

MASTER IN BUSINESS ADMINISTRATION

Haven University, founded in 1969 is an Accredited United States based
Higher Education Institution offering Bachelor, Masters and Doctoral
Degrees

Admissions,
Requirements,
Outcomes,
Course
Descriptions



BUSINESS DEGREE PROGRAMS

Master's in Business Administration 2023-2024



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BUSINESS DEGREE PROGRAM

Haven University offers accredited Bachelor's, Master's, and Doctoral Degrees. Founded in 1969, Haven University has proven itself as a successful higher education learning institution with alumni throughout the world. The current university's student population includes students from Ghana, Thailand, Laos, Mongolia, Vietnam, the United States, the Philippines, Brazil, Kenya, Japan, and Korea.

MASTER OF BUSINESS ADMINISTRATION

1. DESCRIPTION

Program Outcomes

Program Learning Outcomes are informed by Haven University's Mission Statement and Institutional Objectives. Program Student Learning Outcomes (PLOs) represent the knowledge, skills, and attitudes that all Haven University students in the MBA program are expected to acquire by the completion of their degree program.

- A. Articulate how economic systems function and explain the relationship between business administration and society.
- B. Produce effective written forms of communication and oral business presentations.
- C. Analyze how global conditions affect business operations.
- D. Apply decision-making techniques, both quantitative and qualitative analysis, to management issues.
- E. Implement leadership skills to work effectively within demographically diverse teams.
- F. Identify, analyze, and evaluate the ethical responsibilities of businesses.

Admissions

Applicants must possess a bachelor's degree or the equivalent from an approved school. It is recommended that the applicant's baccalaureate preparation include finance, accounting, business management, and economics. An interview with a faculty member of Haven University is highly recommended. This can be arranged through the school office.

Course Requirements

A total of 39 units of coursework with a minimum grade point average of 3.0 is required for graduation.

There will be no examination needed to graduate from the program. All that would be needed is the completion of the minimum requirements. However, completion of the minimum requirements does not automatically qualify the student for the Master of Business Administration degree. He or she must have shown evidence, to the satisfaction of the Degree Committee.

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A maximum of 9 semester units of comparable work may be transferred toward the Master of Business Administration degree from recognized graduate schools if it is a B or higher. A maximum of 3 units of independent study are allowed per semester, with the total for the degree not to exceed 9 units.

Students will be in classroom settings, and each program will require class textbooks to be used. Each course will provide apt methods of instruction. Those may range from PowerPoint presentations, whiteboards, and/or handouts depending on the discretion of the Instructor or Professor.

Graduation Requirements

A candidate for the Master of Business Administration shall have:

1. Successfully completed a minimum of 39 units of coursework, with a cumulative grade point average (CGPA) of 3.0 or higher on a 4.0 scale.
2. Successfully completed all degree requirements within the Maximum Time Frame (MTF) of three (3) years. The program is normally four (4) semesters in length.
3. Successfully completed the Master of Business Administration Project, GSB750.
4. Filed all the necessary graduation forms according to the timetable provided by the Office of Administration.
5. Settled all financial obligations to Haven University.

2. TUITION & FEES

Total Program Cost - Including Tuition & Fees	
Bachelor of Science in Business	Application Fee 100.00 • Tuition - 120 units @ 275.00/units @ 33,000 • Books and Supplies (approximate) 900.00 • Graduation fee 300.00 • Total: 21, 408.00
Master of Business Administration	Application Fee 100.00 • Tuition - 39 units @ 475/unit 19,908 • Books and Supplies (approximate) 900.00 • Graduation fee 350.00 • Total: 21, 408.00
items	Fees
Application Fee	100.00
Student Association Fee	45.00 (Per Semester)
Registration Fee	60.00 (Per Semester)
Late Registration Fee	\$100.00

Total Program Cost - Including Tuition & Fees

Registration \$20.00
Confirmation Fee

Graduation \$20.00
Confirmation

Initial I-20 \$300 (Payable to SEVIS) and \$200 (school fee)
Issuance Fee

Replacement I-20 \$20 per person
Fee

Technology & \$75.00 (Per Semester)
Access Fee

Online Learning \$ 75.00 (Per Semester for Online Learners)
Fee

Transcript Fee \$20.00 (Per Transcript)

