

# **TSU MBA**

**The Right Choice.**

**The Right Investment.**

Finding the right MBA program is crucial to meeting your professional goals. The TSU MBA is the right degree for you. Consider these facts about our program as you weigh your options.

### **Academic Quality**

Accredited by the AACSB, the most prestigious international accrediting body for business schools.

### **Accessible**

The campus is located in the heart of Nashville's downtown commercial district.

### **Affordable**

Tuition is competitively priced with a variety of payment options.

### **Accommodating**

A program designed for both full-time and part-time non-traditional students and working professionals. All classes in the program are offered in the evening.

## **Faculty Profile**

Adding to the quality of the MBA program is a dedicated faculty with outstanding credentials in teaching, research and business. One hundred percent of the faculty has doctorate degrees from a broad range of leading universities in the US and Canada. Students benefit from a faculty dedicated to their fields of study and willing to work with students both inside and outside the classroom. Because of small class sizes, MBA candidates have the opportunity to question, explore and discuss subject matter in great detail in a professional setting.

## **Campus Profile**

All MBA classes are held on the Avon Williams Campus in downtown Nashville. The campus boasts a modern business library with a collection of books, bound periodicals, microfilm, microfiche and over 1,200 periodical subscriptions. CD-Rom databases include Standard Tax Reporter, Compact Disclosure and INFOTRAC Business Collection, and reference services include Moody, Standard and Poor, Value Line and McMillan.

The newly renovated campus offers state-of-the-art classrooms that can display computer generated notes or graphics and information from the Internet. Additionally, two computer laboratories are open during convenient hours for students, a trading room provides immediate access to market analysis and complete teleconferencing capability is available for use in courses and student investment projects.

## **Student Profile**

Your peers in the program may be a part of the local business scene or they come to the program on a full-time basis. Students attend the program from all regions of the U.S., as well as Asia, Africa, Europe, and Latin America. You can be assured that classroom activities are enriched by a wonderful diversity in cultural and professional experiences. Because fewer than 100 students are admitted to the program annually, students have close interaction with one another and constant access to faculty and staff.

## **Board of Advisors**

We are proud of the support and cooperation from our Board of Advisors which currently includes members from the following companies:

Bridgestone Firestone, Dell Computer, Sun Trust Bank, KPMG, AmSouth Bank, Caterpillar Financial Services, O'Charley's Inc., Gen Cap America, Haverty's Furniture, Citizens Bank and the Nashville Area Chamber of Commerce

## Concentrations

- Accounting
- Management of Information Systems
- Finance
- Supply Chain Management

## MBA Program

The TSU MBA curriculum is a broad-based management education that provides you with the knowledge and skills to assume leadership positions in public and private companies. The program is accredited by the AACSB International (American Assembly of Collegiate Schools of Business) a distinction held by less than a quarter of the nation's business schools. The MBA program consists of 12 courses for 36 hours of credit. If your undergraduate degree is not in business, you will need to take foundation courses prior to beginning your graduate course work. They may include the foundation courses listed below.

<b>Foundation Courses</b>	<b>Hours</b>
Accounting Principles	4
Information Systems & Statistics	4
Economics Principles & Business Finance	4
Management & Marketing Principles	4
Legal Environment of Business	3
Calculus (May be waived)	3

The program course requirements are as follows:

<b>MBA Core Courses</b>	<b>Hours</b>
Managerial Accounting/Controllershship	3
Management & Evaluation of Information Systems	3
Statistical Decision Making	3
Managerial Economics	3
Managerial Finance	3
Behavior in Organizations	3
Operations Management	3
Business Strategy & the Economic Environment	3
Marketing Management	3
<b>Elective Requirements in Concentration</b>	<b>9</b>
Total Semester Hours	36

## Expenses

The MBA program is affordable for both in-state and out-of-state students. For current fee information visit the TSU website at [www.tnstate.edu/bursar/fees.html](http://www.tnstate.edu/bursar/fees.html).

## Admissions

To apply for admission to the program, you must submit a graduate school application to the address below:

The School of Graduate Studies and Research  
Tennessee State University  
Merritt Blvd.  
37209

3500 John  
Nashville, TN

To obtain an application via the web visit the university's website at [www.tnstate.edu/grad/application.pdf](http://www.tnstate.edu/grad/application.pdf)

### General Admission Requirements

- An application for admission on the approved application form (paper-based or on-line) accompanied by a \$25 non-refundable application fee.
- A baccalaureate or post-baccalaureate degree from an accredited college or university which offers programs that are prerequisites for the degree program at Tennessee State University.
- Official transcripts from all colleges or universities previously attended, indicating the year in which the Bachelor's degree was awarded.
- GMAT Test scores not more than six (6) years old must be submitted to TSU from the testing service.

