance	3
MGT/P/B/V 261	Investment Analysis	3
MGT/P/B 263	Derivative Securities	3
MGT/P/B/V 265	Venture Capital & Finance of Innovation	3
MGT/P/B 266	International Finance	3
MGT/P/B 276	Real Estate Finance & Investment	3
MGT/P/B 292	Multi Asset Investing	3
MGT 436	Introduction to Derivative Securities	1
Marketing Electives		
MGT/P/B 234	Pricing	3

MGT/P/B 243	Customer Relationship Management	3
MGT/P/B 248	Marketing Strategies	3
MGT/P/B 249	Marketing Research	3
MGT/P/B/V 254	Marketing Analytics	3
MGT/P/B/V 293	Product Management	3

* In addition to courses listed here, any course listed as BAX counts toward the STEM elective requirement.