

1998

MIBA Program Master of International Business Administration

Nova Southeastern University

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MIBA

P R O G R A M

NOVA SOUTHEASTERN
UNIVERSITY

SCHOOL OF BUSINESS
AND ENTREPRENEURSHIP

MASTER OF INTERNATIONAL
BUSINESS ADMINISTRATION



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APPLICATION

MESSAGE FROM THE DIRECTOR OF THE M.I.B.A. PROGRAM

The School of Business and Entrepreneurship is committed to offering educational programs that are highly relevant to the needs of the business community. The Master of International Business Administration (M.I.B.A.) program is a reflection of that perspective. Now in its second decade, this program has evolved over time as the focus of business activities that have become increasingly global. The curriculum represents one of the most concentrated coverages of relevant international topics to be found in higher education. Its developmental process has addressed the need for two types of knowledge: an overview and perspective on the environment of international business, and an understanding of the more micro aspects of functioning in the conduct and management of a range of critical activities. Courses range from those focusing on the economic, cultural, and legal environment, through international operations and marketing, to international competitiveness.

The courses are scheduled to meet the needs of both full-time and part-time students. This arrangement brings together an international student body, both in terms of nationality and country of origin and in terms of the range of business experience represented. In creating the most relevant educational experience possible, the faculty is chosen on the basis of both academic and “real-world” experience in the international community. The library resources include relevant data bases as well as consortium holdings of periodical literature.

If you are searching for an education that will prepare you for the ongoing expansion of international business activities into the next century, you will find the M.I.B.A. program right on target.




Dr. J. Preston Jones

M. I. B. A. PROGRAMS

There is a growing demand for highly trained managers who can lead their organizations through the volatile business environment that exists globally today. An M.I.B.A. can help you reach your career goals with potential for greater job satisfaction, higher earnings, and personal fulfillment.

The curriculum reflects the need for increased understanding and a clear perspective in coping with the complexity of the international business environment. It emphasizes the interrelationship and interaction of nations, cultures, and firms, examining the major forces affecting executive strategy formulation and decision making. In doing so, it seeks to provide analysis and integration of major factors including political, economic, and social considerations.

Complementary to developing relevant perspective, the program affords consideration of operational matters. The coverage of functional activities relating to aspects of international and multinational business is designed to provide necessary knowledge for implementation and

execution of plans. Topics chosen from the areas of management and control, finance, marketing, and logistics provide appropriate skills.

WEEKEND

The Weekend M.I.B.A. program format is designed to be accessible to working professionals. The Weekend M.I.B.A. typically involves six quarters of study with classes meeting on alternate weekends, (Friday evening and all day Saturday).

DAY

The One-Year Day M.I.B.A. program is designed for individuals with little or no professional work experience or for those seeking a career change. The program consists of four terms of full-time study. Whether you are a recent college graduate without business experience, or an experienced professional evaluating career options, the One-Year Day M.I.B.A. is highly recommended.

M. I. B. A. CURRICULUM, WEEKEND AND ONE-YEAR DAY PROGRAMS (41 CREDITS)

Comparative Economic Systems
International Accounting and Finance
International Legal Environment
International Business Environment
Comparative International Management
International Economics
International Finance and Investments
International Operations and Management
Import/Export Management
International Marketing
International Competitiveness
International Supply Chain Management
Values-Based Leadership
Capstone: Internship, Value Integration, Field Experience, or Master's Project

LOCATION

Nova Southeastern University is located on 232 acres in the town of Davie, Florida, just southwest of Fort Lauderdale. While the students enjoy a quiet, safe, suburban campus, NSU is easy to reach by public and private transportation. The SBE is located on a separate 10-acre campus near downtown Fort Lauderdale.

The area is a principal coastal region in South Florida. The climate is subtropical and has an average year-round temperature of 75 degrees. The University is surrounded by natural areas for such outdoor activities as sailing, fishing, golf, tennis, and swimming. In your free time, you can visit the Miami Dolphin Training Facility on the NSU Main Campus when practices are open to the public.

Fort Lauderdale offers the best in entertainment. You can shop on trendy Las Olas Boulevard or visit the Fort Lauderdale Museum of Art and the Museum of Discovery and Science. For the performing art enthusiast, the Broward Center for Performing Arts features major Broadway musicals, several ballet and opera companies, and concerts. You can also go



to famous Fort Lauderdale Beach, only 15 minutes east of NSU's Main or East campuses.

The City of Miami, located 25 minutes away, gives you more choices for entertainment. If the night life is more your scene, venture into trendy South Beach. World-famous Bayside Marketplace and Cocowalk provide excellent shopping opportunities. If you like sporting events, you can watch the Miami Heat, Miami Dolphins, Florida Marlins, or the Florida Panthers. There is something for everyone in Fort Lauderdale, the hub of business, commerce, and entertainment.



“The excellent professional teaching staff has many years of experience in the field of international business, which gives students a practical application in the international business environment. The varied ethnic backgrounds of the students provides an environment to interact and understand other cultures. The M.I.B.A. program provides the environment for me to learn important aspects of international business that I can apply every day in my current position, and it opens many doors for future career opportunities.”

Brigitte LaCroic,
M.I.B.A. '97
GE Medical Systems
Americas Marketing Manager

SBE — DEFINING CUSTOMER SERVICE IN EDUCATION

With over 2,100 students pursuing master's and doctoral degrees in over 40 locations throughout the world, the School of Business and Entrepreneurship at Nova Southeastern University enjoys an international reputation for its innovative approach to delivering management education.

