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DEAN’S MESSAGE

At SDSU's Fowler College of Business, our graduate programs are designed to help students build on the set of leadership, analytical, teamwork, and communication-based skills needed to succeed in today’s dynamic business environment.

We do this by engaging and collaborating with the San Diego business community and beyond to ensure our curriculum and student experiences are well-mapped to the demands of industry leaders. Many of our top employers, such as Qualcomm, Accenture, KPMG, Petco, SDG&E, Deloitte, and WD-40, have representatives sitting on our college’s advisory boards and have provided direct input on the graduate curriculum.

Fowler College of Business graduate students are professional, ethical-minded, achievement-oriented individuals seeking to invest in education to advance their careers or to pivot into a new one. Due to our flexible class schedules and accessibility, many of our graduate students enter into our programs as working professionals. The diversity of our students’ backgrounds and experiences help facilitate an elevated classroom environment.

Our distinguished faculty are experts in their respective fields and many are involved in ground-breaking research in areas such as global business development, artificial intelligence, cybersecurity, and consumer well-being. These experiences are integrated into the lessons taught in the classroom allowing our graduate students the opportunity to work directly with faculty on their research.

We take great pride in the recognition that our programs have received from publications such as U.S. News & World Report and U.S. Veterans Magazine.

Our Fowler graduate students are a talent-source that serves as an economic driver for the San Diego community and beyond.

We invite you to join in on our legacy of producing prominent ethical-minded business leaders. I look forward to the accomplishments you will achieve in business as Fowler alumni.

Thank you,
Dr. Bruce A. Reinig
Thomas & Evelyn Page Dean (Interim)
The MBA program at SDSU was the best investment of time and money I have made in my career. With a non-business undergraduate degree, the combination of comprehensive core courses and real world experience gained over the two years was very beneficial for my career transition. Shortly after graduation, I was offered a great job with a non-profit that I interned for during the program. I could not be happier with my decision to become an Aztec!

Liam Sharkey, ’19, MBA
Events Manager, Holiday Bowl

Pursuing the MBA program has been one of the best decisions I’ve made in my career. The program prepared me with the skills essential for a career in management consulting at Deloitte. In particular, professors are very attentive to each student and provide the tools required to make the best of our education. My classmates all had very diverse backgrounds, which truly allowed me to explore and understand other industries in society.

Enrique Schulz, ’19, MBA
Senior Consultant, Deloitte

SDSU’s Sports MBA Program succeeds due to the institutional support that students receive from the program administration and professors who strive to provide real world application to the curriculum.

Dominic Lucq, ’14, SMBA
Manager, Partnership Sales, Golden State Warriors
After working in the technology industry for several years, I wished to switch my career track to being a techno-functional resource who understands both technology and business. When I decided to pursue my MBA from San Diego State University, it helped me build my career profile just the way I wanted it to be. The variety of subjects and techniques employed by the university in the MBA program developed my personality and helped me gain a deeper understanding on different topics. The professors and advisors have been very understanding, encouraging and supportive and have always guided me along the way!

SHRUTI NAMJOSHI, ’19, MBA
ANALYST, INFORMATION LIFECYCLE MANAGEMENT

The MSA program at SDSU has changed and shaped my career from the first semester. Resources like professional mentorship and job fairs exclusive to SDSU students allowed me to step into the front lines with the best employers in the country. In my case, that resulted in having a full-time job lined up upon graduation. My decision to attend SDSU for graduate school has certainly yielded a high return on my investment!

VIKTORIJA DORFAN, ’17, MSA
AUDIT ASSOCIATE, KPMG

The MSIS program at SDSU has given me a lot more than I expected. It provided me with the credentials and acumen to pursue my aspirations in the tech industry, which tremendously helped me get a job right after graduating as a Business Systems Analyst in the top Biotech company - Amgen. Studying with other students from all over the world and a wide variety of professional backgrounds was a great experience for me. The small class sizes, group projects, career fairs, in-class interactions and phenomenal support from the professors were extremely valuable.

MAYANK KAPOOR, ’19, MSIS
BUSINESS SYSTEMS ANALYST, AMGEN
GRADUATE DIRECTOR Q&A

Why do you believe a Graduate Business degree is valuable?

The world has and is becoming more and more competitive. As the US business continues a shift toward the information economy, the choice of a graduate education becomes even more critical to keeping pace with global competitive pressures. Gone are the days wherein a bachelor’s degree is adequate to match the demands on business managers and owners. Even more pragmatic, a graduate degree can help with employment opportunities by differentiating a potential employee from others or perhaps even more so, allow an individual a pathway to a pivot in career direction.

What unique experiences can FCB Graduate Business students become involved in?

The Fowler College offers a variety of different opportunities for students to grow in and out of the classroom. For example, the MBA culminating experience is a group-based consulting engagement with actual clients. Graduate accounting students can give back to the community by enrolling in a course in which they will prepare tax returns for low-income taxpayers from the local community. Graduate students in the Management Information Systems program are working with the U.S. Armed Forces on research project, many of which are leading to immediate consulting work after graduation. The Fowler College has strong student organizations such as the National Association of Women MBAs, the Graduate Business Student Association, and a student chapter of the Society for Human Resource Management, just to name a few. Graduates students can explore opportunities in entrepreneurship at the Lavin Center for Entrepreneurship and the ZIP Launchpad, where not only can a student learn about starting a business, they can actually start one with support from experts in the SDSU business community. Lastly, San Diego State University offers the student life that almost 5,000 graduate students and over 30,000 undergraduates create as a community unto themselves.

