Master of Business Administration

When you earn your MBA from The University of Kansas, you’ll receive a well-rounded education that not only supports your career goals, but also incorporates both the theoretical background and practical experience needed to succeed in today’s ever-changing global economy. Two MBA programs are offered at KU: 1) the Full-Time MBA based in Lawrence for those seeking a career change, and 2) the Working Professional MBA based at the Edwards Campus in Overland Park for those seeking career enhancement.

The Full-Time Program includes 50 hours of coursework and can be completed in as little as 16 months (3 semesters, plus a summer of career exploration). The program is cohort based and special emphasis is placed on social entrepreneurship through our Kansas Impact Project. Specialized tracks are available in Finance and Marketing Supply Chain Management. An optional 4th semester is available for those who wish to specialize and enhance their credentials before entering the job market. New students are admitted each fall semester.

The Working Professional program includes 42 hours of coursework and can be completed in about two years. Classes are offered weekday evenings at the Edwards Campus. Students have the opportunity to specialize with an Advanced Core in Management, Marketing or Finance. Further elective content can be used towards Graduate Certificates in Human Resource Management, International Business, Investments, Marketing, Strategic Management, Supply Chain Management, and Valuation.

The KU MBA program is designed for business leaders, from the recent college graduate to the seasoned executive. If you are looking to advance, re-brand, change industries, or start your own business, a KU MBA will open the doors to new possibilities.

Baccalaureate Preparation

The Master of Business Administration program is open to graduates from areas other than business administration. It also provides an opportunity for continued study in management for graduates from a school or department of business. The only prerequisite coursework is college algebra or its equivalent.

Admission to MBA Programs

MBA programs are open to those who have earned baccalaureate degrees from accredited colleges or universities and whose undergraduate academic records, scores on the required standardized examination, and prior work experience indicate that they have the capability to complete the program. Admission to all programs in business is reviewed by the MBA Admissions Committee. Those who have not completed a baccalaureate degree are not eligible for enrollment in MBA courses.

Applicants for MBA graduate programs must take the Graduate Management Admission Test (http://www.mba.com/us/the-gmat-exam/register.aspx) administered by Pearson VUE. The GMAT is administered in most foreign countries and by appointment at designated testing centers throughout the United States. The test typically is taken during the academic year before the term for which admission is sought.

Students whose native language is not English or who have not completed a degree from a college or university in the United States, Great Britain, Canada, or Australia must also have a score of at least 600 for the MBA program on the Test of English as a Foreign Language. A minimum score of 57 on each of the three sections of the TOEFL is required. For students taking the computerized version of the TOEFL, an overall score of 250 is required, with a minimum score of 23 on each of the 3 sections of the test.

All applications for admission to the MBA programs must include:

1. Graduate application (http://graduate.ku.edu/ku-graduate-application);
2. 3 essays;
3. An official transcript from each college or university that conferred a degree;
4. 2 letters of recommendation from faculty members and/or employers;
5. Scores on the GMAT and scores on the TOEFL if required;
6. A $65 nonrefundable application fee ($75 for international applicants); and
7. A current résumé.

Completed applications are reviewed by the MBA committee and action is taken on them on a rolling basis. Each applicant is notified by email of the action taken on his or her application.

Admission to any graduate program in business is subject to and in accordance with all rules and regulations of the University of Kansas. See the Graduate Studies Admission (http://policy.ku.edu/graduate-studies/admission-to-graduate-study?num1_1=) policy in the KU online Policy Library for more information.