At a time when most other institutions were not close to the customer, the SBE was a pioneer in both weekend and field-based delivery. Twenty-five years later, the tradition continues. Professionals pursue master's and doctoral programs on the weekends at the Fort Lauderdale campus, at field-based sites throughout the state of Florida, in selected cities throughout the U.S., and at international sites. Students lacking professional experience or choosing to change careers may pursue their M.I.B.A. in the one-year day format. For these individuals, the internship feature is an exciting experiential component of the program.

Another unique feature offered by the SBE is the ability to design and/or customize master's programs including delivery format for the particular educational needs of corporations. The SBE offers master's programs within major corporations such as AT&T, American Express, NABI, Westinghouse Savannah River Company, and BellSouth.

Innovation driven by the tenets of entrepreneurship and value creation is what attracts executives from throughout the world to study in customized executive management programs offered through the SBE. The SBE houses institutes such as the Institute for Continuing Management Education for Health Care Professionals, the Institute for Family Business, the Institute for Financial Studies, and the Institute for Executive and Management Education. Within these institutes professionals may find programs to meet their unique educational needs while pursuing continuing education credits or certificate programs.

The SBE invites you to discover all the exciting opportunities available through the School. Visit our Web site at <http://www.sbe.nova.edu> or peruse the enclosed literature. Ask for a copy of our alumni magazine *Foresight*, the *NSU Alumni Network*, or the *NSU Overview*. You will constantly be amazed at what offerings are available to you through the SBE and the greater university system of NSU. As the largest private, fully-accredited university in the state of Florida, we have something for everyone.

SBE FIELD LOCATIONS

NATIONAL

Aiken, SC
Austin, TX
Baton Rouge, LA
Birmingham, AL
Brattleboro, VT
Cedar Rapids, IA
Danville, VA
Davenport, IA
Denver, CO
Huntsville, AL
Little Rock, AR
Los Angeles, CA
Pasco, WA
Seattle, WA
Shreveport, LA
Spartanburg, SC
Whiting, IN

INTERNATIONAL

Vancouver, B.C.
Calgary, Canada
Frankfurt, Germany
Nassau, Bahamas
Panama
Runaway Bay, Jamaica

CORPORATE SITES

American Express
American Trans-Tech
AT&T
BellSouth
GTE
Salomon Brothers

FLORIDA

Boca Raton, FL	Miami, FL
Coral Springs, FL	Orlando, FL
Daytona, FL	Pompano Beach, FL
Fort Lauderdale, FL	Sarasota, FL
Fort Myers, FL	St. Augustine, FL
Gainesville, FL	Tallahassee, FL
Jacksonville, FL	Tampa, FL
Largo, FL	West Palm Beach, FL

ALUMNI COMPANIES

The following list represents some of the growing number of regional, national, and international employers which employ SBE M.I.B.A. graduates.

Alamo	GTE Corporation	Petro Canada
Alberta Energy Corporation	GTE Directories	Pratt Whitney
American Express	Harris Corporation	Price Waterhouse
American Transtech	Hewlett Packard	Quaker Oats Company
American University	Hughes Aerospace	Rexall Sundown
AT&T	Humana Health	Rockwell
AutoNation USA	Care Plus	Rockwell/Collins Avionics
Baptist Hospital	Husky Oil Ltd.	ROLM
Battelle Northwest Labs	Hyundai Electronics	Royal Caribbean Lines
BellSouth	IBM	Rubbermaid Commercial
BellSouth Mobility	Jackson Memorial Hospital	Products
Blockbuster Entertainment	John Alden Financial	Ryder
Boeing Aircraft	Corporation	Sears
Burger King	Johnson & Johnson	Sensormatic
Busch Gardens	Kaiser Engineering	Siemens
Citicorp	Knight-Ridder	Smithkline Beecham
Coca-Cola	Lenox	Southeastern Bell
Computer Sciences	Lockheed Martin	Target
Corporation	Lockheed MSC	Telus Corporation
Cordis Corporation	Martin Marietta	Texas Instruments
Coulter Electronics	McDonnell Douglas	TransCanada Pipeline Ltd.
CSX Corp.	Mobil	Tropicana
Department of Energy	Modcomp	Tupperware
Disney World	Motorola	Unisys
EG&G	NABI	United Nuclear
Entergy	NASA	United Parcel Service
Exxon-Gillette	NationsBank	United States Military
Florida Institute	NERCO	(Air Force, Army, Coast
of Technology	Norand Corporation	Guard, Marines, Navy)
Florida International	Nortel Communications	Universal Card
University	Northern Telecom	Division/AT&T
Florida Power	Orlando Regional	University of Miami
Corporation	Medical Center	Westinghouse
FluorDaniel/	Pan Canadian	Communities
Hanford Operations	Parke-Davis	Westinghouse Savannah
FP&L	Pennsylvania State	River Company
General Electric	University	Windmere Corporation
General Mills	Pepperidge Farms	Xerox
Grumman	Pepsico	

SPECIALIZATIONS

Subsequent to earning the master's degree, students may elect to specialize in a particular area of study or obtain a certificate in the following areas:

Accounting
Entrepreneurship
Finance
Health Services Administration
Human Resource Management
International Business
Management Information Systems
Marketing
Medical Management
Public Administration

The specializations require students to take three courses in the desired discipline beyond the M.I.B.A. degree requirements.

INTERNSHIPS

The internship affords you the opportunity to gain practical experience and establish important contacts within the business community, in addition to the academic credit you acquire.

Participating companies enjoy the presence of highly motivated M.I.B.A. students who may become candidates for future employment.

Furthermore, students will interact with executives and entrepreneurs by attending an Executive Forum Series. This Series will provide invaluable insight into the successes and failures of top executives and entrepreneurs. Following the discussions, a question/answer session will be conducted in addition to a journal submission by the student.