### Deadlines

To ensure consideration for admission to the Graduate School, the application and other required documents must be postmarked by these priority deadlines:

July 1	Fall Admission
November 1	Spring Admission
April 1	Summer Admission

## International Students

In addition to other requirements, international students must meet the following requirements:

- Certificates of proficiency in English or minimum score of 500 (Paper Test) or 173 (Computer Test) on the Test of English as a Foreign Language (TOEFL). The Educational Testing Service (ETS) should send test results directly to the Graduate School. If the applicant has a bachelor's degree from a U.S. institution, or from a country whose official language is English, TOEFL scores are not required.
- International applicants must submit official transcripts or authorized school records with a listing of courses and grades received; applicants must furnish transcript(s) evaluated by an international educational credential agency.
- Applicants must also certify that financial arrangements for support have been made.
- All international students applying for admission who have a student visa shall submit a certificate from a licensed physician or the qualified medical authority verifying freedom from tuberculosis within thirty (30) days from the first day of classes. Failure to submit such certificate shall result in denial of further enrollment or admission.
- After admission, copies of Visa or Alien Registration card must be submitted before student may enroll.

## Core Curriculum

**ACCT 6010. MANAGERIAL ACCOUNTING/CONTROLLERSHIP.** Studies of management accounting control systems and strategic cost analysis. Use of relevant costs for decision-making, planning, and evaluation of performance. Development of analytic tools drawn from cost accounting, managerial accounting, mathematics, and behavioral science.

**BISI 6130. MANAGEMENT AND EVALUATION OF INFORMATION SYSTEMS.** This is a survey course of information technology (IT), and its impact and role in the business environment. Issues concerning the strategic, tactical, and operational uses of IT and information systems are discussed. The challenges and the methods of managing IT are presented using the socio-technical approach. Types of information systems and their application within organizations are discussed through case studies.

**ECON 6010. STATISTICAL METHODS.** Development and application of probability and inferential statistics. Topics covered include Z-tests, T-tests, multiple regression and correlation, analysis of variance, and time series analysis.

**ECON 6110. MANAGERIAL ECONOMICS.** Application of economic theory to business decision making; emphasis is on profit objectives, measurement and forecasting demand, and costs.

**FINA 6300. MANAGERIAL FINANCE.** Refined techniques of analysis, optimal financing decision, theory and cases in general corporate finance.

**MGMT 6020. BEHAVIOR IN ORGANIZATIONS.** This course focuses on personal and interpersonal effectiveness within organizational environments. Emphasis is on development of individual skills in self-awareness, self-management, and relating to other individuals within small-group and organizational contexts. Students will assess their individual style of relating to others. The course is highly experiential, and is built around a variety of self-assessment instruments, experiential learning exercises, and small group activities. Covers such topics as sensory modalities, social perception, goal formulation, self-directed learning, interpersonal communication and influence, and the changing work contract. Optional topics may include the management of time, stress, health, conflict, and/or change.

**MGMT 6060. OPERATIONS MANAGEMENT.** An analysis of operations management concepts, tools, and practices as applied to manufacturing and service organizations. Emphasizes the use of operations strategy to gain competitive advantage. Covers areas such as process analysis and capacity planning, product design and process selection, facility location and layout design, supply chain management, enterprise resource planning, and e-operations.

**MGMT 6110. BUSINESS STRATEGY AND THE ECONOMIC ENVIRONMENT.** Examines corporate and business strategy formulation and implementation through the use of case studies. Integrates knowledge of all the business functional areas for establishing and attaining organizational objectives for efficiency, effectiveness, and competitiveness. Students are challenged to think about the role of ethics and the global nature of the current business environment in decision making. Enrollment priority is given to MBA students in the last semester of their program.

**MKTC 6050. MARKETING MANAGEMENT.** An analytical, managerially oriented course emphasizing decision-making in the functional area of marketing. Management of the basic marketing functions. Case problems and marketing decision simulation.

## Electives

**Three courses (nine credits) in one of the following areas of concentration:**

Accounting, Healthcare Management, Management of Information Systems or Supply Chain Management.

