

Graduate Studies in Business

The Whitworth School of Business comprises the department of business and economics, the organizational management program (a program for the adult learner seeking a baccalaureate degree), and the following graduate-degree programs: master of business administration (MBA) and MBA in international management (MBA in IM).

The Whitworth School of Business provides an education of mind and heart in the liberal arts tradition based on Christian principles. We develop adept and moral professionals engaged with their communities and world through an integrated curriculum that emphasizes technical expertise, practical application and experiential learning.

Vision in Action: As part of our vision, School of Business students will have done the following by the time they obtain their graduate degrees:

- received comprehensive training and education in global business management
- developed an understanding of the nature and complexities of business decision-making in times of change and uncertainty
- participated in an academic culture in which students learn through relational interaction with outstanding faculty who are highly qualified as scholars and practitioners, from each other, and from other stakeholders (alums and other business professionals) of the university through challenging, relevant and diverse teaching methods
- joined top-quality students who are interested not only in becoming competent in traditional business disciplines, but in living lives of distinction and meaning as world citizens in an ever-changing, competitive environment
- gained practical business experience through application, while developing essential communication, interpersonal and leadership, and critical-thinking skills
- further developed character, integrity, and a capacity for ethical analysis and judgment, traits that are important to an increasingly complex, diverse and globalizing world
- enhanced their value in the employment marketplace
- connected to a worldwide alumni network

Programs and Curricular Focus

The Whitworth School of Business is recognized as an academic leader in preparing graduate students to compete successfully in today's international marketplace. Our goal is to provide comprehensive training and education for the business leaders of tomorrow, based on the dynamic globalizing environment of business in the 21st century. Courses in finance, operations and project management, marketing, human resources, and leadership are designed to give students the business skill sets to be competitive in the job market while developing their intercultural intelligence and expanding their knowledge of world markets. Evening seminar-style courses offer students the choice of full- or part-time study. Full-time enrollment in two courses per six-week module provides students the opportunity to earn an MBA or MBA in IM degree in 10 months. Part-time enrollment allows students to take only one course in each module and still complete their degrees in 22 months.

Faculty

Faculty members are active in the fields of global business and management studies. They bring practical business and cross-cultural experience to the classroom and engage in research and consulting for governments and corporations locally and throughout the world. Qualified business practitioners from the community bring added expertise and experience to the classroom through special courses, guest lectures, and supervision of internships, special projects, and business-plan development.

Application Procedures and Admission Criteria

Due to the graduate programs' unique six-module design, students may apply for admission throughout the year.

Admission decisions are based on an applicant's undergraduate academic record, recommendations, prior experience, graduate examination (GMAT or GRE) score, or alternate exam option, and approved English-language exam (TOEFL) score for students whose native language is not English. Applicants will be invited to interview with the director.

The following guidelines apply:

- Transfer courses from other graduate programs will be assessed; typically, only nine semester credits, or 14 quarter credits, will be considered for transfer as a student enters the MBA or MBA in IM program.
- Whitworth requires the TOEFL or IELTS exam for all international applicants unless the applicant has acquired her/his bachelor's degree from the U.S. or from a country where the official language is English. A score of 88 on the Test of English as a Foreign Language (TOEFL) OR an overall score of 7.0 on the International English Language Testing System (IELTS) is considered the minimum for admission to Whitworth University. Test scores must be sent directly to Whitworth.
- A minimum GMAT score of 500 or a combined minimum GRE score of 300 is generally required for admission to the MBA or MBA in IM programs. However, the committee takes a holistic perspective in its review. Appropriate consideration is given to all components of the application packet.
 - An entrance exam alternative may be requested.
- Each applicant must hold a bachelor's degree from a regionally accredited college or university. Students holding bachelor's degrees, or their equivalent, from a college or university outside of the United States may be asked to submit their transcripts to an independent transcript-evaluation agency for review.

Prerequisites

Undergraduate introductory courses in the following disciplines are generally required for admission to the MBA and MBA in IM programs. Applicable work experience can be applied after review:

- accounting
- microeconomics
- macroeconomics
- marketing
- statistics
- finance

Application Procedures

Online Application and \$50 Fee:

The online application has several components and gives you the opportunity to upload your résumé and essay, to send recommendation requests to your references, and to pay your \$50 application fee.