The internship can provide:

- opportunities to use your newly acquired business skills gained through course work;
- a bridge between your studies and your career;
- a venue for evaluating new career options;
- interaction with executives and entrepreneurs;
- an opportunity for self-discovery.

The following are a few of the many organizations sponsoring students in the internship program:

Atlantic Gulf Communities
Blockbuster Video
First Professional Management Co.
Florida Marlins
Holy Cross Hospital
John Alden Life Insurance
Jones Intercable
Miami Herald
Royal Crown Cola
Smith-Barney-Shearson
Sun-Sentinel
World Trade Center of Miami

“Course content was stimulating and relevant to current business themes and all instructors had extensive backgrounds in the business sector, enabling them to flavor the classes with lots of real world experience. When I began the M.I.B.A. program, NSU was one of the few schools that provided a weekend format and this type of schedule worked best for me. Class sizes were conducive to learning, providing for maximum personal interaction with much diversity.”

Robert Toth, M.I.B.A. '92
Senior Tax Accountant
Cordis Corporation

GRADUATE BUSINESS STUDENT ASSOCIATION (GBSA)

SBE M.I.B.A.'s are a cohesive group. Many are active in the GBSA, an organization within the SBE, established to promote group interaction, social networking, professional development, and entry into the local business community. Typical events include picnics, faculty-student mixers, intramural sports, and cruises. The GBSA also provides an opportunity for the student body to interact with local business and government leaders through forums, debates, and educational programs.



CAREER RESOURCES

The Career Resource Center (CRC) at NSU is there to assist students and alumni in all aspects of the career decision-making, planning, and job search process. While you are ultimately responsible for securing your own employment, NSU provides the resources, contacts, and information to help you determine a career strategy that suits your interests, requirements, and goals. Below are but a few of the resources available to NSU students and alumni.

Career Counseling

The Career Resource Center offers individual career counseling for students and alumni in need of assistance with:

- Choosing or changing a career direction
- Identifying career goals
- Establishing a plan of action
- Writing a resume or cover letter
- Preparing for interviews
- Conducting a job search

Jobline/Employment Listings

Jobline—A computerized job database available in the CRC and computer labs on campus.

Employment Listings—A variety of resources with numerous career positions immediately available in South Florida, the state, out of state, and overseas.

Web Walk Up—Students and alumni view job listings that match their major/degree or browse jobs listed by qualifications from anywhere in the world, 24-hours a day, via the World Wide Web. Students/alumni must be registered with the Career Resource Center.

Disc Resume—A powerful computer software package used to register with the Career Resource Center and electronically refer the resumes of students and alumni to employment opportunities.

Career Assessments—Strong Interest Inventory assesses an individual's interests in a variety of areas. Additionally, the Strong profiles responses as to what professions the individual has similar interests to, as well as providing information about his/her interests and their relationship to the world of work.

Myers-Briggs Type Indicator—A self report, personality inventory. It can be used to help individuals identify preferred work environments, roles, and functions. Upon scoring an MBTI, a counselor will provide type information and how to use the results to explore options in the world of work.

FOCUS—A computerized career and educational planning system that assists individuals in discovering and exploring occupations, educational programs, and career paths.

“The SBE’s M.I.B.A. program has been the missing link in my international business career. Studying with such a diversified student body, experienced and accessible faculty, and working professionals generates a synergy in which the results are far larger than the sum of its parts. The format allows this synergy to take place by maximizing the efficiency of class attendance into five alternating weekends. The program’s comprehensive curriculum certainly integrates a global business world view with one’s own professional experience.”

Raul Cardena, M.I.B.A. '92
Sales Manager,
Latin American Division
Global Equities, Inc.



SKILL SCAN—A tool used to identify and categorize transferable skills. The goal of the skill scan assessment is to help participants identify appropriate career change opportunities, and learn how to market those skills to employers.

Career Resource Library—A resource room with information on graduate schools, careers, resume writing, interviewing techniques, and other career-planning material. Reference magazines and newspapers, study-abroad information, and company information are also available.

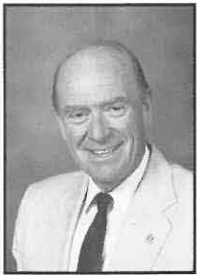
Cooperative Education/Internship—An educational program that enables students to merge academic credit with practical, hands-on, paid or non-paid work experience in a position directly related to their academic degree program. Students use their skills, ingenuity, and academic knowledge in career-related work, which better prepares them for the competitive employment market after graduation or for further academic studies. Students enhance their learning experience as they actively apply what they have learned within the work environment.

Career Expo—Each year more than 50 employers representing the private, public, and nonprofit sectors participate in the Career Expo. This event enables students and alumni to meet with employers for employment opportunities and career information.

CRC Web site—Grads Helping Grads is a WWW page linked to the CRC Web page. This service provides information about NSU graduates—alumni who are looking for a position as well as those who are looking to hire another NSU graduate. Available positions are posted with a brief description and information about contacting the employer. Qualifications of NSU graduates are posted on a linked page, including a 75-word description of their qualifications and their contact information.

The CRC WWW page can be found at <http://www.nova.edu/cwis/crc/crc.html> and provides links to many other career-related services found on the Web.

FULL-TIME FACULTY OF THE SCHOOL OF BUSINESS AND ENTREPRENEURSHIP



Daniel L. Austin, Ph.D.

Daniel L. Austin, Ph.D., University of Kansas. Director of Institute of Health Policy and Administration and Professor. Academic and fiscal management and planning, organization behavior, government operations, health policy analysis.



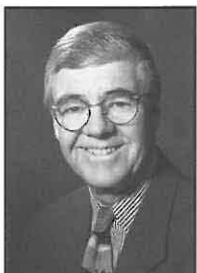
Joseph L. Balloun, Ph.D.