What differentiates SDSU’s Fowler College of Business from other business schools?

Fowler College of business has been the backbone of the San Diego business community for many decades. With over 30,000 alumni in San Diego County, it is hard not to bump into a fellow Aztec. The Fowler college faculty are experts in their respective fields and many are involved in groundbreaking research in areas such as global business development, artificial intelligence, cybersecurity, and consumer well-being. These same faculty bring the findings of their work into the classroom so students benefit directly. In addition, selected graduate students have the opportunity to work with faculty on their research. Our business programs are accredited not only by our regional accreditor, but also by the AACSB, which sets the standards for high quality global business education.

What is the best advice you received when you were a graduate student?

I received a great deal of great advice as I found my way through graduate school. Like many of our graduate and undergraduate students, I went back to school part-time and was balancing my work and school with the rest of my life. At one point during my graduate business program, I had a professor who pulled me aside and said, “Steve, you really seem to love to learn – let that serve you well in life.” It was the most memorable advice I ever received because I find it as true today as it was when I received it over thirty years ago. An investment in education can be the key to transforming your life.
GRADUATE PROGRAMS
2018 ADMISSION STATS

Average GPA: 3.32
Average GMAT: 588
Acceptance Rate: 39.7%
Average Age: 27
Average Work Experience: 4 yrs
Female/Male: 54/46
Domestic/International: 62/38
Bachelor’s Degree Fields:
- Business: 48%
- Engineering: 23%
- Science: 8%
- Humanities & Social Sciences: 16%

*Data for MBA, MSA, MSIS, and MSBA FTP programs only.
The Master of Business Administration at San Diego State University offers a flexible schedule, hands-on learning experiences, and a full-range of specializations, allowing students the opportunity to customize their MBA while getting real world experience. Noted as one of the top “10 MBAs With the Most Financial Value at Graduation” by U.S. News & World Report, SDSU’s award winning faculty and specially-trained staff provide MBA students with the education and resources needed to put graduates into outstanding business leadership roles.

### Units
<table>
<thead>
<tr>
<th>Units</th>
<th>Courses</th>
<th>Course Waivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>42</td>
<td>17</td>
<td>6</td>
</tr>
</tbody>
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#### Foundational Core (10 Units)
- BA 640 Financial Reporting and Analysis (2)
- BA 641 Business Ethics (1)
- BA 642 Statistical Analysis (2)
- BA 643 Economics (2)
- BA 644 Operations and Supply Chain Management (2)
- BA 645 Marketing (1)

#### Professional Core (20 Units)
- Managerial Accounting
- Legal Environment of Business
- Managerial Marketing
- Organizational Behavior
- Financial Management
- Business Analytics
- Strategic Thinking

#### Electives/Specializations (9-15 Units)
Students wishing to specialize in a specific area of study will be required to take a minimum of 12 elective units (four classes) in their chosen area of emphasis. Areas of emphasis include:
- Accounting
- Entrepreneurship
- Finance
- Health Services
- Information Systems
- International Business
- Management
- Marketing
- Project Management
- Supply Chain Management

#### Culminating Experience (3 Units)
Students have the option of completing a thesis, engaging in a business consulting project, or completing a business simulation. Those who wish to partake in the consulting project work on a real-world business challenge for an established company within a group of approximately 4 – 5 students and a faculty advisor.
GRADUATE PROFILE

87% HIRED OR PROMOTED
within six months of graduation
55% within three months

Who Hires our Graduates?

AECOM Technological Services Inc. / Amobee / Charter Communications
Cobham Advanced Electrical Solutions / Cox Media / Cubic / General
Atomsics Aeronautical Systems / Hyundai Engineering & Construction
LPL Financial / Lytx Inc. / MedImpact / Mitsubishi UFJ Lease & Finance
Inc. / Northrop Grumman Corporation / OptiFuse / Qualcomm
ROSEN Group / Sempra Energy / Sharp Healthcare / Tubacex
United Technologies Corporation

$74,250 MEAN SALARY

By Professional Function

FINANCE 23.9%
MARKETING/SALES 19.6%
MANAGEMENT 10.9%
INFORMATION SYSTEMS 8.7%
OPERATIONS/LOGISTICS 8.7%
ACCOUNTING 4.4%
CONSULTING, HR 2.2% EA
OTHER 19.4%

By Industry

TECHNOLOGY 20%
CONSULTING 13.7%
FINANCIAL SERVICES 11.1%
HEALTHCARE/PHARMACEUTICAL 6.7%
MANUFACTURING 6.7%
MEDIA/ENTMT, PETROLEUM/ENERGY, RETAIL/SALES/CONSUMER PRODUCTS, GOVERNMENT/NONPROFIT, HOSPITALITY 4.4% EA
LOGISTICS/TRANSPORTATION 2.2%
OTHER 17.6%

This report was prepared based on information for 98.8% of graduates from the class of 2018, which includes those who graduated between August 2017 and May 2018. The salary data is based on information obtained from 61.5% of the graduates who were hired or promoted to a new position.
The Sports MBA program is an intensive, accelerated MBA degree focused on the dynamic business of international sports. The program provides its graduates a thorough understanding of the skills crucial for professionals to succeed, while building a broad network of relationships in the sports-rich landscape of Southern California.

Students study statistical analysis, organizational behavior and leadership, financial management, and business strategy, along with sports economics and marketing, in classes taught by seasoned, professional educators. Coursework is heavily international in scope. The program includes an overseas excursion to study sports business in the Dominican Republic and frequent guest lecturers with global experience.