3. COURSE REQUIREMENTS

<p><i>Common Core Curriculum I (Foundations) (9 units)</i></p> <p>GSB610 Financial Accounting (3 units)</p> <p>GSB615 Accounting for Managerial Decision Making (3 units)</p> <p>GSB620 Business Statistics and Analysis (3 units)</p> <p>GSB625 Economics for Managerial Decision Making (3 units)</p> <p>GSB630 Business Law</p> <p>GSB635 Human Resource Management and Employment Law</p> <p>GSB640 Marketing Strategies and Management</p> <p>GSB645 Financial Analysis and Management</p>	<p><i>Common Core Curriculum II (Essentials) (9 units)</i></p> <p>GSB650 International Business Accounting (3 units)</p> <p>GSB655 Statistics for Managerial Decision Making (3 units)</p> <p>GSB660 Business Cycles and Forecasting (3 units)</p> <p>GSB665 Organizational Behavior (3 units)</p> <p>GSB670 Operations Management (3 units)</p> <p>GSB675 Managerial Communication Strategies (3 units)</p> <p>GSB680 Executive Leadership (3 units)</p> <p>GSB685 Business Entrepreneurship and Capital Formation (3 units)</p> <p>GSB690 Principles and Practice of e-Business (3 units)</p>
<p><i>General Concentration (18 units)</i></p> <p>FIN660 Financial Risk Management (3 units)</p> <p>FIN670 Financial Institutions (3 units)</p>	<p><i>Project (3 units)</i></p> <p>GSB750 Master of Business Administration Project (3 units)</p>

FIN680 Corporate Finance (3 units) FIN690 Financing Capital Requirements (3 units) FIN700 Seminar: Financial Management INB625 International Business and Decision Making in a World Economy (3 units) INB635 International Strategic Management (3 units) INB645 International Business Finance (3 units) INB655 International Finance Management (3 units) INB665 International Marketing (3 units) MIS640 Management Information Systems (3 units) MIS650 Security Analysis and Portfolio Analysis (3 units) MIS660 Cost Benefit Analysis Small Business for Executive Decision Making (3 units) MGT635 Organizational Conflict Management (3 units) MGT645 Management of Innovation (3 units) MKT620 Consumer Behavior (3 units) MKT630 Sales Management (3 units) MKT640 Market Research (3 units) MKT645 Digital Marketing (3 units) MKT650 Advertising Management and Marketing Communications (3 units)	
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4. COURSE DESCRIPTION

RESEARCH METHODS

RM611 Research Methodology (3 Units)

Prerequisites: GE320

This course is designed: to provide opportunities for graduate students to define a contextual framework within which to develop creative Art, Media, and Design practice at the master's level; and to create links between undergraduate study and postgraduate research for graduates whose practice may form the basis for future research; to create a flexible structure which maximizes the range of postgraduate learning opportunities.

MBA COMMON CORE CURRICULUM I (FUNDAMENTALS)

GSB610 – Financial Accounting (3 units)

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Prerequisite: None

Understanding of accounting procedures and judgments underlying corporate financial statements; ability to read and analyze these statements; making inferences about financial health, likelihood of success, and other important attributes of various business entities.

GSB615 – Accounting for Managerial Decision-making (3 units)

Prerequisite: None

Accounting for management planning, control, and decision-making. Cost-profit-volume relationships; cost and revenue information for routine and non-routine decisions; budgeting and profit planning. Discussions of standard costing, responsibility accounting, decentralization, and transfer pricing in the context of management control of operations.

GSB620 – Business Statistics and Analysis (3 units)

Prerequisite: None

The course covers the application of Statistics. Derivation of basic statistical concepts used in business. Topics include probability distributions, moment-generating functions, sampling theory, statistical inference, regression, and correlation. Throughout the course, applications are drawn from business and industry.

GSB625 – Economics for Managerial Decision-making (3 units)

Prerequisite: None

Applications of microeconomic and macroeconomic theory to managerial decisions and planning. Analysis of the firm's resource and product markets. Production functions; cost and output decisions. Pricing strategies under various market constraints. Investment in fixed assets. Risk and demand analysis; business forecasting. Emphasis on the calculation of solutions to operational problems of the business firm.