Robert H. Baer, D.P.A., Nova University. Associate Professor. Cultural resource studies and assessments, historic preservation, licensing and permitting for marine salvage, comparative worth and value assessments, management of cultural resources, public policy, comparative government, management theory.



Gema G. Hernandez, D.P.A.

Joseph L. Balloun, Ph.D., University of California at Berkeley. Professor. Statistics, research methodology, organization behavior, human resource management.



William J. Harrington, Ed.D.

F. Barry Barnes, Ph.D., University of Kansas. Assistant Professor. Organization behavior, quality management, organization development and change, group dynamics, learning organizations.

Robert Andrew Berg, Ph.D., University of Auckland. Associate Professor. International management, international competitiveness, and strategic planning.



Art Weinstein, Ph.D.

Charles W. Blackwell, D.P.A., Nova University. Associate Professor. Financial decision making, management, accounting, finance, business policy, organization behavior.

Frank J. Cavico, LL.M., University of San Diego School of Law. Associate Professor. Business law and business ethics, health care law and ethics; labor relations; constitutional, administrative law, ethics.

Barbara R. Dastoor, Ph.D., University of Texas at Dallas. Associate Professor. Human resource management, organization behavior, organization theory, statistics, research methods, career development, cross cultural management.

Alan Gart, Ph.D., The Wharton School, University of Pennsylvania. Professor. Corporate finance, economics, quantitative methods, investments, financial institutions.

Jane Whitney Gibson, D.B.A., Nova University. Director of Business and Administrative Studies Division and Professor. Organization behavior, management communications, principles of management, human resource management, total quality management, interpersonal and intergroup relations.

William J. Harrington, Ed.D., Nova University. Director of Institute for Family Business and Associate Professor. Quality management, human resource management, leadership and decision making, organization behavior, executive education and management development, values-based leadership.

Gema G. Hernandez, D.P.A., Nova University. Professor. Public administration, cross cultural communication, public policy, delivery of health services, gerontology, long-term care and managed care, the administration of programs for older adults.

Herbert Leonard Johnson, Ph.D., University of Arkansas. Professor. Comparative international management, international business and management, strategic and operations management.

William C. Johnson, Ph.D., Arizona State University. Professor. Marketing management, marketing strategy, international marketing, sales management, marketing theory, industrial marketing.

J. Preston Jones, D.B.A., Nova Southeastern University. Director of Master of Business Administration, Accounting, International Business Administration, and Human Resource Management Programs and Assistant Professor. Management, marketing, entrepreneurship, leadership.

Richard L. Kelsey, Ph.D., University of Washington. Director of Doctoral Programs and Professor. Financial and managerial accounting, auditing, information systems, international and behavioral accounting, investments.

Kenneth L. Kraft, D.B.A., University of Maryland. Associate Dean of Academic Affairs and Professor. Business strategy, business policy, organization theory.

Timothy Osbourne McCartney, Ph.D., University of Strasbourg, France. Associate Professor. Organization behavior, organization development, stress management, psychology, conflict management, effective communication, leadership development.

Walter B. Moore, Ph.D., University of Nebraska. Associate Professor. Auditing, financial, managerial, cost, nonprofit, and international accounting, taxation.

Ronald Needleman, Ph.D., City University of New York. Director of Doctoral Research and Professor. Research methods, municipal finance,

econometrics-statistics, local government relations, public and fiscal policy.

Pedro F. Pellet, Ph.D., University of Miami. Associate Professor. Economics, political sciences, statistics.

Edward M. Pierce, D.B.A., The George Washington University. Associate Professor. International business and finance, financial decision making, strategic decision making.

Randolph A. Pohlman, Ph.D., Oklahoma State University. Dean and Professor. Financial management, human resource management, employee selection and development.

Robert C. Preziosi, D.P.A., Nova University. Professor. Creativity, high performance organizations, human resource development, leadership education, productivity management.

John T. Sennetti, Ph.D., Virginia Polytechnic Institute and State University. Professor. Auditing, financial investments, information systems, financial and managerial accounting, statistics/quantitative methods.

Art Weinstein, Ph.D., Florida International University. Associate Professor. Marketing management, international marketing, market segmentation, marketing research, marketing strategy.

Pan G. Yatrakis, Ph.D., New York University. Associate Professor. International business, financial management, managerial economics, financial decision making.

ADMISSION

The goal of the admission process is to identify candidates who exhibit high potential for success in the business environment. Applicants are evaluated on the basis of demonstrated academic achievement as evidenced by their undergraduate GPA in the form of official undergraduate transcripts, official score on the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) if applicable, and their professional experience as described in the application. For a detailed summation of the admission policies and procedures, please see pages 21-23.

Interviews

One-year day students are invited to visit the campus and meet with a member of the M.I.B.A. program staff. Please try to schedule your visit at least one month in advance of registration. To arrange a campus visit, please contact the marketing department at 800-672-7223, Ext. 5100.

Undergraduate Foundation Courses

Not everyone pursuing an M.I.B.A. has an undergraduate degree in international business. Liberal arts, business, and engineering are samples of the diverse backgrounds M.I.B.A. candidates possess. The M.I.B.A. does require that students be prepared with knowledge in certain areas before taking the graduate-level course in that discipline. Students are asked to demonstrate proficiency in macroeconomics, finance, statistics, and accounting. The SBE affords several different methods for acquiring this foundational knowledge, including on-line offerings. However, not all foundational courses for the M.I.B.A. program are offered in the on-line environment. Individuals requiring information on how to best fulfill the prerequisite courses are encouraged to speak with a



representative from the Office of Marketing and Student Development, (954) 262-5100 or 800-672-7223, Ext. 5100.