The Sports MBA program offers students 12 months of accelerated class time, focusing on critical business skills, with an additional six months of supervised consultancies worldwide. Classes are offered in a cohort format to foster strong relationships among classmates, upon which graduates can draw throughout their careers.

### Required (39 units)
- BA 623: Statistical Analysis
- BA 624: Organizational Behavior & Leadership
- BA 625: Financial & Management Accounting
- BA 626: Business Economics
- BA 627: Marketing
- BA 628: Operations and Supply Chain Mgmt.
- BA 629: Financial Management
- BA 630: Strategy
- MGT 729: Strategic Leadership in Sports Org.
- MKTG 729: Sustainability
- MKTG 762: Integrated Marketing Communication
- FIN 617: Financial Management II
- MIS 691: Business Intelligence

### Time to Complete
- 1.5 YRS Full-Time
- N/A Part-Time

### Culminating Experience (6 units)
- BA 780: Field Studies in Business
- BA 795: Business Consulting

### Bachelor’s Degree Fields
- 29% Business
- 18% Economics
- 3% Engineering
- 21% Science
- 29% Humanities & Social Sciences

### Average Statistics
- Avg. Age: 26
- Avg. Work Exp.: 4
- Avg. GMAT: 552
- Avg. GPA: 3.17
- Accepted: 43%

### Domestic/International
- 75:25

### Female/Male
- 29:71

Sports MBA Office
- GC-1502
- 619-594-6023
- business.sdsu.edu/sports-mba
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**Required (39 units)**

- BA 623: Statistical Analysis
- BA 624: Organizational Behavior & Leadership
- BA 625: Financial & Management Accounting
- BA 626: Business Economics
- BA 627: Marketing
- BA 628: Operations and Supply Chain Mgmt.
- BA 629: Financial Management
- N/A

**Part-Time**

Time to Complete: 1.5 yrs

**Full-Time**

Time to Complete: 1.5 yrs

45 Units

15 Courses

0 Course Waivers

- BA 630: Strategy
- MGT 729 Strategic Leadership in Sports Org.
- MKTG 729: Sustainability
- MKTG 762: Integrated Marketing Communication
- FIN 617: Financial Management II
- MIS 691: Business Intelligence

Note: This report was prepared based on information for 80% of graduates from the class of 2018. The salary data is based on information obtained from 87.5% of the graduates who were hired into a new position.
The SDSU Master of Science in Accountancy (MSA) program prepares students to meet the challenges and demands of careers in professional accountancy and meets the requirements for the CPA exam in California and most other states.

The MSA allows students to deeply explore accounting practice areas of their professional interest. Students pursue one of the three MSA specializations (Accounting Information Systems, Financial Reporting, Taxation), by selecting a customized set of courses to meet specific professional needs and goals. Small class sizes enable students to connect with faculty and draw on the resources of the Charles W. Lamden School of Accountancy community.

Core Courses (15 Units)
- ACCTG 620: Financial Measurement and Reporting
- ACCTG 621: Accounting Information Systems
- ACCTG 624: Tax for Managers
- ACCTG 625: Managerial and Financial Reporting and Analysis
- ACCTG 626: Assurance and Auditing Services

Students with an undergraduate degree in accounting will have likely completed equivalent courses. Only three core accountancy courses (9 units) may be included as part of the MSA program of study.

Electives/Specializations (30+ Units)
Official Programs of Study (POS) are determined by an MSA Adviser. Specializations include:
- Accounting Information Systems
- Financial Reporting
- Taxation

Business Prerequisites (15 Units)
- BA 623: Statistical Analysis
- BA 624: Organizational Behavior and Leadership
- BA 625: Financial and Management Accounting
- BA 626: Business Economics
- BA 629: Financial Management

Students with an undergraduate degree in business from an AACSB accredited university in the United States of America will have likely satisfied this entire set of prerequisites.
The SDSU Master of Science in Accountancy (MSA) program prepares students to meet the challenges and demands of careers in professional accountancy and meets the requirements for the CPA exam in California and most other states. The MSA allows students to deeply explore accounting practice areas of their professional interest. Students pursue one of the three MSA specializations (Accounting Information Systems, Financial Reporting, Taxation), by selecting a customized set of courses to meet specific professional needs and goals. Small class sizes enable students to connect with faculty and draw on the resources of the Charles W. Lamden School of Accountancy community.

With completion of undergraduate core course equivalents, up to seven core/prerequisite courses may potentially be waived.

### Business Prerequisites
- BA 623: Statistical Analysis
- BA 624: Organizational Behavior and Leadership
- BA 625: Financial and Management Accounting
- BA 626: Business Economics
- BA 629: Financial Management

Students with an undergraduate degree in business from an AACSB accredited university in the United States of America will have likely satisfied this entire set of prerequisites.

### 2018 Admits
- Avg. GMAT: 3.24
- Avg. GPA: 48%

### Accepted Bachelor's Degree Fields
- 10 Courses
- 7 Specializations
- 1 Culminating Core Courses

**Core Courses**
- ACCTG 620: Financial Measurement and Reporting
- ACCTG 621: Accounting Information Systems
- ACCTG 624: Tax for Managers
- ACCTG 625: Managerial and Financial Reporting and Analysis
- ACCTG 626: Assurance and Auditing Services

Students with an undergraduate degree in accounting will have likely completed equivalent courses. Only three core accountancy courses (9 units) may be included as part of the MSA program of study.