Submit your graduate application online (http://graduate.ku.edu/ku-graduate-application). Send original transcripts of all completed college and university coursework and all other requested application materials to the School of Business MBA Office:

The University of Kansas
School of Business
MBA Admissions Coordinator
Summerfield Hall
1300 Sunnyside Ave., Room 124
Lawrence, KS 66045-7543

MBA Admission

The MBA Admissions Committee reviews all applications. The required and preferred criteria are:

1. Baccalaureate degree from an accredited college or university or the equivalent. Specific coursework in business administration is not required.
2. Proficiency in mathematics at the college algebra level
3. 2 years of work experience preferred.
4. A $65 nonrefundable application fee.
5. Selection is based on high promise of success in graduate study in business administration, as indicated by a combination of:
   a. Prior academic performance;
   b. Scores on the Graduate Management Admission Test (GMAT);
   c. Scores on the Test of English as a Foreign Language, if appropriate;
   d. Prior work experience;
e. 2 letters of recommendation from employers or professors;
f. A current résumé
g. Evidence of leadership

Submit your graduate application online (http://graduate.ku.edu/ku-graduate-application). Send official transcripts of all completed college and university coursework and all other requested application materials to the School of Business MBA Office.

## Combined Degrees

### Dual MBA and JD

This program combines in 4 years of study the 3-year Juris Doctor (http://business.ku.edu/mba-juris-doctor-mba-jd) program offered by the School of Law (http://law.ku.edu) and the Full-Time MBA program offered by the School of Business. It entails 40 hours of MBA coursework and 76 hours of law coursework. It is for students who plan to engage in corporate law practice or enter business using law training as background. It offers training in the convergent fields of business management and law.

Students must meet the admission requirements of each school and should be admitted by both the School of Law and the School of Business before entering the second year. The Law School Admission Test and the Graduate Management Admission Test are required. A student who decides to enter the program after beginning the first year in the School of Law or in the MBA program should discuss the plan with the associate dean or program director of each school as early as possible. No student may be admitted to the joint program after completing more than two full semesters in either the JD or the MBA curriculum. Diplomas are awarded concurrently by each school at the conclusion of the joint degree program requirements.

The joint MBA/JD is open to those who have earned baccalaureate degrees from accredited colleges or universities and whose undergraduate academic records indicate that they have the capability to complete both programs. All students in the combined program must complete a minimum of 40 credit hours of graduate work in business.

The School of Business follows general Graduate Studies regulations requiring a 3.0 cumulative grade-point average for all coursework counted toward any master’s degree. The School of Law requires a minimum cumulative grade-point average of 2.0 (C) in all law school work. Grades received in any law courses credited toward fulfillment of the MBA degree requirements are incorporated into the MBA grade-point average, which ultimately must be 3.0 for the awarding of the MBA degree.

### Dual MBA and M.Arch. Degree Program

The Master of Business Administration/Master of Architecture dual degree program is designed particularly for students intending to pursue leadership opportunities in architecture, development, or construction. Students completing the dual degree program earn an MBA from the KU School of Business (http://business.ku.edu/degrees/businessadmin/MBA/full/overview) and an M.Arch. from the KU School of Architecture, Design and Planning (http://sadp.ku.edu).

Students complete 106 credit hours in the Master of Architecture (http://business.ku.edu/mba-architecture-mba-march) program and 34 credit hours in the School of Business. Prospective dual degree students must already be students in the Master of Architecture program and must apply and be accepted by the School of Business. New students must complete the architecture curriculum before starting the MBA curriculum and must declare their intention before completing the first year of the architecture curriculum. Typically, the MBA is completed during the final year of study. Degrees are granted concurrently.

### Dual MBA and MD

This dual degree offered in partnership with the KU Medical Center allows MD students an opportunity to earn an MBA in one year, as part of the full-time program.

### Dual MBA and Pharm.D.

This dual degree program allows students to earn an MBA from the School of Business (http://www.business.ku.edu) and a Doctor of Pharmacy (http://business.ku.edu/mba-doctor-pharmacy-mba-pharmd) from the School of Pharmacy (http://pharmacy.ku.edu) by extending their professional graduate study. The MBA/Pharm.D. program is combined with the Working Professional Program at the Edwards Campus. Students take 32 hours to complete the MBA portion of this dual degree. Students gain competence and expertise in the complementary fields of business management and pharmacy. It is particularly appropriate for those intending to manage a retail or health-system pharmacy or assume a leadership role in the pharmaceutical industry or in managed health care.