Transfer Credit

A maximum of six semester hours (two courses) of graduate-level credit taken at other regionally or nationally accredited institutions may be applied toward a master's degree at Nova Southeastern University. Transfer credit must be reviewed and approved as graduate-level credit by the director of the M.I.B.A. program. Graduate students desiring transfer credit must submit a written request for evaluation to the M.I.B.A. program director. The students are asked to send a photocopy of the course description with the written request.

International Students

The SBE community is truly multicultural, with students coming from many different countries. The SBE welcomes this diversity and encourages international students to consider our programs for their educational pursuits. As an international student, your professional and cultural experiences will enhance the learning environment, providing depth and character to the curriculum. International students choosing to pursue their studies at our Main Campus in Fort Lauderdale are required to fulfill specific

LIBRARY RESOURCES

The Einstein Library, on NSU's Main Campus, houses the University's major collection of books and journals in the humanities, business, and sciences. More than 35 specialized indexes in CD-ROM format are available in house, and an additional 60 databases are available to distance students via the Internet. The online book catalog is also available for remote searching. The library is a member of SEFLIN and FLIN, cooperative library networks that provide fast access to materials from other institutions throughout Florida. The Einstein Library is a cooperating library of the Foundation Center in New York, giving students access to a special collection for grants and foundation research.

To supplement its collection, the Einstein Library has lending agreements with two large research libraries in the Midwest: Wayne State University, and the University of Michigan's document delivery service, MITS. These libraries will provide document delivery services for NSU's distance students, in effect greatly expanding the collection of NSU's library system. These two institutions have combined holdings of over 10 million volumes, and 125,000 journal subscriptions. The catalogs of these institutions can be searched directly, and there are links to these catalogs from the Book Catalogs section of the Electronic Library.

All requests for materials should be sent to the Einstein Document Delivery department (use blue library request forms if you're on campus, use the online forms or e-mail requests to library@nsu.nova.edu if you're a distance student). Materials may also be ordered by toll free fax or regular mail.

The Einstein Library provides off-campus students with most of the library services available to on-campus students. Students may order books, journal articles, dissertations, and reprints of papers, search catalogs, search indexes, and speak directly with a reference librarian. Librarians also travel with SBE technology staff to cluster sites to provide information about services to distance students, and training in the use of the online databases.

MICROLAB

One of the University's major computer resources, the MicroLab located on the Main Campus, offers hardware and software resources for course work and workshops based on applied microcomputer technology. The lab has the most popular microcomputers—IBM, Gateway, Zenith, and Apple—and online facilities are available for access to the UNIX operating system. Labs are available on both the Main and East campuses for registered students, providing various software packages—computer-assisted instruction, word processing, database management, electronic spreadsheet, and statistical programs. For a description of our computing facilities see the *SBE Overview*, page 16.

BOARD OF GOVERNORS 1998

Mr. David H. Rush, Chairman
Rush Holdings

Mr. Ronald G. Assaf, Vice Chairman
Sensormatic Electronics Corp.

Mr. Ronald H. Abraham
Associated Financial Consultants, Inc.

Mr. Joseph C. Amaturio
The Amaturio Group

Mr. John P. Bauer
Basic Food International Inc.

Mr. Mitchell W. Berger
Berger and Davis, P.A.

Mr. Donald E. Bowen
Urban League of Broward County

Mr. James R. Cassady
NationsBank

Mr. Steven M. Cohen
HIP Health Plan of Florida

Mr. Michael S. Egan
Alamo Rent-A-Car

Mr. Leonard L. Farber
Leonard L. Farber, Inc.

Ms. Sherry L. Friedlander
Publisher, Business in Broward

Ms. Linda L. Gill
Gill Hotels

Mr. H. Wayne Huizenga
Huizenga Holdings

Mr. Kenneth V. Knight
Leisure Fund Ltd.

Mr. Randolph W. Lenz
Equity Investment Advisors, LLC

Mr. Gregory M. Nelson
Nelson and Associates

Mr. Hamish C. Reed
Branches Medical, Inc.

Mr. John W. Ruffin Jr.
JD Ruffin & Associates, Inc.

Mr. Thomas H. Shea
Right Associates

Mr. Charles E. Shirley
SunTrust Bank South Florida, N.A.

Mr. Jack A. Smith
The Sports Authority, Inc.

Mr. Roy D. Smith, A.I.A.
Roy D. Smith & Associates, P.A.

Mr. Allan C. Sorensen
Interim Services, Inc.

Ms. Harriet A. Stone
Stromgren Supports, Inc.

R. David Thomas
Wendy's International, Inc.

Mr. Norman D. Tripp
Tripp, Scott, Conklin & Smith

Mr. Wil Trower
North Broward Hospital District

Mr. Thomas M. Tworoger
Kenworth Truck of South Florida, Inc.

Mr. August Urbanek
August Urbanek Investments

M.I.B.A. COURSE DESCRIPTIONS

GMP 5100 Master's Project (4 cr.)

The development and preparation of an independent research project.

Prerequisite: Full matriculation and completion of all required courses.

GMP 5101 Master's Thesis (4 cr.)

The development and preparation of an independent research thesis.

Prerequisite: Full matriculation and completion of all required courses.

GMP 5102 Value Integration (4 cr.)

Students will develop the leadership skills to assume individual responsibility for effectively creating and producing appropriate regional, national or global organizational outcomes; and skills in reflective thinking and critical analysis (e.g., using action research methods and tools) to convert organizational core competencies into organizational performance consistent with an organization's vision.

Prerequisites: All other M.I.B.A. courses.

GMP 5109 Internship in International Business, Health Services Administration, or Public Administration (Field Placement) (4 cr.)