### Electives/Specializations
- 30+ units
- Official Programs of Study (POS) are determined by an MSA Adviser
- Specializations include:
  - Accounting Information Systems
  - Financial Reporting
  - Taxation

### Employment Profiles
- 93% HIRED or PROMOTED within six months of graduation
- 90% at graduation

**Who Hires our Graduates?**
- KPMG
- PwC
- Deloitte
- EY
- Amazon / Abbott / Laboratories / BDO USA / Considine & Considine
- Frank, Rimerman + Co. / Grant Thornton / Intuit / Lindsay & Brownell
- Morgan Stanley / Moss Adams LLP / NuVasive, Inc. / RSM International / San Diego Gas & Electric / ServiceNow / UCSD Health

**Mean Salary**
- $62,571

**By Industry**
- ACCOUNTING 78.6%
- CONSULTING 14.2%
- FINANCE, INFORMATION SYS. 3.6% EA

**By Professional Function**
- BIOTECH 19.2%
- CONSULTING 19.2%
- FINANCIAL SERVICES 19.2%
- TECHNOLOGY 11.5%
- HEALTHCARE, NONPROFIT, PHARMA, RESEARCH & PRODUCTS 3.9% EA
- OTHER 19.2%

Note: This report was prepared based on information for 80% of graduates from the class of 2018. The salary data is based on information obtained from 87.5% of the graduates who were hired into a new position.
The MSIS degree prepares you for a leadership career in information systems. The job of the IS professional is to understand and improve the ways organizations derive value from information. IS professionals have a variety of roles and responsibilities. Business leaders (including Chief Information Officers) focus on ways to nurture and exploit information assets to gain competitive advantage in their industries. Technical practitioners focus on the specification, development, and deployment of new information-related capabilities.

**MSIS REQUIRED (18 UNITS)**

Select three IS Technology courses from below:

- MIS 686: Enterprise Data Management
- MIS 687: Business Data Communications
- MIS 691: Decision Support Systems
- MIS 695: Business Systems Analysis and Design
- MIS 697: Project Planning and Development
- MIS 752: Seminar in Supply Chain & Enterprise Resource Planning

Select three IS Management & Analytics courses from below:

- MIS 688: Information Systems and Strategies in Organizations
- MIS 748: Seminar in Applied Multivariate Analytics
- MIS 749: Business Analytics
- MIS 750: Strategic Project Management
- BA 623: Statistical Analysis

**Course Waivers**

With completion of undergraduate prerequisite course equivalents, up to three prerequisite courses may potentially be waived.

**TIME TO COMPLETE**

- **1.5-2YRS** Full-Time
- **2.5-3YRS** Part-Time

**CAREER TRACK (9 UNITS)**

Career options with an MSIS degree may include:

- Business Analytics
- Information Entrepreneurship
- Project Management
- Supply Chain Management
- Systems Analysis and Design

**CULMINATING EXPERIENCE (3 UNITS)**

Students have the option of completing a thesis or a course in directed readings (MIS 790).
The MSIS degree prepares you for a leadership career in information systems. The job of the IS professional is to understand and improve the ways organizations derive value from information. IS professionals have a variety of roles and responsibilities. Business leaders (including Chief Information Officers) focus on ways to nurture and exploit information assets to gain competitive advantage in their industries. Technical practitioners focus on the specification, development, and deployment of new information-related capabilities.

With completion of undergraduate prerequisite course equivalents, up to three prerequisite courses may potentially be waived.

**MSIS Required (18 units)**

Select three IS Technology courses from below:

- MIS 686: Enterprise Data Management
- MIS 687: Business Data Communications
- MIS 691: Decision Support Systems
- MIS 695: Business Systems Analysis and Design
- MIS 697: Project Planning and Development
- MIS 752: Seminar in Supply Chain & Enterprise Resource Planning

**Domestic/International Male/Female**

**604**

Information Systems (MSIS)

<table>
<thead>
<tr>
<th>Average Age</th>
<th>Average GPA</th>
<th>Average Work Experience</th>
<th>Bachelor's Degree Fields</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>3.51</td>
<td>2.5-3 yrs</td>
<td>Humanities &amp; Social Sciences, Science, Engineering, Economics, Business</td>
</tr>
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</table>

**2018 Admits**

Course Waivers Units

**Employment Profiles**

By Industry

- Technology 34.2%
- Financial Services 13.2%
- Healthcare 11.8%
- Consulting 10.5%
- Manufacturing 6.6%
- Government 4.1%
- Media/Entmt., Nonprofit, Pharma/Biotech/Transport/Logistics 2.8% ea.
- Energy, Insurance, Retail 1.3% ea.

By Professional Function

- Information Systems Technology 36%
- Enterprise Computing & Data Management 12.5%
- Project Management 9.7%
- Data Analytics 6.9%
- Business Intelligence 5.6%
- Systems Dev., Cyber Security 4.2%
- Consultant, Mktng./Sales, Srw. Dev. 1.4%

**Other 18.1%**

**Other 5.3%**

Note: This report was prepared based on information obtained on 96.2% of all graduates from December 2012 to May 2018. Of the graduates who were hired or promoted to a new position, 53.6% provided their salaries, which are the basis for the mean salary figures listed here. Only U.S. salaries are included.

**$79,933 Mean Salary**

Who Hires our Graduates?


By Industry

1.25% Northeastern USA

1.25% Western USA

1.25% Midwestern USA

1.25% Southern USA
Cybersecurity vulnerabilities represent a significant risk to business and society at large. This creates a need for business professionals who understand business and cybersecurity.