Prospective students must submit an application and be accepted to the School of Pharmacy first. Pharmacy students are recommended to the MBA program by the Associate Dean of Pharmacy. Students must meet the prerequisites of and be accepted by both schools. Degrees are granted concurrently.

### MBA with a Graduate Certificate in Petroleum Management

The MBA program with a graduate certificate in Petroleum Management (http://business.ku.edu/mba-petroleum-management-mba-pm) from the School of Engineering (http://www. engr.ku.edu) is offered full time on the Lawrence campus. This is a specially designed course of study. It meets the requirements of active-duty U.S. Naval Supply Corps officers who usually are assigned to billets requiring this training upon completion of study at KU. Other students interested in the intersection of the management of fuels and business are also encouraged to apply to this program. Students typically take a minimum of 43 hours of MBA coursework and 15 hours of Engineering coursework during this two-year program.

### Master of Business Administration

The Master of Business Administration degree program meets the educational needs of persons seeking positions with managerial responsibilities in both the public and the private sectors. KU’s program emphasizes broad concepts of business administration but provides options for graduate certificates in specific areas of business management.

KU offers two MBA programs: one for full-time students, who take their courses on the Lawrence campus, and one for working professional students, who take courses in the evenings at the KU Edwards Campus (http://edwardscampus.ku.edu) in Overland Park. The two programs are tailored to meet the different needs of students. Full-time students typically are committed to a career change. Working professional students generally seek to enhance their career paths while remaining fully employed.
Full-Time MBA Degree Program

The full-time MBA program features an emphasis on cohort learning. The community building begins each August with orientation and is integrated throughout the program. The Full-Time MBA program in Lawrence requires 50 credit hours over 16 months. An optional fourth semester is offered. Students are admitted to the program only once a year in the fall semester. Requirements are designed for a person holding a baccalaureate degree in any field, with no specific course requirements in business and related areas. Transfer credit is not accepted to this program. Due to the accelerated nature of this program, students who receive a failing grade in a course or have less than 3.0 after the first semester may be dismissed upon recommendation of the MBA team.

The 50 hours in the MBA program consist of 31 credit hours in ten core classes, 7 credit hours of application classes, and 12 credit hours of specialized track classes. Prior to the beginning of the second semester, students select a track of either Finance or Marketing/Supply Chain Management.

MBA Degree Requirements

### Year 1

<table>
<thead>
<tr>
<th>Fall</th>
<th>Hours</th>
<th>Spring</th>
<th>Hours</th>
<th>Summer</th>
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<tr>
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<td></td>
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### Year 2

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<td>MGMT 831</td>
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<td>or ENTR 830</td>
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<tr>
<td>MGMT 832</td>
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<tr>
<td>or FIN 831</td>
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</table>

**Total Hours: 50**

Working Professional MBA Degree Program

### KU Edwards Campus

The Working Professional MBA program in Kansas City is located at 12600 Quivira Rd., Overland Park. The Working Professional MBA program at the KU Edwards Campus requires a total of 42 credit hours. All classes in the Working Professional program are 2 hours. The credits are allocated as follows: 24 hours of 12 core classes, 8 hours of advanced core classes, and one completed certificate program or other electives to total 42 credit hours. Core and Advanced Core Classes cannot be waived or substituted. Up to 6 hours may be transferred in as elective content if pre-approved by the MBA team.

