

# GENERAL MANAGEMENT (MBA)

NYSED: 28064 HEGIS: 0506.00 CIP: 52.1301

## Program Description

The MBA Program at New York University's Leonard N. Stern School of Business represents the best in graduate business education, where the pursuit of success for our students—educational, professional, and personal—is the driving force behind everything we do. Stern students develop the skills they need to succeed in any business environment, anywhere in the world.

Balancing theory and conceptual frameworks with practical applications, the MBA curriculum first develops a solid base of management skills through required core courses and then builds on that knowledge through specialized electives. Within this structure, students choose from a wide range of courses and plan their programs according to their own needs and interests.

The core curriculum introduces students to the functional activities of organizations and the analytical and conceptual frameworks for managerial decision-making. Collectively, the core courses provide both the fundamental knowledge that a manager must have to be effective and the foundation for advanced specialization in different functional and interdisciplinary areas.

Stern's MBA Program provides depth as well as breadth. After completing the core curriculum, a student obtains in-depth knowledge in academic program areas by completing advanced level elective course work. Students choose from a wide array of elective courses offered at Stern and from approved courses offered by other NYU graduate programs. A list of Stern elective courses can be found in the course descriptions for each academic department. Students may choose to focus their electives in one or more of over 20 academic specializations.

## MBA Specializations

All Stern students graduate with an MBA in General Management and can select up to three specializations or choose not to specialize at all. We offer one of the largest selections of elective courses among top business schools. See MBA Specializations (<https://www.stern.nyu.edu/portal-partners/academic-affairs-advising/specializations/>) for a list of specializations.

**Note:** The Full-Time MBA is a demanding full time program. As such, it is not possible to work full time while enrolled. While students may be able to have some limited part time employment or short duration internships while in the program, class schedules and other required program elements cannot be adjusted to accommodate such activities. The most common form of employment during the program would be working as a Teaching Assistant or Graduate Assistant.

## Admissions

NYU Stern's admissions process is holistic and selective. The Admissions Committee evaluates each candidate's academic profile, professional achievements and aspirations, and personal characteristics.

**Academic Profile:** NYU Stern seeks students who will perform well in our academic program. We assess academic potential through the quality of and performance in prior academic program(s), as seen from academic

transcripts, and general aptitude as measured by standardized tests (or meeting test waiver requirements).

**Professional Achievements and Aspirations:** Stern seeks students with a proven track record of success, demonstrated potential for future leadership, and a well-articulated plan to achieve their short- and long-term goals. Professional achievements and aspirations are primarily assessed by a candidate's essays, résumé, employment history and internships, professional recommendation(s), and interview (by invitation only if required).

**Personal Characteristics:** NYU Stern values students with both intellectual and interpersonal strengths/ emotional intelligence (IQ + EQ). We seek students who embody Stern's values of mutual support and collaboration and who will be passionate, engaged participants in the Stern community. These personal characteristics are often evidenced in a candidate's essays, professional recommendations, activities and achievements, and interviews (if required).

Please visit Programs & Admissions (<https://www.stern.nyu.edu/programs-admissions/>) for detailed information on the application process.

## Program Requirements Full-Time

Course	Title	Credits
<b>Major Requirements</b>		
COR1-GB 1102	Leadership	1.5
COR1-GB 1305	Statistics and Data Analysis	3
COR1-GB 1306	Financial Accounting and Reporting	3
COR2-GB 3101	Professional Responsibility	1.5
Menu Core <sup>1</sup>		15
<b>Electives</b>		
Other Elective Credits		36
<b>Total Credits</b>		<b>60</b>

<sup>1</sup> Select 5 courses from the following areas:

- Business Analytics
- Firms & Markets
- Foundations of Finance
- The Global Economy
- Marketing
- Operations Management
- Strategy (I & II)

## Part-Time

Course	Title	Credits
<b>Major Requirements</b>		
MCOM-GB 2105	Strategic Communication	1.5
COR1-GB 1302	Leadership in Organizations	3
COR1-GB 1305	Statistics and Data Analysis	3
MGMT-GB 2159	Collaboration, Conflict, and Negotiation	1.5
COR2-GB 3101	Professional Responsibility	1.5
COR1-GB 1303	Firms and Markets	3
COR1-GB 1306	Financial Accounting and Reporting	3

COR1-GB 2310	Marketing	3
COR1-GB 2311	Foundations of Finance	3
COR1-GB 2103	Strategy I	1.5
COR1-GB 2104	Strategy II	1.5
COR1-GB 2303	The Global Economy	3
COR1-GB 2314	Operations Management	3
<b>Electives</b>		
Other Elective Credits		28.5
<b>Total Credits</b>		<b>60</b>

## Sample Plan of Study Full-Time

Course	Title	Credits
<b>1st Semester/Term</b>		
COR1-GB 1102	Leadership	1.5
COR1-GB 1306	Financial Accounting and Reporting	3
COR1-GB 1305	Statistics and Data Analysis	3
Menu Core		1.5
Menu Core		3
Menu Core		3
<b>Credits</b>		<b>15</b>
<b>2nd Semester/Term</b>		
Menu Core		1.5
Menu Core		3
Elective		1.5
Elective		3
Elective		3
Elective		3
<b>Credits</b>		<b>15</b>
<b>3rd Semester/Term</b>		
COR2-GB 3101	Professional Responsibility	1.5
Elective		3
Elective		3
Elective		3
Elective		3
Elective		1.5
<b>Credits</b>		<b>15</b>
<b>4th Semester/Term</b>		
Menu Core		3
Elective		3
Elective		3
Elective		3
Elective		3
<b>Credits</b>		<b>15</b>
<b>Total Credits</b>		<b>60</b>

## Part-Time

Course	Title	Credits
<b>1st Semester/Term</b>		
MCOM-GB 2105	Strategic Communication	1.5
COR1-GB 1302	Leadership in Organizations	3
COR1-GB 1305	Statistics and Data Analysis	3
<b>Credits</b>		<b>7.5</b>
<b>2nd Semester/Term</b>		
MGMT-GB 2159	Collaboration, Conflict, and Negotiation	1.5
COR2-GB 3101	Professional Responsibility	1.5
COR1-GB 1303	Firms and Markets	3

COR1-GB 1306	Financial Accounting and Reporting	3
<b>Credits</b>		<b>9</b>
<b>3rd Semester/Term</b>		
COR1-GB 2310	Marketing	3
COR1-GB 2311	Foundations of Finance	3
<b>Credits</b>		<b>6</b>
<b>4th Semester/Term</b>		
COR1-GB 2103	Strategy I	1.5
COR1-GB 2104	Strategy II	1.5
COR1-GB 2303	The Global Economy	3
COR1-GB 2314	Operations Management	3
<b>Credits</b>		<b>9</b>
<b>5th Semester/Term</b>		
Electives <sup>1</sup>		28.5
<b>Credits</b>		<b>28.5</b>
<b>Total Credits</b>		<b>60</b>

<sup>1</sup> Remaining electives (28.5 credits) may be completed after the 4th semester/term.

## Learning Outcomes

Upon successful completion of the program, graduates will:

1. Achieve effective analytical skills.
2. Work effectively in teams.
3. Be ethical professionals.
4. Be able to make effective organizational decisions.
5. Use individualized programs of study to acquire the capabilities that they need to pursue their subsequent individual professional journeys.

## Policies

### NYU Policies

University-wide policies can be found on the New York University Policy pages (<https://bulletins.nyu.edu/nyu/policies/>).

### Stern Policies

Additional academic policies can be found on the Stern Graduate Academic Policies page (<https://bulletins.nyu.edu/graduate/business/academic-policies/>).