The purpose of the Master of Science in Cybersecurity Management (MSCM) degree is to equip business professionals with the current knowledge and technical skills needed to develop organizational cybersecurity plans and risk management strategies, as well as managing the execution of those strategies. Additionally, the program targets cybersecurity technology professionals interested in advancing their careers into management.

MSCM students will prepare for career paths leading to positions such as cybersecurity manager, Certified Information Systems Auditor (CISA), Cyber Security Analyst, Chief Information Security Officer (CISO), and positions related to the Control Objectives for Information Technology (COBIT) framework. This degree will also be useful to managers needing to expand their understanding of cybersecurity so they can lead initiatives addressing issues such as the California Privacy Act of 2018 (effective in 2020), the European Union General Data Protection Regulation (GDPR), Risk Management, and Sarbanes Oxley.

<table>
<thead>
<tr>
<th>Units</th>
<th>Courses</th>
<th>Course Waivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>30</td>
<td>10</td>
<td>3</td>
</tr>
</tbody>
</table>

**PREREQUISITES (9 UNITS)**
- BA 623: Statistical Analysis
- BA 625: Financial and Management Accounting
- MIS 515: Object-Oriented Programming for Business Applications

**CORE (21 UNITS)**
- ACCTG 621: Accounting Information Systems
- ACCTG 673: Accounting Information Systems (AIS) Development
- ACCTG 675: Seminar in Accounting Information Systems Audit and Control
- MIS 585: Fundamentals of Cybersecurity Management
- MIS 620: Electronic Business and Big Data Infrastructures
- MIS 687: Secure Enterprise Networking & Mobile Technologies

**ELECTIVES (6 UNITS)**
- ACCTG 505: Fraud Examination
- ACCTG 729: Current Issues in Accounting Practices [Forensic Accounting]
- HSEC 690: [Fall] Cyber Warfare & Cyber Terrorism
- HSEC 690: [Spring] Critical Infrastructure Protection and Cyber Crime

**CULMINATING (3 UNITS)**
- MIS 790: Directed Readings in Information Systems Analysis and Design
- MIS 749: Business Analytics
- MIS 799A: Thesis

With completion of undergraduate prerequisite course equivalents, up to three prerequisite courses may potentially be waived.
GLOBAL BUSINESS DEVELOPMENT (MSGBD)
New for Fall 2021, Pending Final Approval

Increasing global competition requires both large and small companies to be both proactive and entrepreneurial in generating new business. This presents a need for professionals with competencies in hard data analysis and soft skills capable of identifying and developing new opportunities in foreign markets.

The Master of Science Degree in Global Business Development (MSGBD) is intended for those who seek to establish or accelerate a career in international business with an emphasis on global sales and business development. The program is designed to equip graduates with a solid understanding of the global business environment, a specialized skillset related to international sales and the ability to deliver data-driven solutions designed to grow business internationally.

MSGBD graduates are expected to pursue careers in the area of international business development, sales and key account management. Additionally, the entrepreneurial perspective cultivated in the program will also position candidates to start businesses focused on foreign markets. The program requires the students to engage in an international consulting project that takes place, in part, abroad.

**PREREQUISITES (21 UNITS)**
- BA 624: Organizational Behavior and Leadership
- BA 625: Financial and Management Accounting
- BA 626: Business Economics
- BA 627: Marketing
- BA 628: Operations and Supply Chain Management
- BA 629: Financial Management

**BUSINESS FOUNDATION (6 UNITS)**
- BA 623: Statistical Analysis
- BA 630: Business Strategy

**INTERNATIONAL BUSINESS FOUNDATION (6 UNITS)**
- MGT 710: Seminar in World Business Environment
- FIN 654: Seminar in International Business Finance

**INTERNATIONAL BUSINESS DEVELOPMENT (12 UNITS)**
- MGT 748: International Entrepreneurship & Business Development
- MKTG 763: Seminar in Sales Management
- MKTG 767: Sales and Marketing Analytics
- MKTG 769: Seminar in International Marketing

**ELECTIVES (3 UNITS)**
- MIS 753: Global Supply Chain Management
- MIS 697: Project Planning and Development
- FIN 659: Decision Making in the World Economy
- MKTG 772: Strategic Brand Management
- JMS 574: International Advertising

**INTERNATIONAL BUSINESS DEVELOPMENT CAPSTONE (3 UNITS)**
- BA 794: International Business Development Practicum

**TIME TO COMPLETE**
- **1 YR** Full-Time
- **2-3 YRS** Part-Time

**Course Waivers**
With completion of undergraduate prerequisite course equivalents, up to six prerequisite courses may potentially be waived.

---

MSGBD Advising
EBA-448 619-594-8073 business.sdsu.edu/msgbd
The goal of this program is to provide the educational background for graduates to give professional financial planning services at the highest level possible. This program provides the academic background students need to pass the examinations for the Certified Financial Planner (CFP) certification, and much of the background for the CFA and Enrolled Agent professional designations. Typical length of time to complete the program is 1 to 2 years for full-time students and 2 to 3 years for part-time students.

### Course Waivers

With completion of undergraduate prerequisite course equivalents, up to six prerequisite courses may potentially be waived.