You also have the option of emailing your résumé and essay to us at a later time (graduateandcsadmissions@whitworth.edu). In addition to submitting your application materials, you will meet with the program director to talk about your particular goals in obtaining an MBA.

GMAT/GRE/Entrance-Exam Alternative:

Whitworth will waive the entrance-exam requirement for applicants with an undergraduate GPA of 3.25 or higher. (If your cumulative GPA is lower than 3.25 due to first- or second-year grades, we will consider the last 90 quarter/60 semester credits for your calculated GPA.) If your undergraduate GPA is below 3.25, please follow these instructions:

Exam Options:

- Submit an official GMAT score report (exam must have been taken in the last five years).
- Submit an official GRE score report (exam must have been taken in the last five years).
- Exam alternative: You may submit a 1,500-word analytical essay in lieu of GMAT or GRE scores. The essay should demonstrate your ability to analyze, synthesize and critically reflect upon information. Applicants must request this option through the admissions office and will be sent a case study to analyze in order to prepare a response.

When you complete your essay, submit it directly to the Whitworth Graduate Admissions Office at graduateandcsadmissions@whitworth.edu.

Please note: Applicants may be granted admission into Whitworth's MBA program, but they are not eligible for departmental academic scholarships awarded by the university unless a GMAT or GRE score report is submitted.

Résumé

On your résumé, please include both work experience and, where applicable, service activities and recognitions.

We strongly recommend that MBA applicants have full-time work experience. The admissions committee is especially interested in the quality of an applicant's professional skills as evidenced in her/his level of responsibility, leadership, supervision and teamwork. The committee also considers the relevance of these skills both to the applicant's intended course of study at Whitworth and to the career goals stated in the essays.

Service, activities and recognition, such as public, community or military service, travel experiences, extracurricular activities and any honors or recognitions received, are all important indicators of an applicant's motivation and character. The most appropriate place to include this information is on your résumé. The accompanying essay may also be an appropriate place to discuss your personal background.

Recommendations:

Recommendations should come from individuals who have a superior working knowledge of the applicant, should be professional in nature, and should speak to the applicant's professional work, qualities, career potential and likelihood of success in the classroom.

Recommendations are completed via an online recommendation request sent directly to each reference once the applicant begins the application process.

Transcripts:

Though a student's GPA is reviewed for probability of academic success, we understand that undergraduate GPAs, particularly those from several years ago, may not reflect an applicant's current ability or commitment to academic success.

Order official transcripts from ALL colleges or universities previously attended; have them sent directly to us at the following address:

Whitworth University
Graduate Admissions
300 W. Hawthorne Rd.
Spokane, WA 99251

Prerequisites:

Whitworth's MBA program requires prior coursework or equivalent work experience in key functional areas of business: accounting, economics, finance, marketing, and statistics. If applicants do not have the necessary background, Whitworth offers several online and self-paced completion methods to satisfy these requirements.

Personal Essay:

The essay is a critical component for assessing applicants' motivation for attending Whitworth's evening MBA program; it sums up the applicants' background and goals, as well as their communication and presentation skills. In your essay, you are asked to respond to three particular questions: Why Whitworth? Why an MBA? Why now? Your essay should be no longer than one single-spaced page single-spaced, or approximately 600 words. A strong essay will convey careful research on Whitworth and enthusiasm for the program.

Non-U.S. Citizens must also include the following:

- TOEFL and/or IELTS Tests

Whitworth requires the TOEFL or IELTS exam for all international applicants unless the applicant has acquired her/his bachelor's degree from the U.S. or a country where the official language is English. A score of 88 on the Test of English as a Foreign Language (TOEFL) OR an overall score of 7.0 on the International English Language Testing System (IELTS) is considered the minimum for admission to Whitworth University. Test scores must be sent directly to Whitworth.

For the TOEFL, an official score report must be sent directly to the MBA office at Whitworth University (300 W. Hawthorne Rd., Spokane, WA 99251), from the Educational Testing Service (ETS). Whitworth's institution code is 4593. To learn more about TOEFL or to request your score, contact ETS at its website. (<http://www.ets.org>)

- Student Financial Statement

A detailed International Student Financial Statement form with supporting verification documents must be provided to the Whitworth Office of International Admissions. Submit documents to gsb@whitworth.edu. In compliance with U.S. Immigration Service requirements, your documents must show evidence of adequate available financial resources to attend Whitworth and the MBA program.