MBA Degree Requirements

#### Required Core Classes (24)

- ACCT 701 Financial Accounting 2
- DSCI 701 Statistical Decision Making 2
- MGMT 701 Organizational Behavior 2
- FIN 701 Financial Management 2
- BLAW 701 Introduction to the Legal Environment of Business 2
- IST 701 Managerial Information Systems 2
- MKTG 701 Marketing Management 2
- BE 701 Business Economics 2
- SCM 701 Introduction to Supply Chain Management 2
- MGMT 705 Ethical Decision Making in Business 2
- IBUS 701 International Business 2
- MGMT 704 Strategic Management 2

#### Required Advanced Core Classes (8)

Each student must select one of the following three areas: 8

- Finance Advanced Core:
  - FIN 710 Investments I
  - FIN 711 Investments II
  - FIN 712 Business Investment
  - FIN 713 Business Financing

- Management Advanced Core:
  - MGMT 710 Leadership Philosophy and Practice
  - MGMT 711 Human Resources Management
  - MGMT 712 Economic, Environment, and Social Sustainability in Business
  - MGMT 713 Managing People: Applications and Skills

- Marketing Advanced Core:
  - MKTG 714 Discovering & Evaluating New Product Opportunities
  - MKTG 715 Consumer Behavior
  - MKTG 716 Global Marketing
  - MKTG 717 Integrated Marketing Communications (Business Analytics Advanced Core)

- Business Analytics Advanced Core
  - DSCI 712 Advanced Statistics I
  - DSCI 713 Advanced Statistics II
  - IST 713 Data Management
  - DSCI 714 Data Visualization
Master of Business Administration

Accelerated Working Professional MBA Degree Program

The Accelerated Working Professional MBA degree requires a total of 32 credit hours. Divided into core courses, advanced core courses, and electives, the curriculum is designed to provide a foundation for successful management careers. Only those with a business undergraduate degree from an AACSB accredited institution within the last 5 years are eligible for enrollment.

<table>
<thead>
<tr>
<th>Core Courses (8)</th>
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<tbody>
<tr>
<td>SCM 701</td>
<td>Introduction to Supply Chain Management</td>
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<tr>
<td>MGMT 705</td>
<td>Ethical Decision Making in Business</td>
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<tr>
<td>IBUS 701</td>
<td>International Business</td>
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<tr>
<td>MGMT 704</td>
<td>Strategic Management (Marketing Advanced Core)</td>
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<table>
<thead>
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<tr>
<td>MKTG 714</td>
<td>Discovering &amp;Evaluating New Product Opportunities</td>
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<td>MKTG 715</td>
<td>Consumer Behavior</td>
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<tr>
<td>MKTG 716</td>
<td>Global Marketing</td>
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<td>MKTG 717</td>
<td>Integrated Marketing Communications (Management Advanced Core)</td>
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<tr>
<th>Management Advanced Core</th>
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<tbody>
<tr>
<td>MGMT 710</td>
<td>Leadership Philosophy and Practice</td>
</tr>
<tr>
<td>MGMT 711</td>
<td>Human Resources Management</td>
</tr>
<tr>
<td>MGMT 712</td>
<td>Economic, Environment, and Social Sustainability in Business</td>
</tr>
<tr>
<td>MGMT 713</td>
<td>Managing People: Applications and Skills</td>
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<table>
<thead>
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<th>Finance Advanced Core</th>
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<tbody>
<tr>
<td>FIN 710</td>
<td>Investments I</td>
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<tr>
<td>FIN 711</td>
<td>Investments II</td>
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<tr>
<td>FIN 712</td>
<td>Business Investment</td>
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<tr>
<td>FIN 713</td>
<td>Business Financing</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Analytics Advanced Core</th>
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<tbody>
<tr>
<td>DSCI 712</td>
<td>Advanced Statistics I</td>
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<td>Advanced Statistics II</td>
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<tr>
<td>IST 713</td>
<td>Data Management</td>
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<tr>
<td>DSCI 714</td>
<td>Data Visualization</td>
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</tbody>
</table>

| Certificate Programs |

Certificates in business at the graduate level offer an opportunity to pursue a specific skill set in an in-depth and focused manner.

MBA Certificates are designed to work in tandem with the Working Professional MBA program, but may also be taken as a "stand-alone." Some certificates require a previous MBA or specific course prerequisites. Others may be taken with only a bachelor's degree. Prerequisites for each certificate program vary and must be taken in addition to the concentration courses.