### Required Courses (18 Units)

- FIN 522: Individual Insurance Management
- FIN 585: Seminar in Estate Planning
- FIN 589: Personal Financial Planning
- FIN 590: Financial Planning Practicum
- FIN 651: Sem. in Investments
- ACCT 503: Federal Taxation of Individuals

### Electives (12 Units)

- FIN 652: Sem. in Securities Analysis and Portfolio Mgmt.
- ACCT 655: Tax Planning for Individuals
- FIN 659: Decision Making in a World Economy
- FIN 642: Financial Risk Management
- FIN 783: Seminar in Real Estate Investment and Development or FIN 784: Seminar in Real Estate Finance and Valuation
- ACCT 650: Accounting Research & Communications or ACCT 656: Multijurisdictional Taxation
- ACCT 503: Federal Taxation of Individuals

### Business Prerequisites (18 Units)

- ECON 101: Micro Economics
- ECON 102: Macro Economics
- ECON 201: Statistical Methods or STAT 119: Elementary Stats for Business
- ECON 320: Intermediate Economic Theory or ECON 422: Business Cycles or FIN 659: Decision Making in World Economy
- BA 629: Financial Mgmt. or BA 323: Fundamentals of Fin.
- FIN 240: Legal Environment of Business or FIN 604: Legal Environment for Executives

### Units

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<thead>
<tr>
<th>Units</th>
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<tbody>
<tr>
<td>30</td>
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### Courses

<table>
<thead>
<tr>
<th>Courses</th>
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<tbody>
<tr>
<td>6 Core</td>
</tr>
<tr>
<td>4 Electives</td>
</tr>
</tbody>
</table>

### Time to Complete

<table>
<thead>
<tr>
<th>Time to Complete</th>
<th>Full-Time</th>
<th>Part-Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-2 YRS</td>
<td>2-3 YRS</td>
<td></td>
</tr>
</tbody>
</table>

### Bachelor’s Degree Fields

- **71%** Business
- **29%** Economics
- **0%** Engineering
- **0%** Science
- **0%** Humanities & Social Sciences

### Average Age

- **29**

### Average Work Exp.

- **5YRS**

### Average GMAT

- **3.23**

### Average GPA

- **47%**

### Accepted Bachelor’s Degree Fields

- **556**

### Domestic/International

- **86**

### Female/Male

- **14**

### MSBA-FTP Advising

<table>
<thead>
<tr>
<th>EBA-448</th>
<th>619-594-8073</th>
<th>business.sdsu.edu/msba-ftp</th>
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</thead>
</table>

San Diego State University
Fowler College of Business

Financial & Tax Planning (MSBA-FTP)

2018 Admits
## JURIS DOCTOR (MBA/JD)

Concurrent program to earn an MBA and a JD is offered through SDSU’s partnership with California Western School of Law (CWSL). This concurrent degree program is designed for students interested in working in fields where law and business converge. Students are expected to apply first to the law program and then apply to the SDSU MBA program during their first year of law school. The MBA classes will be taken at SDSU’s Fowler College of Business and the 77 JD units will be taken at CWSL. Each institution grants credit for up to 12 units taken at the other institution thus reducing the total amount of units needed to complete both degrees. Students can expect to complete the joint MBA/JD in four years. The courses in year one will be taken at CWSL. Courses in year two at SDSU.

### MBA/JD Advising

MBA/JD Advising

EBA-448  619-594-8073  business.sdsu.edu/mba-jd

### Concurrent Program Requirements

- **Units:** 110
- **Courses:** 11+
- **Course Waivers:** 2

#### MBA Core Courses (21 Units)
- BA 623: Statistical Analysis
- BA 624: Organizational Behavior and Leadership
- BA 625: Financial and Management Accounting
- BA 626: Business Economics
- BA 627: Marketing
- BA 628: Operations and Supply Chain Management
- BA 629: Financial Mgmt.

#### Business Electives (6 Units)
Include graduate-level business courses in accounting, information systems, finance, marketing, and management. Students who waive 2 core classes must take an additional 3 units of electives.

#### Business Strategy (3 Units)
- BA 630: Business Strategy

#### Culminating Experience (3 Units)
Students have the option of completing a thesis or engaging in a business consulting project. Those who wish to partake in the consulting project work on a real-world business challenge for an established company within a group of approximately 4 – 5 students and a faculty advisor.

Please refer to law school’s website for admission and degree requirements.

*Based upon all M.B.A. admits*
LATIN AMERICAN STUDIES (MBA/MA)

SDSU’s Fowler College of Business and Center for Latin American Studies offer a three-year full-time concurrent program of study leading to a Master of Business Administration and a Master of Arts in Latin American Studies (MBA/MA LAS). The objective of the concurrent program is to offer preparation in the fields of business administration and Latin American studies for the purpose of providing the knowledge and skills necessary to promote and engage in business relationships with the Latin American community in Latin America or in the United States.

### MBA Core (21 Units)
- BA 623: Statistical Analysis
- BA 624: Organizational Behavior and Leadership
- BA 625: Financial and Management Accounting
- BA 626: Business Economics
- BA 627: Marketing
- BA 628: Operations and Supply Chain Management
- BA 629: Financial Mgmt.

### Business Strategy (3 Units)
- BA 630: Business Strategy

### Business Required (15 Units)
- FIN 654: Seminar in Int’l Business Finance
- MGT 710: Seminar in World Business Environment
- MGT 723: Seminar in Int’l Strategic Management
- MGT 745: Sem. in Corporate Innovation and Entr.
- MKTG 769: Seminar in International Marketing

### Latin American (24 Units)
- LATAM 600: Introduction to Latin American Studies
- LATAM 601: Seminar on Methodology of Latin American Studies
- 6 pre-approved graduate courses from the following departments (18 units): Latin American Studies, Anthropology, Economics, History, Journalism & Media Studies, Political Science, Portuguese, Sociology, Spanish

### Course Waivers
- With a bachelor’s degree in a business-related field, one core course may potentially be waived. Students may sit for a challenge exam to waive one additional core course.