GSB630 – Business Law (3 units)

Prerequisite: None

Analysis of the legal requirements of forming, operating, and financing partnerships, corporations, and other business organizations. The legal consequence of selecting one form of business organization over another; analysis of the laws of corporation: formation, management, shareholder's rights and liabilities, securities regulations. Law of partnerships and agencies: creation, operation, and dissolution. Sales of goods, property, and negotiable instruments. Consideration of agency relationships and responsibilities of involved parties. Case studies.

GSB635 – Human Resource Management and Employment Law (3 units)

Prerequisite: None

Theory and practice of personnel function in organizations. Design of organizational systems for accomplishing work through individuals and groups. Strategic, legal, and ethical considerations in staffing, appraising, developing, and rewarding people to work. Study of California's and federal employment laws as they affect the management of human resources. Emphasis is upon the legal rights and responsibilities of employers and employees in the employment relationship, primarily in a private-sector environment.

GSB640 – Marketing Management and Strategies (3 units)

Prerequisite: None

Management of marketing decisions particular to organizational customers and prospects: private, commercial, institutional, and governmental customers in both domestic and global markets. Development, implementation,

and evaluation of marketing strategies. Role of marketing planning in the overall corporate strategic planning process. Use of contemporary techniques and models in the strategic planning process. Exploration and analysis of modern marketing problems and solutions from conceptual, legal, and ethical perspectives. Marketing information systems and the use of advanced technologies in marketing decision-making.

GSB645 – Financial Analysis and Management (3 units)

Prerequisite: None

Role of finance in the firm, financial planning and control, management of working capital, time value of money, valuation, risk analysis, basic capital budgeting, long-term financing, and international financial decisions.

MBA COMMON CORE CURRICULUM II (ESSENTIALS)

GSB650 – International Business Accounting (3 units)

Prerequisite: GSB610 or approval of department

Theories, practices, and concepts that underlie the development of standards of financial reporting for enterprises engaged in international trade and business.

GSB655 – Statistics for Managerial Decision-making (3 units)

Prerequisite: None

Applied statistics' role in business decision-making. Analysis of data generation and evaluation techniques, including survey design, survey sampling, and dirty data. Extensive use of tables, charts, and summary measures to demonstrate appropriate ways to use and display data as a manager. Analysis of variance, regression, and correlation methods are studied from a data analytic perspective, emphasizing the conceptual understanding of where and when these techniques should be used and the proper interpretation of their results as it pertains to business decision-making. Theory of decision-making under conditions of uncertainty, the general structure of decision problems including subjective probability, utility, experimentation, and decision analysis.

GSB660 – Business Cycles and Forecasting (3 units)

Prerequisite: None

Examines the business cycle and techniques for forecasting fluctuations. The emphasis of the course is to gain hands-on exposure to specific business forecasting techniques and to learn to apply them to limit the range of uncertainty in management decision-making. Techniques for estimation of sales, investment, working capital, inventories, and labor requirements; naive forecasts, moving averages, and regression techniques. Specific techniques covered include lead-lag, exponential smoothing, econometric time series analysis, and other new techniques including deceptive means-ends forecasting.

GSB665 – Organizational Behavior (3 units)

Prerequisite: None

Emphasis on the contingency view for understanding the whys of behavior and the hows of increasing effectiveness. (The contingency view contends that there is no way of managing all situations.) The student will develop conceptual skills involved in 1) diagnosing the human problems in management; 2) recognizing the situation and how it relates to the organization as a whole as well as to the external environment; and 3) understanding how an individual's actions and the actions of the parts of the organizations are interdependent and impact one another; 4) knowing how and when to use models for managing organizational problems.

GSB670 – Operations Management (3 units)

Prerequisite: None

Decision-making techniques for operations management—management of the production of goods and services. Topics include resource allocation, facility location and design, operations scheduling, capacity planning, inventory management, and quality control. Quantitative techniques for establishing management decision criteria, constraints, and alternatives. Use of computer-based models.

GSB675 – Managerial Communication Strategies (3 units)

Prerequisite: None

Organizational theory and the role communication plays in modern business, industrial, and governmental organizations. Development of advanced written, oral, and interpersonal communication strategies for the business environment. Case studies of communication problems and organizations.

GSB680 – Executive Leadership (3 units)

Prerequisite: None

Review of contemporary leadership styles of high-level governmental officials and executives in business, industry, and commerce. Assessment of students' leadership strengths and developmental needs to prepare them to take responsible leadership positions; focuses on topics such as power and authority in leadership and goal setting for leadership development.

