

## Graduate Programs in Business

The Graduate Programs in Business at Rowan University provide contemporary education to professionals from diverse fields and academic backgrounds. The programs prepare students to be team leaders and team players with effective interpersonal, oral, and written communication and group process skills. The MBA curriculum emphasizes critical thinking, quantitative analysis and computing applications, and the technological and international nature of business.

The Rohrer College of Business program offers small class sizes with an average student/faculty ratio of 25 to 1. The programs attract graduates from business, sciences, engineering and other programs, whose careers are leading them to positions of increasing responsibility in business or industry. Graduates are prepared to assume managerial positions in commercial, not-for-profit, and governmental organizations/agencies.

## Master of Business Administration (MBA) Foundation Course Requirements

The Rowan University MBA program consists of 12 graduate classes with 9 required and 3 elective courses. *Note: 1 course is equal to 3 semester hours.*

Admitted students must have successfully completed a specific set of Foundation Courses prior to enrolling in the majority of MBA coursework. The following undergraduate courses at an accredited institution with a minimum grade of "C" satisfy the Foundation Course requirements:

1. ECON 04.303 Principles of Economics: A Survey  
**OR** both ECON 04.101 Macroeconomics and ECON 04.102 Microeconomics
2. ACC 03.405 Foundations of Accounting  
**OR** both ACC 03.210 Principles of Accounting I (Financial Accounting) and ACC 03.211 Principles of Accounting II (Cost Accounting)
3. MATH 03.125 Calculus: Techniques and Applications
4. STAT 02.260 Statistics I
5. MKT 09.200 Principles of Marketing
6. MGT 06.305 Operations Management; must be taken at a 4yr college/univ.
7. FIN 04.300 Principles of Finance; must be taken at a 4yr college/univ.

## The Master of Science (MS) in Finance Foundation Course Requirements

The MS in Finance requires a total of 10 courses of graduate coursework for program completion. Refer to your official Admissions Decision Letter for your specific Foundation requirements. The following undergraduate courses at an accredited institution with a minimum grade of "C" satisfy the Foundation Course requirements:

1. ECON 04.303 Principles of Economics: A Survey  
**OR** both ECON 04.101 Macroeconomics and ECON 04.102 Microeconomics
2. ACC 03.405 Foundations of Accounting  
**OR** both ACC 03.210 Principles of Accounting I (Financial Accounting) and ACC 03.211 Principles of Accounting II (Cost Accounting)
3. STAT 02.260 Statistics I
4. MATH 03.125 Calculus: Techniques and Applications
5. FIN 04.300 Principles of Finance; must be taken at a 4yr college/univ.

## Business Certificate of Graduate Studies (COGS) Foundation Course Requirements

The COGS requires the completion of 5 courses. Upon completion of the COGS with a cumulative GPA of 3.5+, the student will be eligible as a qualified candidate for the MBA program with a GMAT waiver and a simplified, streamlined no-fee application. All COGS courses with grades of C or better are eligible to transfer to satisfy MBA degree requirements.

The following undergraduate courses at an accredited institution with a minimum grade of "C" satisfy the Foundation Course requirements:

1. ACC 03.405 Foundations of Accounting  
**OR** both ACC 03.210 Principles of Accounting I (Financial Accounting) and ACC 03.211 Principles of Accounting II (Cost Accounting)
2. MKT 09.200 Principles of Marketing

## Frequently Asked Questions

**Q. I am preparing to apply to a graduate program in business. I would like to know in advance which Foundation courses I have already completed that would satisfy the requirements, and which I might need to still complete for admission to the MBA or a COGS/CAGS program. How can I be sure in advance?**

**A.** First, review this Foundations Fact Sheet in its entirety. If you still have questions after reviewing, send an email request with details of your questions to the Graduate Business Programs office at [GraduateBusinessStudies@rowan.edu](mailto:GraduateBusinessStudies@rowan.edu).

**Q. Can I take my Foundation Courses at Rowan?**

**A.** Yes! All Foundation Courses are offered at Rowan through our undergraduate programs. You will find these courses as you search the [Section Tally](#) or the [Undergraduate Catalog](#) for details on offerings.

Note that as a matriculated MBA student, you will be charged the Graduate vs. Undergraduate rate for all Foundation courses.

Keep in mind many of the Foundation courses serve as Pre-Reqs to the MBA courses, so it is in your best interest to complete Foundation requirements early in your studies to allow you to keep progressing through the graduate program curriculum.

However, there are MBA courses that do not have Foundation Pre-Requisites, so it's possible for you to take one or more courses in the first semester even before you complete Foundation courses.

**Q. Must I take required Foundation Courses at Rowan?**

**A.** No, you can transfer in Foundation courses from another school or take the College Level Examination Program (CLEP) exam for qualifying foundations courses. Keep reading the FAQs for details.