### Time to Complete
- **3 YRS** Full-Time
- **N/A** Part-Time

### Culminating Experience (6 Units)
- MGT 797: Research
- BA 799A: Thesis

The thesis in business administration will treat a Latin American topic and will be supervised by a business faculty member with int’l. business expertise, and at least one faculty member from the Latin American Studies program.

*Based on all M.B.A. admits
ADVANCED CERTIFICATES

DATA ANALYTICS New for Fall 2020

The advanced certificate is intended for students who wish to gain in-depth, hands-on knowledge in data analysis, interpretation, and management. This program is designed to develop the knowledge and skills necessary to inform organizational decision making through analyzing data, including unstructured data, using a variety of programming and statistical analysis tools. The goal of the program is to help prepare current or aspiring business analysts to succeed in areas such as government agencies, graduate degree programs, military, or private industry.

**REQUIRED COURSES (6 UNITS)**
- BA 623: Statistical Analysis
- MIS 749: Business Analytics

**ELECTIVES (6 UNITS)**
- MIS 620: Electronic Business and Big Data Infrastructures
- MIS 691: Decision Support Systems
- MIS 748: Sem. in Applied Multivariate Analytics

**EXECUTIVE FINANCIAL PLANNER**

The goal of the Executive Financial Planner Advanced Certificate program is to enable experienced financial services professionals to understand the content material of financial planning with the goal of providing advice based solely on the interests of their clients.

**REQUIRED COURSES (18 UNITS)**
- ACCT 503: Federal Taxation of Individuals
- FIN 522: Individual Insurance Management
- FIN 657: Financial and Retirement Planning
- FIN 705: Seminar in Estate Planning
- FIN 651: Seminar in Investments
- FIN 590: Financial Planning Practicum

**TAXATION**

The advanced certificate provides in-depth knowledge in taxation. This program is designed to develop the knowledge and skills necessary to handle a variety of federal, international, local, and state tax issues. The goal of the program is to prepare current or aspiring accounting professionals for careers as tax professionals in public accounting, private industry, and government agencies. The advanced certificate is also relevant for individuals aspiring to become a Certified Public Accountant (CPA) or Enrolled Agent (EA).

**REQUIRED COURSES (9 UNITS)**
- ACCTG 650: Accounting Research and Communication
- ACCTG 651: Seminar in Corporate Tax
- ACCTG 654: Seminar in Partnership Taxation

**ELECTIVES (3 UNITS)**
- ACCTG 655: Tax Planning for Individuals
- ACCTG 656: Multijurisdictional Tax
- ACCTG 657: Accounting for Income Taxes
The Career Management Center aims to empower SDSU Fowler College of Business students to identify and attain successful and fulfilling careers by offering business-focused resources and experiences to help them succeed. The Career Management Center collaborates with employers to build a presence on campus and facilitate connections with Fowler students and alumni.

### Employer & Alumni Connections
- Employer Information Sessions
- Employer Coffee Hours
- Online Job/Internship Postings
- Guest Speakers
- Industry Showcase Panels
- Career Fairs
- Receptions
- Aztec Mentor Program

### 1-on-1 Career Advising & Programming
- Expert Guest Speakers
- Career Development Workshops
- Resume and Cover Letter Critiques
- Internship and Job Search Strategies
- Practice Interviews
- LinkedIn Profile Development
- Networking Tactics
- Career and Industry Exploration
- Goal Development

Career Management Center

EBA-336  619-594-3950  business.sdsu.edu/career
Career and professional development webinars

Blackboard
Career Management Center handouts, samples, worksheets, and webinars

CliftonStrengths®
Gallup’s tool to discover your talents, and how to use them to achieve professional success

GoinGlobal
World-wide job and internship listings, industry profiles, and country-specific career information

Vault
Comprehensive career path, industry, and salary information

Resources & Tools

MBA CONSULTING PROGRAM PROJECT SPONSORS
Spring 2017-2019

- Balfour Beatty Construction
- Becton, Dickinson & Company
- Connect
- Cubic Transportation Systems
- Evan’s Hotels
- Harrah’s
- General Atomics
- Herbalife
- Karma Connected
- Lancer Corporation
- Microsoft
- OptiFuse
- Population Connection
- Primo Wind
- Qualcomm
- Red Door Interactive
- ResMed Corporation
- San Diego Natural History Museum
- Semantic Research
- Thermo Fisher Scientific
- ViaSat, Inc.
Scholarships and financial aid are available to all eligible students. In fact, a substantial portion of the funds from the Professional Business Graduate Fee generated by all California State University schools goes toward financial aid and scholarship programs for SDSU’s graduate business students.

**Grants**

Grants are generally given to students based on financial need and do not need to be repaid. Most grants are available through the federal/state government, universities or through private or non-profit organizations. Federal Pell Grants are one of the best-known federal grant programs.

**Work Study**

The Federal Work Study (FWS) Program is a part-time employment program designed to help students meet the cost of attendance. Certain campus jobs are only available to students who qualify for Work Study. Eligibility for the program is determined as part of your financial aid application.

**Loans**

SDSU graduate students may apply for several types of federal loans (unsubsidized, Grad Plus or Parent Plus), a Federal Perkins Loan or a private loan. Loans through the federal government generally have the lowest interest rates and the best terms, however, alternative private loans are available for those who are not eligible for financial aid or who have exhausted their federal loan eligibility.
SCHOLARSHIPS

All students, regardless of grade point average, financial need, major or nationality are encouraged to apply for all scholarships for which they are eligible. Please note, scholarships are subject to state and federal laws that may impact your financial aid package.