Stand-alone students must maintain a 3.0 and pass each course each semester to remain in good standing. Students who drop below 3.0 after the first semester may be dismissed upon recommendation of the MBA team.

Certificate in Human Resources Management

Certificate in International Business Management

Current students in the MBA program are encouraged, but not required, to complete a certificate. Certificates provide official recognition on their transcript of an area of study. All of these certificates require 10 credit hours for completion.

Students must apply to certificates separately according to certificate admission guidelines (http://business.ku.edu/working-professional-mba-certificates). The following certificates are offered:

**Human Resources Management**

- The increase in the importance of intellectual and human capital for business success has elevated the value of effective people management. The goal of this certificate is to provide depth and breadth of knowledge in policies and practices in the core areas of HRM: Staffing, performance management, compensation, rewards and training and development. The certificate will also build competence in HRM in the global arena.

The completion of this business certificate program affords students a record of an academic accomplishment in the Human Resources Management area. This certificate is open to current MBAs, MBA alumni, and others not currently pursuing an MBA. An accredited bachelor's degree is necessary for admission.

Prerequisite courses for the HRM concentration: MGMT 711 Human Resources Management or MGMT 810 Managing People or equivalent MBA level HR course.

**Required Courses**

- MGMT 732 - Recruiting and Selecting Effective Employees
- MGMT 734 - Compensation and Rewards
- MGMT 738 - Developing People and Careers
- MGMT 740 - Appraising and Managing Employee Performance
- MGMT 741 - International Human Resources Management

**Faculty Coordinator**

James Guthrie  
jguthrie@ku.edu

**Admission Deadline**

One month prior to the semester start: June 15th for August or December 1st for January start.

**Application Requirements**

- Online Application Data Form (http://www.graduate.ku.edu/apply)
- $30 application fee, payable online
- Official Transcript (if current KU MBA student, an Advising Report from "KYOU" may be uploaded)
- Current resume (for non-KU MBAs only)
- Letter from your Advisor acknowledging your participation in the certificate program (for current or former KU MBA students, a permission letter will be provided for you)

**International Business Management**
Managing operations in a global environment differs from that of a single country perspective. Global businesses must simultaneously cope with management issues in multiple markets and multiple constituencies. Students engaged in the International Business certificate will learn to address differing cultural values in human resources, marketing and other areas. Students will also be able to participate in a short-term study abroad class.

The completion of a business certificate program in International Business affords students a record of an academic accomplishment in the International Business Management area. This certificate is open to current MBAs, MBA alumni, and others not currently pursuing an MBA. An accredited bachelors degree is necessary for admission.

Prerequisites for the International Business Certificate include: IBUS 701 International Business, IBUS 820 International Business, MGMT 704 Strategic Management or equivalent MBA level course. Two courses in this certificate are offered as electives in other certificates, MGMT 741 International Human Resources Management and FIN 735 International Finance. MKTG 716 is offered as part of the Advanced Core in Marketing. These courses have separate pre-requisites that must be followed.

Required Courses
IBUS 730 - International Business Strategy
IBUS 731 - Comparative and Cross-Cultural Management

Choose three of the following courses:
IBUS 720 - Business in China
IBUS 721 - Business in Latin America
IBUS 740 - Business Practices in China (Involves study abroad and requires IBUS 720 as a prerequisite)
IBUS 741 - Business Practices in Latin America (Involves study abroad and requires IBUS 721 as a prerequisite)
IBUS 895 - Graduate Seminar in International Business: (Topic)
FIN 735 - International Finance
MGMT 741 - International Human Resources Management
MKTG 716 - Global Marketing

Faculty Coordinator
Dennis Karney
dkarney@ku.edu

Application Requirements
• Online Application Data Form (http://www.graduate.ku.edu/apply)
• $30 application fee, payable online
• Official Transcript (if current student, an Advising Report from “KYOU” may be uploaded)
• Current resume (for non-KU MBAs only)

Marketing
• Companies rely on customers as the foundation of their business. In this certificate students will learn how to discover what customers want, how to evaluate new opportunities, and effective means of reaching new customers. Marketing research tools provide students an opportunity to learn the latest research and how to evaluate the effectiveness of marketing campaigns.