**Q. Is it possible to take graduate-level business courses before I satisfy all Foundation course requirements? If so, which ones?**

Four of the required core courses can be taken before the foundation courses are completed. For specific information on which courses can be taken before completion of Foundation courses, see the [MBA course sequence diagram](#) in this document.

**Q. Can I transfer Foundation Courses after I start the graduate program?**

**A.** Yes. If you choose to pursue any Foundation Courses at another institution, you are required to manage all logistics regarding researching your options, applying, enrolling, and ensuring your final transcripts are sent to the Graduate Programs in Business at Rowan. The MGT 06.305 Operations Management and FIN 04.300 Principles of Finance courses must be taken at a four-year institution. You are eligible to take the other Foundation Courses at a community college and transfer them to Rowan.

Note that course enrollment outside of Rowan (e.g., at a community college) will not count towards any graduate program enrollment requirements or policies. For example, graduate enrollment requirements and policies might include financial aid, loans, or international student visas.

**Q. What is the CLEP exam?**

**A.** CLEP exams are part of the College Level Examination Program from the College Board. This program allows students to receive academic credit for skills and knowledge they may already possess through the successful completion of a test.

**Q. Am I eligible to take the CLEP exam?**

**A.** Yes. Anyone can take part in the College Level Examination Program or CLEP. This includes both current and prospective students. Individuals seeking to take the CLEP exam can do so at [local testing centers](#) or [Rowan University's Testing Center](#).

**Q. What courses can be covered by the CLEP exam?**

**A.** Foundation Courses with available CLEP Exam Options are:

- **ACC 03210 - Principles of Accounting I (Financial Accounting)**
- **ECON 04101 - Macroeconomics**
- **ECON 04102 - Microeconomics**
- **MKT 09200 - Principles of Marketing**
- **MATH 01130 - Precalculus** *s. This CLEP exam is for students who need to complete Calculus (MATH 03125), but also need to complete its prerequisite.)*

**Q. What is the cost of the CLEP exam?**

**A.** The CLEP test costs \$89 with a \$33.50 proctoring fee. Students can apply for test fee and proctoring waivers through the Modern States Association upon successful completion of the preparatory course.

**Q. Can the CLEP be taken online?**

**A.** No, at this time, the CLEP exam is only available to be taken in person at an approved testing center such as Rowan University's Testing Center.

**Q. Are test preparation materials available?**

**A.** Yes, free testing materials are available such as the Modern States Association. The Modern States Association will provide students with proctor fee and test cost waivers upon successful completion of the corresponding CLEP preparation course

**Q. Can I retake a CLEP exam if I do not Pass?**

**A.** Yes. Students can take the test as many times as needed, however, there is a three month waiting period between testing attempts for each subject test.

**Q. How do I know if the courses I am planning to take at another institution are equivalent to my required Foundation courses?**

**A.** If you are planning on taking a Foundation course at another institution (community college or 4-year institution), be sure to utilize the [Rowan Transfer Equivalency Database](#) to view course equivalencies between the institution and Rowan University. If the course in question is not listed in the transfer equivalency database, the Graduate Business Studies office will require further documentation (such as a syllabus or course description) to consider if the course you plan to take is equivalent to your required Foundation course.

**Q. Where do I send my transcripts if I am transferring Foundation course credits from another institution?**

## Rohrer College of Business | Graduate Programs Foundation Fact Sheet

**A.** Once the final grade(s) is posted on the transcript for the Foundation course(s) of interest, please send the transcript electronically to:

[Electronic-Transcripts@rowan.edu](mailto:Electronic-Transcripts@rowan.edu)

If transcripts must be sent via US Postal Mail, please send to the following address:

Rowan University  
Global Learning & Partnerships Graduate Admissions  
Enterprise Center  
225 Rowan Blvd, 2nd Floor  
Glassboro, NJ 08028

Please be sure to follow up with the Office of Graduate Business Programs at [GraduateBusinessStudies@rowan.edu](mailto:GraduateBusinessStudies@rowan.edu) to make sure that your transcripts are received.

**Q. I have been admitted to a Rohrer College of Business Graduate Program! My official admissions offer letter states that I still need to satisfy Foundation course requirements. However, I believe I have already satisfied some or all of the courses noted as outstanding. What can I do to have my case reconsidered?**

**A.** First, be sure that all of your transcripts have been included in your application package. While programs or schools where you might have attended and accrued fewer than 9 credits are not required as part of your application package, they are required for consideration to be made regarding Foundation course requirements. Even if you transferred such courses to a program where you earned a degree and they are listed on your transcript, the original transcript with grades listed are required. The only exception to this rule is for students that completed their undergraduate degrees at Rowan University. The Rowan admissions and program teams have direct access to student records.

