Master of Business Administration (MBA)

PROGRAM OVERVIEW
The traditional MBA targets highly motivated students. RIT’s Business school is a catalyst for producing critical thinkers and team-based leaders who take new inventions and emerging technologies to establish commercially successful ventures. The MBA offered by a top business school within a leading technological university positions you to develop your ability to become a strategic thinker in a global business world. Using practical approaches to improving business results and increasing personal productivity, participants in the program:
- strengthen their leadership and interactive skills by collaborating with teams of professional peers and faculty;
- develop strategic perspectives consistent with the needs of customers, stockholders, employees, the community, and other organizational stakeholders;
- apply cross-functional approaches to enhance their analytical and decision-making capabilities, and
- obtain a solid foundation in the functional areas of business.

CURRICULUM AND PROGRAM SCHEDULE
The graduate program consists of 18 classes. Each course meets for 3 Weeks each (72 credit hours). This traditional, part-time, 27-month program offers an immediate return on your investment. RIT faculty will offer the program entirely in Dubai. Class schedule will cater to working students, and intensive seminar classes will be offered in the day for a better way to comprehend the materials learned.

“Through an applied, hands-on curriculum; a strong foundation in business functions; and an outstanding faculty with real business experience, I have been able to step into positions of increasing authority throughout my career. That’s what sets RIT apart.”

Tom Curley, MBA ’77, President and CEO, The Associated Press

ACCREDITATION
The master of business administration is awarded by RIT, and is accredited by the Middle States Association of Colleges and Universities in the US. RIT is accredited by AACSB (Association to Advance Collegiate Schools of Business International). The degree is accredited by the Ministry of Higher Education (MOHESR) in UAE.

ADMISSION REQUIREMENTS
Admission to the masters program is granted to qualified applicants who show high potential for success. In evaluating an application, the graduate admissions committee pays careful attention to each individual’s undergraduate academic record, GMAT score (minimum score of 530), resume and personal statement. Pre-requisites for admission include a baccalaureate degree from an accredited college or university with an equivalent grade point of average of 3.0 out of a 4.0 scale. In addition, all applicants are required to meet the English language requirement for graduate study at RIT by submitting either a TOEFL score (minimum score of 92 internet based, 237 computer based or 580 paper based), or an IELTS score of at least 7.0.

INDUSTRY LEADERS
Worldwide, more than 1,700 top executives got their start at RIT.

William A. Steenburgh, MBA ’83
Senior Vice President
Xerox Corporation

Charles S. Brown, Jr., MBA ’79
Senior Vice President
Eastman Kodak Company

Brian E. Hickey, MBA ’81
Executive Vice President
M&T Bank

Steven B. Sauer, MBA ’95
President
Toshiba Business Solutions

“RIT is the only university that can guarantee top quality education because of its high worldwide reputation, and that’s why I choose to study here. Excellent teachers, excellent education!”

Jason Pereira
MBA 2011

Rochester Institute of Technology • New York • USA

www.rit.edu/dubai
Program Requirements
University policy requires that graduate programs be completed within seven years of the student’s initial registration for courses in the program. A grade point average of at least 3.0 must be maintained.

Core Courses:
- Accounting for Decision Makers
- Organizational Behavior & Leadership
- Statistical Analysis for Decision Making
- Marketing Concepts Economics for Managers
- Financial Analysis for Managers
- Strategic Management of Technological Innovation
- Supply Chain Management
- Competitive Strategy
- Project Management

PLUS: Required ‘Global’ Core
- Seminar: Islamic Finance
- Global Business Environments
- Managing in a Global Environment
- Finance in a Global Environment

Choose One Concentration (for example Marketing)
- Advanced Marketing Management
- Seminar in Marketing
- Advertising & Integrated Marketing
- Internet Marketing: Strategies & Tactics

Choose 5 electives (Requires advisor approval)

“I want to get a solid foundation so that I can contribute to my company, my career, and my personal growth.”
Angela Bonilla, MS ’09
Accounting Analyst, Xerox

Course Descriptions
Accounting for Decision Makers
An introduction to accounting concepts and the use of accounting information by decision makers. Topics include financial statements; measurement of assets, liabilities, equities, and income; financial statement analysis; cost behavior and measurement; profitability analysis; relevant costs for special decisions; budgeting; and responsibility accounting. Consideration is given to the role of information technology in the development and use of accounting.

Organizational Behavior and Leadership
This course examines why people behave as they do in organizations and what managers can do to improve organizational performance by influencing people’s behavior. Students will be exposed to the impact of organization on leaders, individuals, groups and cultures and to different frameworks for diagnosing and dealing with problems in organizational settings. Topics include leadership, motivation, team building, conflict resolution, organizational change, and managing organizational cultures, creativity and ethical leadership.

Financial Analysis for Managers
An examination of basic financial theories, techniques, and practices. Topics include time value of money, valuation, capital asset pricing, risk and diversification, cost of capital, capital budgeting techniques.

Economics for Managers
The course focuses on the fundamental economic theories most useful for the management of a firm in a global environment. Microeconomic theories and current events are used to explain the performance of the market system and help managers formulate effective pricing and business decisions. Macroeconomic theories and current events are used to explain the direction of the domestic and global economy to help managers understand the implications, including foreign direct investment, for their companies. Students will learn to explain and predict changes in economic growth, inflation, interest rates, international trade and foreign exchange rates. This is an applications-oriented course including the use of a computerized microeconomic simulation to enhance decision-making skills and a team project assessing the gains for foreign direct investment in a specific foreign country.

Managing the Supply Chain
Supply chain management is about the management of material, information and cash flows from raw material to the ultimate customer. Fierce global competition and advanced information technology have forced companies to manage the supply chain to increase responsiveness to market dynamics. The course integrates the fundamental disciplines of operations, purchasing, inventory management, distribution, logistics, and marketing. This course provides students with the knowledge and tools necessary to develop, implement, and sustain strategies for effectively managing supply chain issues.

Statistical Analysis for Decision Making
This is a course in applied statistics emphasizing inference (estimation and testing). Topics to be covered include: review of descriptive statistics, normal distribution, sampling distributions, estimation, test of hypothesis for single and two populations, linear, multiple regression and model building methods.

Application and Admission
We encourage you to contact us to visit campus, meet with our top quality faculty, students, alumni, and dedicated staff, who will assist you in finding the right program to discover your future.

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