An affidavit of financial support is required from students whose financial resources are supplemented to **any degree** by someone other than themselves. Use INS Form I-134 for sponsors from the U.S.

- University transcript and degree requirements

All applicants must hold a bachelor's degree from an accredited college or university. Requirements for admission include an undergraduate GPA of 3.0. International applicants with diplomas from non-English-speaking universities may be required to provide a professional credential evaluation of their university transcripts. To obtain a professional credential evaluation, submit official transcripts and/or documentation of degree earned to the following site:

World Education Services

http://www.wes.org/application/apply_now.asp

If you have any questions, contact WES:

U.S.A. Telephone/FAX 212.966.6311; email online: www.wes.org/contact

Please choose the "Document by Document" service. All transcripts and evaluations should be forwarded to Whitworth University.

Non-degree-seeking students may be asked to meet the requirements expected of degree candidates. Class enrollment is on a space-available basis, giving priority to degree-seeking students. Non-matriculating students are generally limited to six credits in the MBA program before they are expected to apply for admission.

International Students: In some cases, additional English-language study may be recommended, although such coursework does not apply toward the MBA or MBA in IM degree.

Academic Policies

Academic Standards:

1. Documentation of experience will be required of anyone petitioning to substitute experience for prerequisites. A four-semester-credit courseload qualifies a student as being enrolled at three-quarter-time status. A three-semester-credit courseload qualifies a student for part-time status.
2. To be considered a full-time student in the MBA or MBA in IM programs, a student must complete at least six credits within the academic semester at the university. International students are required to be enrolled for each module to maintain full-time status in compliance with immigration guidelines.
3. A student may apply six semester credits of MBA or MBA in IM coursework taken as a non-degree enrollee for completion of the degree. After completion of at least two courses with non-degree status, the student is encouraged to submit a formal application for degree standing.

Registration:

1. Registration every semester is based on a program plan that all students will pursue following admission into their program.
2. A student who officially drops or withdraws from classes during the course of the term is eligible for an adjustment of charges as follows:
 - First week: 100 percent
 - Second week: 80 percent

3. No refunds are given after the third week of class. If you receive a 100-percent refund and have already received the books for the course, you will be responsible for paying back the cost of the books.

Features of the GSB Programs:

- Unique one or two year program.
- Courses taught by Whitworth faculty and area business professionals.
- Prepares students with a range of managerial and financial competencies required by today's employers.
- Small, evening seminar-style classes.
- Foreign language instruction is offered in small groups focusing on business vocabulary at advanced levels.

MBA Degree Requirements (36)

MB 501	Organizational Behavior and Leadership	3
MB 522	International Economics	3
MB 505	Managerial Accounting	3
MB 525	Ethics and Law in International Business	3
MB 510	Corporate Finance	3
MB 530	Entrepreneurship and New Venture Creation	3
MB 515	Advanced Financial Statement Analysis	3
MB 517	Business Statistics and Decision Analysis	3
MB 535	Optimizing Human Resources	3
MB 526	Integrated Marketing Strategies	3
MB 513	Operations and Project Management	3
MB 529	Global Strategic Management	3

MBA in International Management Degree Requirements (45)

MB 501	Organizational Behavior and Leadership	3
MB 522	International Economics	3
MB 505	Managerial Accounting	3
MB 525	Ethics and Law in International Business	3
MB 510	Corporate Finance	3
MB 530	Entrepreneurship and New Venture Creation	3
MB 515	Advanced Financial Statement Analysis	3
MB 517	Business Statistics and Decision Analysis	3
MB 535	Optimizing Human Resources	3
MB 526	Integrated Marketing Strategies	3
MB 513	Operations and Project Management	3
MB 529	Global Strategic Management	3
IM 540	Elementary Language for Managers I	3
IM 541	Elementary Language for Managers II	3
IM 542	Intermediate Language for Managers I	3

Masters of Business Administration Courses

MB 501 Organizational Behavior and Leadership **3**

This course addresses the critical challenges of leading organizations in today's dynamic global environments. Practical issues of leadership and management in the context of different cultures will be covered. Topics include leadership dynamics, group motivation, architecture of organizations, and comparative management techniques based on the patterns of organizational behavior in the U.S. and other countries.