GSB685 – Business Entrepreneurship and New Venture Formation (3 units)

Prerequisite: None

The entrepreneurship philosophy, attitudes, and characteristics. Entrepreneurship and new venture success and failure factors. Identifying and evaluating entrepreneurial opportunities. Developing a new venture business plan. Successfully managing the new venture. Applications cover the creation and management of stand-alone ventures and those developed within corporations. Students develop the creative thinking skills required to recognize business opportunities. Other skills include team building, goal setting, leadership, and negotiation. Case studies. Members of the class are asked to develop their five-year business plan for a new enterprise.

GSB690 – Principles and Practices of e-Business (3 units)

Prerequisite: None

This course introduces the model for conducting business-to-business and business-to-consumer electronic transactions. Topics include the application of e-business strategic management, how to leverage technology to enhance business processes, the unique characteristics of e-marketing, and how the legal, ethical, and regulatory environments act as a filter for conducting e-business.

MBA GENERAL CONCENTRATION**Finance****FIN660 – Financial Risk Management (3 units)**

Prerequisite: GSB645 or approval of department

Measurement and management of foreign exchange, interest rate, equity, and commodity risks. Risk assessment models, implementation strategies, risk management, and capital allocation. The theoretical basis of insurance and self-insurance mechanisms using derivatives for risk management.

FIN670 – Financial Institutions (3 units)

Prerequisite: None

This course is an examination of the financial policies and practices of commercial banks, savings and loan associations, pension funds, insurance companies, and other major financial management institutions. It discusses sources and uses of funds, their cost and return, and government regulation of the financial sector.

FIN680 – Corporate Finance (3 units)

Prerequisite: GSB610 or approval of department

A study of corporate finance deals with sources of funding, the capital structure of corporations, the actions that managers take to increase the value of the firm to the shareholders, and the tools and analysis used to allocate financial resources. The primary goal of corporate finance is to maximize or increase shareholder value.

FIN690 – Financing Capital Requirements (3 units)

Prerequisite: None

A discussion of how to establish capital structure policies and determine the best methods for raising required capital; the course covers the formulation of debt, dividend, and equity policies, selection of an appropriate financing vehicle, and selection of capital markets.

FIN700 – Seminar: Financial Management (3 units)

Prerequisite: GSB645 or approval of department

A study of corporate financial management through case studies and/or term projects; this course covers issues such as sources of long-term financing, cost of capital, capital budgeting, dividend policy, mergers and acquisitions, bankruptcy and reorganization, the globalization of finance, ethical standards, information technology, and financial strategy.

International Business**INB625 – International Business and Decision-making in a World Economy (3 units)**

Prerequisite: None

Nature, dimensions, and motives of international business. Evolution of multinational corporations, management of organizations in the global environment, and marketing and management implications of competition in the international arena. International business decision-making with emphasis on business functions, practices, and laws as they are influenced by cultural, political, economic, social, and institutional factors in various parts of the world.

INB635 – International Strategic Management (3 units)

Prerequisite: None

Strategic decision-making in managing international enterprises. General management problems in directing and controlling transnational companies, including entry, acquisitions, and joint ventures. Cases and readings to acquaint students with worldwide business practices.

INB645 – International Business Finance (3 units)

Prerequisite: None

International financial instruments, markets, and institutions; international trade and capital flows; foreign exchange risks and their management; direct and portfolio investments; implications for conducting global business.

INB655 – International Financial Management (3 units)

Prerequisite: None

International financial environment and multinational corporations. Topics include international trade and balance of payments; international monetary agreements and currency arrangements; international short-term borrowing and investment; and international taxation. Review of global financial challenges and opportunities facing the firms including the problems of risk in foreign investments, currency value fluctuations, and exchange rate variations.

INB665 – International Marketing (3 units)

Prerequisite: None

A study of strategic planning and organizing for international marketing; researching global markets; and marketing consumer products, industrial products, and services in the world market; the course explores requirements for effective international advertising and promotions, personal selling, personnel management, pricing, and distribution systems; export trade mechanics and logistics, financial requirements for international marketing and coordinating and controlling global operations. It also discusses the effect of trade agreements on international business.

Management

MIS640 – Management Information Systems (3 units)

Prerequisite: None

Information as an organizational resource, decision-making frameworks, transaction-processing systems, decision-support systems, external-information systems, office automation, competitive-information systems, accounting and financial applications, marketing applications, production applications, needs assessment, system design and implementation, Organizational impacts, and social issues. A technology update is provided in hardware and software basics, database-management systems, and telecommunications.