SDSU Administered Scholarships

To find and apply for SDSU administered scholarships, go to sdsu.edu/scholarships. At this site you can learn about eligibility, application information and the selection process.

External Scholarships

External scholarships are offered through non-profit organizations, businesses, foundations, municipalities, academic societies and many other sources. If a scholarship is secured through a source external to SDSU, students may need to notify the SDSU Office of Financial Aid & Scholarships for information about how to transfer the funds to the university.

Veterans

There are numerous options for SDSU graduate business students - both active military and veterans of the U.S. armed forces - for scholarships, financial aid and loan deferment programs. For more information, please contact:

The Joan and Art Barron Veterans Center
📍 SSW 1661  📞 619-594-5813  ✉️ veterans@sdsu.edu  🌐 sdsu.edu/veterans

For current tuition & fees visit admissions.sdsu.edu
APPLICATION CHECKLIST

Have the following items on hand before you begin your application:

- **Social Security Number**
  Have your social security number ready, if you have one.

- **Citizenship Status**

- **Credit Card**
  Application fees are due at the time of submission and are paid by credit card.

- **Annual Income**
**STEPS TO APPLY**

1. **Cal State Apply**
   - Apply to San Diego State University via Cal State Apply by March 1 for fall enrollment or November 1 for spring enrollment.
   - [CALSTATE.EDU/APPLY](CALSTATE.EDU/APPLY)

2. **SDSU WebPortal**
   - Within two weeks of submitting your Cal State Apply application, you will receive an email from SDSU that includes your RedID number, which is your SDSU student identification number. Use this number to create your SDSU WebPortal account.
   - [SDSU.EDU/WEBPORTAL](SDSU.EDU/WEBPORTAL)

3. **Submit Documents**
   - Submit official transcripts via email or in sealed envelopes (issued by the school) from all post-secondary schools attended.
   - [GRADUATE ADMISSIONS](GRADUATE ADMISSIONS)
     - San Diego State University
     - 5500 Campanile Drive
     - San Diego, CA 92182-7416
     - Email: transcriptsforsdsu@sdsu.edu

4. **Submit Test Scores**
   - For Spring and Fall 2021, the GMAT and GRE exams are not required and scores will not be considered in the admissions process.

5. **Submit Program Documents**
   - Upload program application materials (resume, letter(s) of recommendation, and statement of purpose) to Interfolio by April 1 for fall enrollment or November 15 for spring enrollment.
   - [ACCOUNT.INTERFOLIO.COM/SSO](ACCOUNT.INTERFOLIO.COM/SSO)
APPLICATION FAQS

What are the minimum GPA Requirements to apply?

Domestic Applicants
Cumulative GPA of 2.85/4.0

If your cumulative GPA is not 2.85, then graduate admissions will calculate your last 60 semester units or last 90 quarter units GPA.

International Applicants
Cumulative GPA of 3.0/4.0

Do you offer a waiver for the GMAT or GRE?
For Spring and Fall 2021, the GMAT and GRE exams are not required and scores will not be considered in the admissions process.

Should I take the TOEFL or IELTS? What is the minimum score required?
If your bachelor’s degree was not taught principally in English, then you must demonstrate competency in English by taking either the TOEFL or IELTS. If you choose to take the internet based TOEFL, you must score a minimum of 80. If you choose to take the IELTS, then you must score a minimum of 6.5.

How long are my test scores valid?
GMAT/GRE: Only exams taken in the last 5 years prior to application.
TOEFL/IELTS: Only exams taken in the last 2 years prior to application.

Who should write my letter(s) of recommendation?
Your recommenders can be any academic or professional reference who can speak to your ability to be successful in the program.

How do I submit my letter(s) of recommendation?
The process for submitting letters is integrated into the program application. Once you have created an account on Interfolio, you will be able to generate a request for recommendation which will be sent to the recommender(s) of your choice. The recommender’s name and e-mail address are required. No paper or emailed letters of recommendation will be accepted or reviewed. Two letters of recommendation are required for the MBA program.
Do students have to choose a concentration, specialization or track?

MBA students may pursue a specialization but are not required to do so. MSA students must choose one of the tracks and work with their faculty advisor to develop a program of study under the chosen track. MSIS students may choose one of the tracks and work with their faculty advisor to develop a program of study under the chosen track.

Does SDSU require applicants to have work experience before applying?

SDSU does not require applicants to have work experience before they apply. However, at least two years of professional work experience will make your application more competitive. Graduate business studies are enhanced for students who have real-world experiences to apply course concepts to.

Does SDSU conduct admission interviews?

No. SDSU does not interview prospective students for any of our graduate business programs, except for the Sports Business MBA programs.

What do I write in my Statement of Purpose?

Please upload a document that addresses the following question: Based on your current career goals, how will a Graduate Business Degree from San Diego State University help you to achieve these? (max 500 words). If you have concerns about your prior academic work or any extenuating circumstances that you would like the Admission Committee to be aware of, you may submit an Optional Essay in which you may explain these concerns (max 250 words).
We invite you to join in on our legacy of producing prominent ethical-minded business leaders.

Start your journey with us today at business.sdsu.edu/grad
ATTEND AN INFO SESSION
Register today: business.sdsu.edu/grad/info-session

ATTEND A GRADUATE CLASS
Email us: gradbusiness@sdsu.edu

REACH OUR ADMISSIONS TEAM
Phone: (619) 594-8073

APPLY TO THE UNIVERSITY
by March 1st for Fall, by November 1st for Spring