A supervised internship within the field of international business, health services administration, or public administration. The internship will be separate and distinct from the student's employment role. **Prerequisite:** Full matriculation and completion of 21 credits toward the M.I.B.A. degree.

GMP 5199 Values-Based Leadership (1 cr.)

This course will focus on leadership as a process of moving an organization into the future within the context of a value set that is shared by all organization members. Leadership will be defined as those values-based actions that move an organization successfully toward its next iteration based upon rational and data-driven views of how an organization works. (Pre-class assignment due first night of class).

GMP 5803 Comparative Economic Systems (3 cr.)

An analysis of the principles and criteria as a basis for assessing and evaluating the economic systems of the world. The theory of free market mechanisms is presented and the effect of degrees of divergence is evaluated. Economic systems ranging from United States-style capitalism to the state-planned economy of China are considered. **Prerequisite:** Undergraduate macroeconomics or GMPF 5003.

GMP 5806 International Economics (3 cr.)

Focuses on understanding the international flow of goods and services and the implications and effects of financial and monetary policies.

Includes consideration of trade theories and policies; money, interest and exchange rates; flows of funds and balance of payments; and the international monetary systems.

Prerequisite: GMP 5803.

GMP 5809 International Accounting and Finance (3 cr.)

The evolution of the international dimensions of accounting are reviewed. It examines aspects of foreign corporate tax law as it relates to transfer pricing, currency transactions, etc. Country accounting methods are also compared with an emphasis on understanding the impact of generally accepted accounting principles on MNCs. **Prerequisite:** Undergraduate accounting or GMPF 5001.

GMP 5812 International Legal Environment (3 cr.)

A comparative survey of the legal and administrative systems relevant to operations and transactions of international business and multinational enterprises. Topics include legislation and rules concerning: business organization, ownership and control; commercial transactions, banking, and foreign exchange; social/welfare and labor; tariffs and non-tariff barriers; and importation procedures.

GMP 5815 International Finance and Investments (3 cr.)

Considers the traditional areas of corporate finance from the perspective of the implications of international operations. Particular attention is paid to capital management and investment analysis together with financing strategies.

Prerequisite: Undergraduate corporate finance required; GMP 5806 preferred.

GMP 5818 International Business Environment (3 cr.)

Considers the traditional areas of corporate finance from the perspective of the implications of international operations. Particular attention is paid to capital management and investment analysis together with financing strategies.

Prerequisites: GMP 5833 and GMP 5821.

GMP 5821 Comparative International Management (3 cr.)

Management philosophies and practices of the United States are compared and contrasted with those of other nations. Historical and cultural developments effecting business management in Europe, Asia, and North and South America are covered in developing a framework for analysis of identified differences. The impact of such differences on the design of formal organization and operations are also explored.

Prerequisite: Undergraduate management.

GMP 5824 International Operations and Management (3 cr.)

This course provides an assessment of the strategies for operating in the global marketplace and reviews the business and organizational options—ranging from agency representation and licensing arrangement, through subsidiaries and joint ventures, to geo-business. The course emphasizes business relationships and organizational structure and their impact on operational effectiveness and control.

Prerequisite: Undergraduate management.

GMP 5827 Import/Export Management (3 cr.)

Provides a comprehensive review and analysis of the elements of import/export activities from operations planning to documentation and transportation. Considers role of service providers, free trade zones, export regulations and control, and import tariff structures.

GMP 5830 International Supply Chain Management (3 cr.)

An overview of approaches to implementation of international supply and global operations in pursuit of business strategy. Considers the integration of foreign sourcing and production platforms in meeting customer needs. Topics include supplier selection, communications and coordination, supplier agreements and relations, air and surface transportation, production in bond, and trading companies.

GMP 5833 International Marketing (3 cr.)

An overview of the unique aspects of marketing in the global economy that provides a framework for analysis. Emphasis is placed on the development of strategies for markets in diverse cultural, political, and economic situations. Focuses on foreign market analysis, target market identification, product planning, promotion, and channels of distribution.

Prerequisite: GMP 5821 and GMP 5812.

GMP 5839 International Competitiveness (3 cr.)

This course presents a comparative analysis of the basis of competition in the global marketplace. It covers both macro and micro issues from national policy to business strategy and planning. It affords opportunity for an assessment of the methods employed by both governments and firms in striving for long-term economic development and industrial and commercial strength.

Prerequisites: GMP 5803 and GMP 5824.

GMP 5847 Field Experience (4 cr.)

A practical exercise focused on gaining perspective on and understanding of foreign business environments and practices. Its two components begin with academic research of a target country or region. This is followed by an organized visit to the country to develop first-hand insights. Emphasis is on the cultural and institutional impact on the conduct of business and lifestyle.

MASTER'S ADMISSION REQUIREMENTS

The goal of the admission process is to identify candidates who exhibit high potential for success in the business environment. Applicants are evaluated on the basis of demonstrated academic achievement as evidenced by their undergraduate GPA in the form of official undergraduate transcripts, official score on the Graduate Management Admission Test (GMAT)** or Graduate Record Examination (GRE)** if applicable, and their professional experience as described in the application.

Admission requirements for applicants wishing to matriculate in any master's program offered by the School of Business and Entrepreneurship are listed below.

1. Submit a graduate admission application form, completely filled out, with a non-refundable \$50 application fee.

2. Provide official transcripts in English of previous college work, received directly from each institution attended. If transcripts were issued under a previous name, please attach a note to your application indicating this. Unofficial transcripts may be initially submitted to attain provisional acceptance. Transcripts and all information concerning admission to the program should be sent to: Nova Southeastern University, Office of Student Services, School of Business and Entrepreneurship, 3100 SW 9th Avenue, Fort Lauderdale, Florida 33315-3025.