MB 505 Managerial Accounting **3**

This course focuses on managerial accounting and its key role in supporting the operational and strategic needs of an enterprise. Topics will include managerial decision-making and internal reporting using accounting information and various analytical tools. Current issues in managerial accounting as well as case analysis will be integral components of this course.

MB 510 Corporate Finance 3

The objective of this course is to further develop the students' ability to use quantitative methods in financial decision-making. This course will discuss capital budgeting, valuation, capital structure, and payout policy. The course's objective is to provide a theoretical framework for considering corporate finance problems and issues and to apply these concepts in practice.

MB 513 Operations and Project Management 3

This course covers the tools used for managing projects in organizations, and provides the opportunity for a real-world application of the concepts comprising project management. Topics covered in this course range from operations strategy, process planning and analysis, quality management, supply chain management, service profit chain, forecasting, and logistics management. Students will develop an understanding of the strategic importance of operations and how operations can provide a competitive advantage in the marketplace.

MB 515 Advanced Financial Statement Analysis 3

This course will provide students with tools to analyze information in corporate financial statements. The course will teach students how to use financial statement information for firm valuation and other economic decisions. The course will also help students understand and analyze the issues that corporate managers face as they design and implement financial reporting strategies, increasing students' ability to assess accounting quality, and detect and undo earnings management.

MB 517 Business Statistics and Decision Analysis 3

The course is designed to address two major issues: statistics and research as applied to workplace decisions, problems, and opportunities. By the time the student completes the course, they will have a solid foundation in statistical thinking and will know how to design, conduct, and interpret organizational research. Topics include regression analysis, confidence intervals, and hypothesis testing.

MB 522 International Economics 3

This course investigates the analysis of consumer theory, production theory, exchange, and market interactions. Theory and comparative study of economic growth and development in third-world countries; roles of government, private sector, non-government organizations and international agencies in economic development.

MB 525 Ethics and Law in International Business 3

This course uses the global business context to introduce students to important legal and ethical challenges business leaders face in today's complex business world. Case studies and readings will address how business leaders, constrained by law and motivated to act ethically in a global context, should analyze relevant variables to make responsible decisions.

MB 526 Integrated Marketing Strategies 3

This course covers managerial marketing concepts applied in industrialized countries. We will analyze global marketing activities related to both strategic and tactical solutions. Consideration of initial entry phase to expansion and global rationalization for both large and small entities will be addressed. Class interaction will occur through market/product analysis projects and case studies.

MB 529 Global Strategic Management 3

This capstone course focuses on case studies, simulations, and lecture/presentations to help understand the changing dynamics of strategy. Implementation for large and small business entities will be examined. The balance of global scale efficiency, target market responsiveness, and worldwide innovation will be analyzed.

MB 530 Entrepreneurship and New Venture Creation 3

A critical function of this course is for students to analyze, synthesize, and apply theory to their personal experience in the marketplace. To help achieve this objective, there is an experiential component where entrepreneurs will visit the class and share the realities of starting and running a business. A key business plan project will be completed.

MB 535 Optimizing Human Resources 3

This course provides an extensive understanding of the factors underlying human resource management as applied in domestic and global organizations. Emphasis is placed on the impact of international changes and trends that will affect human resource practices. Topic areas include multi-national organization considerations for planning, recruitment, selection, training, performance appraisal, compensation, benefits administration and union/management relations. The course also develops a working knowledge of legal issues that include relevant ethical, moral, social and political concerns.

International Management Courses

IM 540 Elementary Language for Managers I 3

Specialized language course give attention to business and professional vocabulary and emphasize speaking, listening, reading and writing skills. Business projects in the target language will be assigned. Placement test determines language level and section number.

IM 541 Elementary Language for Managers II 3

Specialized language course give attention to business and professional vocabulary and emphasize speaking, listening, reading and writing skills. Business projects in the target language will be assigned. Placement test determines language level and section number.

IM 542 Intermediate Language for Managers I 3

Specialized language course give attention to business and professional vocabulary and emphasize speaking, listening, reading and writing skills. Business projects in the target language will be assigned. Placement test determines language level and section number.

Font Notice

This document should contain certain fonts with restrictive licenses. For this draft, substitutions were made using less legally restrictive fonts. Specifically:

Times was used instead of Adobe Garamond Pro.

The editor may contact Leepfrog for a draft with the correct fonts in place.