

Business Administration



STUDY OPPORTUNITIES

The MBA curriculum has a global orientation and is designed around an intensive phase of applied business modules and an advanced phase of integrated management studies. It offers a carefully designed combination of rigorous classroom work, intensive case-based discussions and off-campus experiences for a small cohort of students. You will complete a specialized track in Entrepreneurship, Finance, Healthcare Management, Marketing, or Sport Management; an MBA-level internship and the Global Business Competition course in an international location, as well as, applied research and field projects.

GRADUATE PROGRAMS IN BUSINESS ADMINISTRATION

The 16-month Eberhardt MBA Program is designed to train the managers that corporate recruiters want to hire. The rigorous and intellectually challenging coursework goes beyond the traditional business school curriculum to emphasize important managerial skills like leadership, innovation, and communication, as well as a global perspective on today's complex business issues.

The PharmD/MBA is an integrated, dual-degree program that allows students to develop expertise in management specific to industries such as healthcare, pharmaceutical and biotechnology.*

The JD/MBA Program allows students to complete their three-year law degree at Pacific's McGeorge School of Law and the Eberhardt MBA Program together in only four years with a focus on the legal issues of today's businesses.*

In the Peace Corps Masters International Program, students complete a portion of their studies on campus prior to completing a Peace Corps assignment. The assignment, usually in business or NGO development, further develops key skills through language, technical and cross-cultural training. Following the assignment, students return to campus for a semester to complete their degree and begin pursuit of a career.*

** All dual-degree and cooperative MBA programs require separate admission to both programs.*

go.pacific.edu/mba

University of the Pacific

Eberhardt School of Business

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Electives are offered in Finance, Marketing, Entrepreneurship, Sport Management, and Healthcare. To complete a track in any one of the five areas requires completion of 12 units of elective coursework in the area.

GRADUATE COURSE OFFERINGS

REQUIRED COURSES

CODE	TITLE	UNITS
BUSI 211	Applied Business Principles	18
BUSI 220	Corporate Finance.....	3
BUSI 276	Entrepreneurial Management.....	3
BUSI 249	Global Strategic Marketing	3
BUSI 268	Global Business Competition.....	3
BUSI 279	Leadership and Change	2
BUSI 214	Negotiation	2
BUSI 281	Strategy Implementation	2
BUSI 213	Corporate Social Responsibility	2

Entrepreneurship and Innovation Track

BUSI 221	Entrepreneurial Finance	3
BUSI 272	Entrepreneurship.....	3
BUSI 275	Technology and Innovation.....	3
BUSI 293	Entrepreneurship and Global Capitalism	3

Finance Track

BUSI 221	Entrepreneurial Finance	3
BUSI 222	Student Investment Fund	3
BUSI 223	Investment and Portfolio Analysis.....	3
BUSI 263	International Finance	3
BUSI 293	Financial Statement Analysis.....	3

Healthcare Track

BUSI 250	Health Insurance and Managed Care.....	3
BUSI 251	International Healthcare Systems	3
BUSI 252	Healthcare Law	3
BUSI 254	Health Economics	3

Marketing Track

BUSI 241	Marketing Research.....	3
BUSI 246	Marketing of Services.....	3
BUSI 247	Consumer Behavior.....	3
BUSI 293	Promotions	3

Sport Management Track

SPTS 265	Advanced Sport Law.....	4
SPTS 269	Advanced Management of Sport Enterprises..	4
SPTS 274	Advanced Sport Marketing and Promotions...	4
SPTS 275	Advanced Sport Management	4
SPTS 287	Advanced Internship: Sport Management	4

INTERNSHIP: You will be required to participate in an MBA-level internship.

APPLIED RESEARCH/CONSULTING: You will participate in field projects throughout your MBA courses, additional field experiences can be developed via internships or research through the Eberhardt Career Management Center.

DEGREE REQUIREMENTS

You must complete at least 53 units of graduate management coursework with a cumulative grade point average of 3.0 to qualify for the MBA. A thesis is not required for the MBA.

ADMISSION REQUIREMENTS

Admission to the Eberhardt MBA Program is competitive and based on criteria which indicate a high likelihood of success. Performance in your prior coursework and standardized test scores are strong considerations in the admission decision. The MBA Admissions Committee gives equal consideration to all undergraduate majors in the admissions process. MBA admission decisions will be made in April for all student meeting the March 1 application deadline. Accepted students will be automatically considered for merit-based financial assistance.

A U.S. bachelor's degree or its equivalent must be received prior to beginning the MBA program.

The application packet includes:

- Completed application form, essay and supporting materials.
- Transcripts from all undergraduate, graduate and professional schools attended.
- Two letters of recommendation written by people who can attest to your qualifications for graduate work.
- Scores from the Graduate Management Admissions Test (GMAT). Your scores must be less than five years old.
- An admissions interview may be requested (by invitation only).

PROGRAM PREREQUISITES

You are expected to have completed prerequisite courses, prior to beginning the MBA. These courses include: six semester units of economics – Macroeconomics and Microeconomics (or three units of Managerial Economics); three units of Probability and Statistics; and three units of college level Calculus. These courses may have been taken at either the undergraduate or graduate level.

CONTACT INFORMATION

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