3. Own or have access to a personal computer and modem, that can be used to complete course work, and have a fundamental understanding of computers.

Provisional acceptance may be granted for 45 days by submitting copies of college transcripts showing the degree conferred (official transcripts must be received within 45 days of

application) and/or examinee copy of score report from the GMAT, GRE, or TOEFL (official score report must be received within 45 days of application). Students with provisional acceptance may register for one term. Registration for future terms is contingent upon receipt of the above documents.

In addition to items 1, 2, and 3 above, the following criteria also apply. The program director reserves the right to request additional information from the applicant.

Graduates of regionally accredited institutions:

Applicants with an undergraduate degree from a regionally accredited institution will be considered for admission with:

- A GPA of 2.5 or greater overall (or in the last 60 hours) on a 4.0 scale **OR** a GMAT score of 400 or greater** (or GRE score of 890 or greater**)

Applicants whose undergraduate GPA is greater than or equal to 2.25 but less than 2.5 from a regionally accredited institution and GMAT** score ranges from 390 to 400 (or GRE score ranges from 870 to 890**) will be considered for admission with:

- A score of 400 or greater on the professional portfolio* **AND**
- A career essay*

Applicants whose undergraduate GPA is less than 2.25 and GMAT score is less than 400 (or GRE score is less than 890**) are encouraged to take the appropriate steps to raise their GPA and/or test score to be considered for admission.

Applicants may be eligible for admission through *corporate sponsorship*. Corporate sponsorship means the applicant has been identified as eligible for reimbursement and is recommended

*Instructions will be provided upon receipt of application.

**Applicants who are required to submit a GMAT or GRE score should refer to the listing at the end of the master's admission section titled "Degree-specific test requirements." The GRE score is based on the sum of the verbal and quantitative section scores.

for management level development through the SBE's master's programs by the sponsoring company. A letter on company stationery verifying corporate sponsorship, signed by the corporate tuition benefits officer or appropriate human resources official, must accompany the application.

Applicants with a master's degree from a regionally accredited institution or a foreign degree that is equivalent (a professional evaluation may be required) will be considered for admission on the basis of an official transcript showing the degree conferred.

Graduates of nonregionally accredited institutions:

Applicants with an undergraduate GPA of 2.5 or greater on a 4.0 scale from nonregionally accredited institutions and a GMAT** score greater than 400 (or GRE score greater than 890**) must submit a career essay* to be considered for admission.

Applicants whose undergraduate GPA is less than 2.5 and GMAT score is less than 400 (or GRE score is less than 890**) are encouraged to take the appropriate steps to raise their GPA and test score to be considered for admission.

Graduates of foreign institutions:

Applicants with undergraduate degrees from a foreign institution may be considered for admission with:

- Determination that the degree is equivalent to a U.S. baccalaureate degree (a profes-

sional evaluation may be required) AND

- Determination that the GPA is 2.5 or greater on a 4.0 scale (a professional evaluation may be required) OR
- A GMAT** score of 400 or greater (or a GRE score of 890 or greater**)

For applicants whose degree program was conducted in a language other than English, the following also must be submitted:

- A Test of English as a Foreign Language (TOEFL) official score of 550 or greater or equivalent as outlined below AND
- A career essay*

While an official TOEFL score of at least 550 is required to be considered for admission, applicants scoring from 500 to 549 will be asked to retake the TOEFL or enroll in the Intensive English course. Offered in the fall and winter terms on the Fort Lauderdale campus only, the course is designed to increase the student's understanding of written and spoken English. At the end of the course, students are required to pass the comprehensive examination. Students who pass the comprehensive examination are not required to retake the TOEFL. The TOEFL may be waived at the discretion of the program director for applicants satisfying a personal interview requirement or who have successfully completed university degree programs conducted in English.

Applicants whose undergraduate GPA is less than 2.5 and GMAT score is less than 400 (or GRE score is less than 890**) are encouraged to take the appropriate steps to raise their GPA and test score to be considered for admission.

*Instructions will be provided upon receipt of application.

**Applicants who are required to submit a GMAT or GRE score should refer to the listing at the end of the master's admission section titled "Degree-specific test requirements." The GRE score is based on the sum of the verbal and quantitative section scores.

Degree specific test requirements:

Information regarding the GMAT or GRE can be obtained from Educational Testing Service, P.O. Box 6103, Princeton, NJ 08541-6103 (GMAT) or P.O. Box 6000, Princeton, NJ 08541-6000 (GRE).

Master of Business Administration—GMAT

Master of Accounting—GMAT

Master of International Business

Administration—GMAT

Master of Public Administration—GMAT
or GRE

Master of Science in Human Resource

Management—GMAT or GRE

Master of Science in Health Services

Administration—GMAT or GRE

Test scores that date more than five years prior to the date of program application are not valid.

Notice of Nondiscrimination

Nova Southeastern University admits students of any race, color, sex, age, nondisqualifying disability, religion or creed, or national or ethnic origin to all the rights, privileges, programs, and activities generally accorded or made available to students at the school, and does not discriminate in administration of its educational policies, admissions policies, scholarship and loan programs, and athletic and other school-administered programs.

Accreditation

Nova Southeastern University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools (1866 Southern Lane, Decatur, Georgia 30033-4097; Telephone number 404-679-4501) to award bachelor's, master's, educational specialist, and doctoral degrees.