The completion of a business certificate program affords students a record of an academic accomplishment in the Marketing area. This certificate is open to current MBAs, MBA alumni, and others not currently pursuing an MBA. A bachelors degree is necessary for admission.

Required Courses
MKTG 714 – Discovering and Evaluating New Product Opportunities
MKTG 721 - Advanced Topics in Managing Products and Brands
MKTG 722 - Marketing Strategy
MKTG 723 - Marketing Research
MKTG 724 - Pricing of Products and Services

Faculty Coordinator
Sanjay Mishra
smishra@ku.edu

Admission Deadline
One month prior to the semester start: June 15th for August or December 1st for January start.

Application Requirements
• Online Application Data Form (http://www.graduate.ku.edu/apply)
• $30 application fee, payable online
• Official Transcript (if current student, an Advising Report from “KYOU” may be uploaded)
• Current resume (for non-KU MBAs only)
• Current KU Students: A letter from your Advisor acknowledging your participation in the certificate program (for current MBA students, a permission letter will be provided for you)

Strategic Management
• Understanding of strategic management enables students to be successful in top management positions in organizations or in running their own businesses. Students learn critical skills in understanding industries and global competition, developing sustainable competitive advantages, recognizing business opportunities and understanding how technology affects competition. Students completing the certificate will have strong strategic thinking skills and will be able to develop strategic plans that will make their organizations more successful and thus advancing their careers.
The completion of a business certificate program affords students a record of an academic accomplishment in the Strategic Management area. This certificate is open to current MBAs, MBA alumni, and others not currently pursuing an MBA. A bachelor's degree is necessary for admission.

**Required Courses:**
- IBUS 730 - International Business Strategy
- MGMT 722 - Corporate Strategy
- MGMT 725 - Strategic Management of Technological Innovation
- MGMT 727 - Strategy Implementation
- MGMT 728 - Managing Strategic Direction and Change

**Faculty Coordinator**
Vince Barker
vbarker@ku.edu

**Admission Deadline**
One month prior to the semester start: June 15th for August or December 1st for January start.

**Application Requirements**
- Online Application Data Form (http://www.graduate.ku.edu/apply)
- $30 application fee, payable online
- Official Transcript (if current student, an Advising Report from “KYOU” may be uploaded)
- Current resume (for non-KU MBAs only)
- Current KU Students: A letter from your Advisor acknowledging your participation in the certificate program (for current MBA students, a permission letter will be provided for you)

**Supply Chain Management**
- Supply Chain strategies are critical to efficient organizations. Effective market coverage and availability of products at the right locations are key components of business success. A certificate in supply chain management provides a student with a broad understanding of the issues and key technical tools in logistics, scheduling, and multi-national topics to manage a supply chain.

The completion of a business certificate program affords students a record of an academic accomplishment in the Supply Chain Management area. This certificate is open to current MBAs, MBA alumni, and others not currently pursuing an MBA. A bachelor's degree is necessary for admission.

**Required Courses**
- DSCI 720 - Operations Management
- SCM 720 - Procurement and Supplier Management
- SCM 721 - Logistics and Distribution Management
- SCM 722 - Information Systems for Supply Chain Management
- SCM 723 - Lean Six Sigma

**Faculty Coordinator**
Steve Hillmer
hillmer@ku.edu

**Admission Deadline**
One month prior to the semester start: June 15th for August or December 1st for January start.

**Application Requirements**
- Online Application Data Form (http://www.graduate.ku.edu/apply)
- $30 application fee, payable online
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