MIS650 – Security Analyses and Portfolio Management (3 units)

Prerequisite: None

This course is an analysis leading to the appraisal and pricing of securities; discusses the income and pricing of securities and the income generating ability of securities; forecasts of trends in the stock and bond market; fundamental and technical analysis; application of Modern Portfolio Theory (MPI); analysis of active and passive investment strategies and measurement of portfolio performance.

MIS660 – Cost-Benefit Analysis for Executive Decision-making (3 units)

Prerequisite: None

Use of cost-benefit analysis for executive decision-making with particular emphasis on advantages, disadvantages, and appropriate uses of cost-benefit analysis in real-world situations. In-depth analysis of opportunity costs, ad hoc decisions, constraints in decision-making, costs of executive decisions; decision analysis, determinants, costs, benefits, losses, and forecasting; indifference analysis; intuitive judgment in decision-making; optimum resource allocation; risks measurements; decision vulnerability; decision-making under conditions of uncertainty and rival-related decisions. Case studies and problem-solving.

MGT635 – Organizational Conflict Management (3 units)

Prerequisite: None

This course provides students with both a theoretical and a practical framework for systematically identifying and managing organizational conflict, both internal and external. Topics include assessing and managing workplace conflict; legal and ethical considerations in conflict management system design; negotiation and communication strategies; design of an effective conflict management system, conflict management training and development strategies; and implementing and evaluating an effective conflict management system.

MGT645 – Management of Innovation (3 units)

Prerequisite: None

(Managing innovative enterprises in a changing and uncertain environment) To survive in today's very competitive world, innovation is essential. Yet, firms often have considerable difficulty moving new products or services out quickly enough, responding to new market opportunities, or taking advantage of new technologies. This course will take us into the trenches of the organization to examine in some detail the human and organizational aspects of the innovation process to understand why these problems occur and what managers can do about them. The focus of this course is on the analysis of the issues and options that must be faced in developing a new technological or service venture. Particular attention is directed to the identification of technology-based products and services. Venture opportunities, evaluation of technical feasibility and commercial potential, and planning for successful commercialization. To keep the discussion grounded in organizations' realities, the focus will be on specific types of innovation – the development of technologically innovative new products and services for new markets.

Marketing

MKT620 – Consumer Behavior (3 units)

Prerequisite: None

An in-depth study of how psychological, sociological, and cultural variables influence buying behavior and marketing strategy development. It focuses on identifying the relevant behavioral variable in a given product purchase situation and determines how marketing strategy can be adapted to meet how consumers perceive, select, and buy products and/or services. This class utilizes advanced cases (case studies) and a field study project.

MKT630 – Sales Management (3 units)

Prerequisite: None

This course is a survey of all facets of sales management including estimating sales potential and forecasting sales, manning territories, selecting, training, motivating, supervising, and compensating the sales force, and interfacing with other company functions. Also covered are typical sales management problems and potential solutions.

MKT640 – Market Research (3 units)

Prerequisite: None

An examination of principles and techniques of market research, with emphasis on quantitative applications. This course focuses on defining organizational information needs and designing appropriate research methods to obtain information; qualitative and quantitative research methodologies, secondary research, internal market intelligence systems; and data analysis.

MKT645 – Digital Marketing (3 units)

Prerequisite: None

Development, implementation, and evaluation of marketing strategies and planning. Role of marketing planning in the overall corporate strategic planning process. Use of contemporary techniques and models in the strategic planning process.

MKT650 – Advertising Management and Marketing Communications (3 units)

Prerequisite: None

An analysis of marketing communications from business, social, economic, and political promotions as key tools in marketing new and established products. An examination of advertising planning and management, research, creative development, media selection, direct response, and advertising agencies. Emphasis is on new media technologies and the growing use of alternative media in communicating with selected publics and agencies. Emphasis is on new media technologies and the growing use of alternative media in communicating with selected publics.

MBA Project

GSB750 – Master of Business Administration Project: (3 units)

Prerequisite: After completion of one academic year or approval of department

A research project where students work in teams or as individuals under the guidance of an assigned faculty advisor. Students select a research topic and identify data sources in preparation for the project. Students then gather data and write their research.