SCHOOL OF BUSINESS AND ENTREPRENEURSHIP
3100 SW 9th Avenue
Fort Lauderdale, Florida 33315-3025

COLLEGE [] MAJOR [] DEGREE [] LEVEL []
TERM [] STATUS [] APPLY DATE [] APPLY CLASS []
SPECIAL PROGRAM [] ADMIT ACTION [] ADMIT TYPE [] CLUSTER/SITE LOCATOR []
For Official Use Only

MESSAGE TO THE APPLICANT:

- 1. Type or print in ink all information required on this application and return with the nonrefundable \$50 fee payable to Nova Southeastern University.
2. Request to have your official transcripts sent directly to the School of Business and Entrepreneurship.
3. If you have GMAT or GRE scores, please have an official copy of the report forwarded to SBE from the Educational Testing Service in Princeton, New Jersey.
4. Submit corporate sponsorship letter as outlined in the admission requirements.

Expected starting date ___/___/___ Location _____
Month Day Year

Social Security Number _____

Name _____
Last First Middle (Maiden)

Current Mailing Address _____
Number and Street City

County State ZIP Telephone

Permanent Mailing Address _____
Number and Street City

County State ZIP Telephone

Date of Birth _____ [] Male [] Female

Name _____

Address _____

Home Telephone _____ Business Telephone _____ Ext. _____

When did you take, or when do you plan to take, the GMAT/GRE? _____

(Please check the program for which you are applying.)

CHECK FORMAT

- [] M.B.A. [] M.Acc.
[] Weekend [] One-Year Day [] M.I.B.A.
Specialization: (With Degree) [] M.S./HRM
[] Certificate: (Non-degree seeking) [] M.P.A.
[] Special Student: [] M.S./HSA

EMERGENCY CONTACT:

EDUCATION

List in reverse order (most recent first) all colleges and universities attended. An official transcript must be submitted for course work taken.

Name of College	State	Date Started (Mo/Yr)	Date Ended (Mo/Yr)	Major Field	Degree	(Mo/Yr)	GPA

Do you intend to transfer any graduate-level credits toward your master's degree?

YES NO If yes, list:

Course Number	Title	Institution	Dates

CITIZENSHIP STATUS:

- U.S. citizen
 - Nonresident alien
 - Resident alien (include copy of card)
- Do you require an I-20 visa? *Yes No
- If you have a visa, indicate status code _____
- Country of citizenship _____
- Native language _____

Additional procedures are required for admission of nonresident alien students.

Please contact the Office of Student Services for further details at (954) 262-5017.

*Please include evidence of financial support.

ETHNIC ORIGIN DATA:

(This information is requested for reporting purposes only.)

- Check one of the following:
- White (not of Hispanic origin)
 - Black (not of Hispanic origin)
 - Hispanic origin
 - Asian or Pacific Islander
 - American Indian or native Alaskan

APPLICANT STATUS AT TIME OF APPLICATION:

First time attending Nova Southeastern University? Yes No

**EMPLOYER'S
NAME AND
ADDRESS**

Name _____

Address _____

Your title/primary responsibility _____

Business Telephone () _____

FINANCIAL AID:

Have you applied for financial aid? Yes No

Have you filed a College Scholarship Service Financial Aid Form (FAF)? Yes No

If yes, when was it mailed to Federal Student Aid Programs? _____
Date

**COMPUTER
LITERACY
AND ACCESS**

Yes, I am computer literate and have access to a computer and modem to complete course work—
my e-mail address is: _____

Yes, I am computer literate and have access to a computer and modem to complete course work—
I require an e-mail address through the SBE.

Yes, I am computer literate but do not have access to a computer and modem to complete course work.

No, I am not computer literate.

Applicant's Signature _____
Date

I declare that the above information, to the best of my knowledge, is complete and accurate. I agree to abide by all rules and regulations of Nova Southeastern University.

Applicant's Signature _____
Date

AS PART OF THE APPLICATION PROCESS, THE QUESTIONS BELOW MUST BE ANSWERED AND SUBMITTED WITH YOUR MASTER'S ADMISSIONS APPLICATION.

What do you hope to achieve by attaining your graduate degree?

What skills, knowledge, and professional experience do you bring with you to the classroom?

What skills and knowledge do you expect to gain from your graduate education?

SCHOOL OF BUSINESS AND ENTREPRENEURSHIP

Office of Student Services
3100 SW 9th Avenue
Fort Lauderdale, Florida 33315-3025
(954) 262-5023
800-672-7223, Ext. 5023
Fax (954) 262-3964

TRANSCRIPT REQUEST FORM

Student: It is your responsibility to request a transcript from your previous school(s). Fill in the blanks on both parts. We suggest that you call your previous school(s) to find out if a fee should accompany this transcript request form. Mail the entire form and any fee required to your previous school(s).

Previous school or college:

Please send an official transcript of my academic work while attending your institution to the School of Business and Entrepreneurship at Nova Southeastern University.

A. I attended your school from _____ to _____

B. While in attendance, my name was: _____
Last *First* *Middle/Maiden*

C. My student identification number was: _____

Signature _____

PREVIOUS SCHOOL: PLEASE RETURN THIS FORM WITH TRANSCRIPT. THANK YOU.

TRANSCRIPT TRANSMITTAL FORM

Social Security Number _____ Date _____

Name _____
Last *First* *Middle/Maiden*

Address _____

City _____ State _____ ZIP Code _____

PLEASE SEND _____ COPIES TO: NOVA SOUTHEASTERN UNIVERSITY, School of Business and Entrepreneurship, Office of Student Services, 3100 SW 9th Avenue, Fort Lauderdale, Florida 33315-3025

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Last *First* *Middle/Maiden*

C. My student identification number was: _____

Signature _____

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City _____ State _____ ZIP Code _____

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NOVA
SOUTHEASTERN
UNIVERSITY

SCHOOL OF BUSINESS AND ENTREPRENEURSHIP
3100 SOUTHWEST 9TH AVENUE
FORT LAUDERDALE, FLORIDA 33315-3025
(954) 262-5100 800-672-7223, EXT. 5100