As a first step in the process, please carefully review the course description in the latter part of this document for each Foundation course in question. If you feel there is a strong match, you will need to prepare an email to [GraduateBusinessStudies@rowan.edu](mailto:GraduateBusinessStudies@rowan.edu) detailing which courses you would like to be reconsidered. Be sure to include the following in your email:

- School
- Course title
- Semester completed
- Grade earned
- Course description **and** link to the course description at the home school

## **Rohrer College of Business | Graduate Programs Foundation Fact Sheet**

This should be for every Foundation course you wish to be reconsidered. If you are not able to find the course online or in English on the website to share a link to this information, you will need to coordinate with the home school to provide an official course description or course syllabus for content addressed in the course (e.g., it can be an email with signature stamp and all contact information for follow up from a Program Administrator, Registrar, or other university official). This will facilitate an efficient review by the Graduate Business Studies office.

### **Q. How do you suggest I stagger completing my Foundation courses vs. completing graduate-level courses towards program completion?**

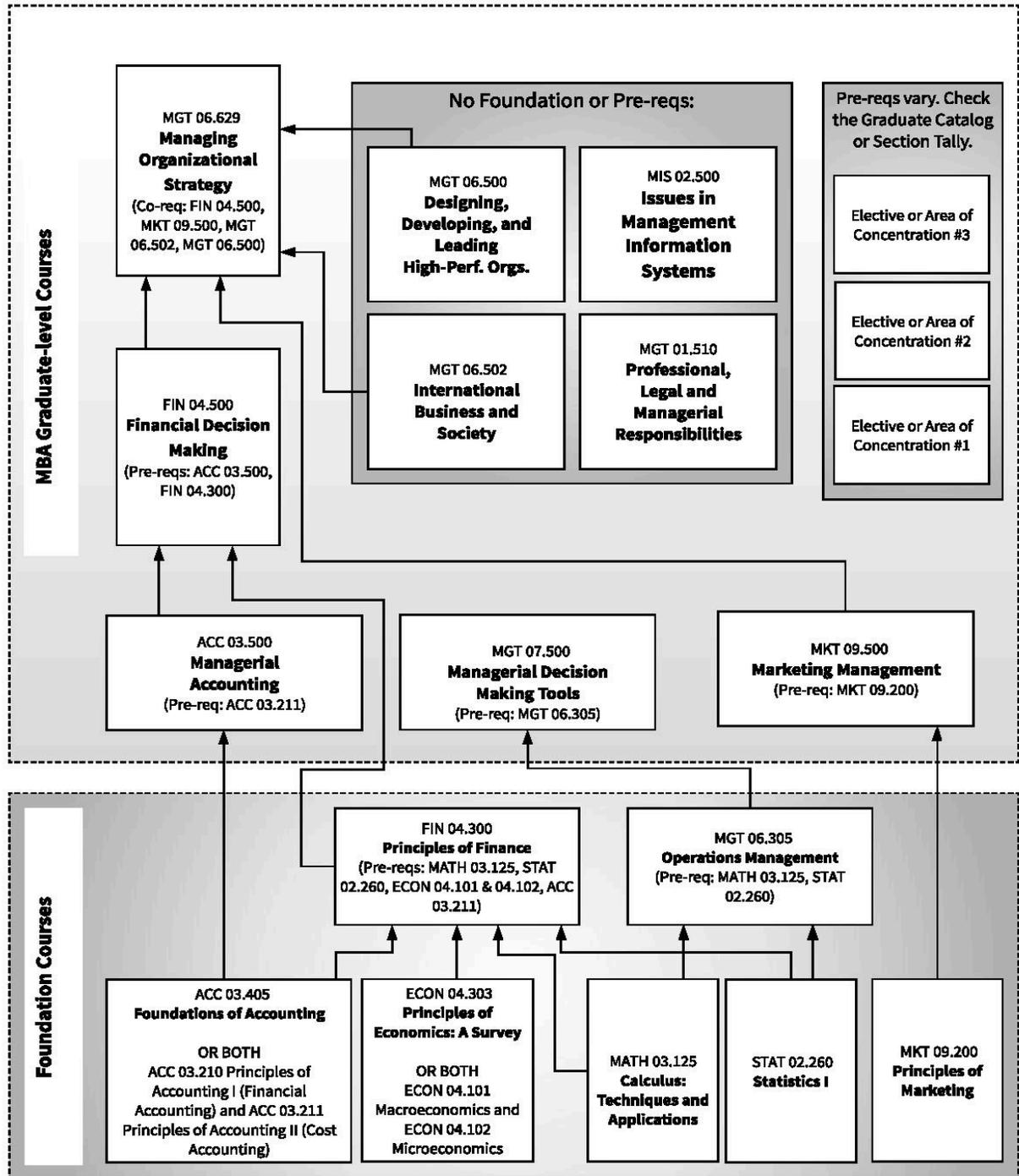
**A.** It is recommended that students complete their Foundation courses within the first year of the program (this includes Fall, Spring, and Summer semesters).