## Graduate Faculty

Tilden J. Curry, Associate Professor

**Dean, College of Business**

B.A., 1964, Louisiana State University; M.C.P., 1966, University of Cincinnati; Ph.D., 1978, Florida State University

Richard L. Banham, Associate Professor

Accounting & Business Law

B.S., Accounting, University of Utah, 1975; Master's, Professional Accountancy, University of Texas, 1978; Ph.D., Taxation, University of Texas, 1984; J.D., University of Texas, 1985

Dharmendra P. Dhakal, Assistant Professor

Economics & Finance

B.A., 1973, M.A., 1976, Tribhuvan University; M.S., 1984, Ph.D., 1991, Southern Illinois University.

James A. Ellzy, Professor

Business Information Systems

B.S., 1967, Maryland State College, Princess Ann; M.S., 1969, Indiana University; Ed.D., 1974, Northern Illinois University

Phyllis Flott, Associate Professor

Business Administration

B.S., 1984, M.B.A., 1987, Emporia State University; Ph.D., 1996, University of North Texas

Soumendra Ghosh, Professor

Economics & Finance

B.A., 1973, M.A., 1975, University of Calcutta; Ph.D., 1987, Utah State University

Robert D. Hayes, Professor

Accounting & Business Law

B.S., 1974, M.B.A., 1976, Middle Tennessee State University; Ph.D., 1986, University of Arkansas; C.P.A., 1977; C.M.A., 1982; Cn.F.C., 1994

Galen Hull, Assistant Professor

Business Administration

B.A., 1963, Texas Christian University; M.A., 1967, American University; M.A., 1971, Ph.D., 1974, Northwestern University.

Joel K. Jolayemi, Professor

Business Administration

B.S., 1977, University of Ibadan; M.S., 1983, Ph.D., 1985, Case Western Reserve University

Aurore Kamssu, Associate Professor

Business Information Systems

B.A., 1993, Ecole Supérieure des Sciences Economiques et Commerciales; M.A., 1996, Northern Kentucky University; Ph.D., 2000, University of Mississippi

Lewis Laska, Professor

Accounting & Business Law

B.S., 1969, Belmont College; J.D., 1972, Vanderbilt University; M.B.A., 1973, University of Tennessee at Nashville; Ph.D., 1978, George Peabody College

Kenneth T. Lea, Professor

Accounting & Business Law

B.S., 1965, M.B.A., 1972, Middle Tennessee State University; D.B.A., 1980, Louisiana Tech University

Xiaoming Li, Assistant Professor  
Business Administration  
BE, 1993 Southeast University (China); M.S. 1997, Renmin University (China); M.S., 2000, Ph.D., 2003, Clemson University

Millicent Lownes-Jackson, Associate Dean  
Business Administration  
B.A., 1972, Fisk University; M.B.A. 1975, Ph.D. 1981, Vanderbilt University

Vaidotas Lukosius, Assistant Professor  
Business Administration  
BE, 1996, Vilnius University (Lithuania); M.S., 1999, Helsinki University; Ph.D., 2003, New Mexico State University

Festus Olorunniwo, Professor  
Business Administration  
B.S., 1972, University of Lagos; M.S., 1978, Polytechnic University of New York; Ph.D., 1981, University of Texas at Austin

Achintya Ray, Assistant Professor  
Economics & Finance  
B.Sc., 1995, University of Calcutta; M.A., 1997, Delhi School of Economics; M.A., 2003, Vanderbilt University; Ph.D., 2004, Vanderbilt University

Stephen P. Shao, Assistant Professor  
Business Information Systems  
B.A., 1976, University of Virginia; M.B.A., 1977, Old Dominion University; Ph.D., 1984, University of Maryland

Jeffrey S. Siekpe, Assistant Professor  
Business Information Systems  
B.S. (Honorary) 1992, University of Science & Technology Ghana; M.S., 1997, Norwegian University of Science & Technology; M.B.A., 1999, Ph.D., 2003, University of Texas - Pan American

Sharon V. Thach, Professor  
Business Administration  
B.A., 1967, Michigan State University; M.A., 1980, Southern Illinois University; Ph.D., 1987, Michigan State University

Santosh Venkatraman, Professor  
Business Information Systems  
B.A., 1984, Indian Institute of Technology; M.A., 1986, Ph.D., 1991, Texas A&M University

Abu Wahid, Associate Professor  
Economics & Finance  
B.S., 1971, M.S., 1976, Jahanigaraagor University; M.A., 1980, Ph.D., 1989, University of Manitoba



## **Information**

For additional information on the MBA program contact:

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College of Business  
Tennessee State University  
330 10th Avenue North  
Nashville, TN 37203  
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or visit our website at [www.cob.tnstate.edu](http://www.cob.tnstate.edu)