

Graduate Degree Programs

MSGBD Program

Overview

The Master of Science Degree in Global Business Development (MSGBD) is a one-year long program, 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 graduates gain a solid understanding of the global business environment, a specialized skillset related to international sales, entrepreneurial mindset and the ability to deliver data-driven solutions to grow business internationally. Designed for a maximum exposure to business development practices in various industry sectors, the program is heavily project-focused. Throughout the course of the program, students obtain real-world, hands-on knowledge by engaging in three semester-long consulting projects and sharpen analytical skills by learning from over 30 case studies.

Core Business Prerequisite Courses

Students complete the following prerequisite courses as part of the MSGBD program. If you have taken these courses before at an AACSB accredited school and earned a B or better in the last seven years, you may be able to waive these courses with the approval of your advisor.

BA 640 Financial Reporting and Analysis

BA 642 Statistical Analysis

BA 645: Marketing

BA 674: Financial Management

BA 673: Organizational Behavior

Required Classes

Business Foundation

BA 672: Managerial Marketing
BA 676: Strategic Thinking

International Business Foundation

MGT 710: Seminar in World Business Environment
FIN 654: Seminar in International Business Finance

International Business Development

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

Students select three units from the following courses:

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 (Culminating Experience)

BA 794 International Business Development Practicum

Professional Standards

The university is committed to maintaining a safe and healthy living and learning environment for students, faculty, and staff. Each member of the campus community should choose behaviors that contribute toward this end. Students are expected to be good citizens and to engage in responsible behaviors that reflect well upon their university, to be civil to one another and to others in the campus community, and contribute positively to student and university life.

Academic Requirements

Student Standing

- **Conditionally Classified:** students admitted conditionally have not met all university or department requirements for admission – this is often due to GPA requirements. Conditionally admitted students are usually required to obtain a certain GPA during their first several semesters of attendance. The specific conditions, and the allotted time period for completing them, are set by the Graduate Business Programs Office. Upon completion of your condition, the Graduate Business Advisor monitors your progress and will request your change of status for you.
- **Classified:** students admitted as Classified have met all university and department requirements upon admission.
- **Advanced to Candidacy:** For the Master of Business Administration, a student may be advanced to candidacy after completing at least 12 units of coursework listed on the official program of study with a minimum grade point average of 3.0.

Program of Study: Students' official program of study is documented in their online degree evaluation available on the student's my.SDSU page. This is a personalized status report of their progress toward completing graduation requirements. Students' program of study is specific to the bulletin for their semester of admission.

It is the student's responsibility to complete all courses listed on the official program of study with a grade of C (2.0) or better. A course cannot be deleted from an official program of study after it has been completed. This includes courses for which grades of "Incomplete" or Report in Progress" have been entered.

Unit Requirements:

- Credit earned by correspondence or by examination is not acceptable for advanced degree programs. Courses applied toward one advanced degree may not be used to fulfill the requirements of another advanced degree. Courses designated undergraduate level cannot be used towards an advanced degree. Coursework completed prior to earning a baccalaureate degree is not applicable toward any future graduate degree except under policy for concurrent master's degree credit. Acceptable transfer coursework must be taken at an institution accredited by a regional accrediting association.:
- MSGBD: A minimum of 30 approved units to include at least 21 units of 600 and 700 numbered courses.

Grades: No course in which a final grade below "C" (2.0) was earned may be used to satisfy the requirements for an advanced degree. No 500-, 600-, or 700-numbered courses graded Credit/No Credit except those offered for Credit/No Credit only are acceptable for a master's degree program. Grade point averages of at least 3.0 **(B)** must be maintained in:

1. All courses listed on the official degree program.
2. A graduate student must maintain a 3.0 or higher cumulative grade point average for work attempted at San Diego State University.

Degree Audit

The Degree Evaluation (also called the degree audit report) is a resource for students and advisors to track student requirements, also known as your Program of Study, toward graduation. It includes course, GPA, and advancement to candidacy requirements. Students should check their degree evaluation at least once a semester to ensure that the program of study courses they are taking are reflected.