Illustrative examples:

- For part-time students requiring two Foundation courses, taking one Foundation course and one core graduate-level course during each of their first two semesters might be a good path to take.
- For a full-time student who requires two foundation courses, taking one Foundation course and three graduate-level core courses during each of their first two semesters may make the most sense for degree completion within two years.
- For a full-time student requiring four or more foundation courses, after taking one Foundation course and three graduate-level core courses during each of their first two semesters of Fall and Spring study, it might be best to complete the remainder of the foundation courses over the summer.

Foundation courses do NOT have to be taken at Rowan University. Taking foundation courses at your local community college or other institution affords additional flexibility for course offerings and may help reduce the overall cost of Foundations courses. Taking courses elsewhere may impact some federal loans. The MBA program is designed to provide flexibility to its students, so if you wish to discuss a plan of study that works best for you, please contact the Office of Graduate Business Programs at [GraduateBusinessStudies@rowan.edu](mailto:GraduateBusinessStudies@rowan.edu).

Rohrer College of Business | Rowan University  
**MBA Program Course Sequence**



## Foundation Course Descriptions

### **ECON 04.101**

#### **Macroeconomics**

Catalog Description: ECON 04.101 - Macroeconomics - 3 s.h.

- No prerequisites
- Macroeconomics is a branch of economics that studies how the aggregate economy behaves. In macroeconomics, a variety of economy-wide phenomena is thoroughly examined such as inflation, price levels, rate of growth, national income, gross domestic product (GDP) and changes in unemployment.
- This course analyzes the overall level of economic activity in the United States and examines its major determinants, public stabilization policies, economic growth and international trade.

### **ECON 04.102**

#### **Microeconomics**

Catalog Description: ECON 04.102 - Microeconomics - 3 s.h.

- No prerequisites
- Microeconomics is the social science that studies the implications of individual human action, specifically about how those decisions affect the utilization and distribution of scarce resources. Microeconomics shows how and why different goods have different values, how individuals make more efficient or more productive decisions, and how individuals best coordinate and cooperate. Generally speaking, microeconomics is considered a more complete, advanced and settled science than macroeconomics.
- This course analyzes resource allocation among alternative uses. It studies consumer demand, product and factor price determination, general equilibrium and optimal income distribution.

### **ECON 04.303**

#### **Principles of Economics: A Survey**

Catalog Description: ECON 04.303 - Principles of Economics: A Survey - 3 s.h.

- No prerequisites
- This course analyzes the market system and alternative mechanisms for determining prices and allocating resources. Pure competition, monopolistic competition, oligopoly and monopoly are examined. Additionally, the determinants of aggregate employment and national income, money, banking, monetary policy, international trade and finance are analyzed. This course is not available to economics majors.

### **ACC 03.210**

## Rohrer College of Business | Graduate Programs Foundation Fact Sheet

### **Principles of Accounting I (Financial Accounting)**

Catalog Description: ACC 03.210 - Principles of Accounting I - 3 s.h.

- No prerequisites
- Principles of Accounting I will provide students with an understanding of the uses and limitations of accounting information in economic decision-making. The course will also build skills in problem-solving, interpersonal communications, and the use of computers. Students will develop an understanding of the basic structure of accounting and the underlying accounting principles, the recording process and the accounting cycle, accounting information systems, and accounting for merchandising operations, inventories, cash, receivables, fixed assets, intangible assets, current liabilities and payroll.

### **ACC 03.211**

#### **Principles of Accounting II (Cost Accounting)**

Catalog Description: ACC 03.211 - Principles of Accounting II - 3 s.h.

- Prerequisites: ACC 03210
- This course builds on Intermediate Accounting I and is designed to provide students with an understanding of financial accounting as it relates to interpreting and analyzing financial statements in the private sector. This course has been designed from the perspective of both the user of accounting information and the preparer of accounting information. The most important goal of this course is for students to understand financial statements in depth such that they can prepare, analyze, and critique them. Students will gain extensive knowledge and understanding of financial accounting as related to both U.S. GAAP and IFRS.

### **ACC 03.405**

#### **Foundations of Accounting**

Catalog Description: ACC 03.405 - Foundations of Accounting - 3 s.h.

- No prerequisites
- This course presents an overview of accounting as an information system useful for decision making. It provides students with an understanding of the basic concepts of financial and managerial accounting from the perspective of a future user of accounting information.

### **MATH 03.125**

## **Rohrer College of Business | Graduate Programs Foundation Fact Sheet**

### **Calculus: Techniques and Applications**

Catalog Description: Math 03.125 - Calculus Techniques and Applications - 3 s.h.

- Prerequisites: Math 01123 or Math 01124 or 60 on the CLM exam
- Introduces students to the techniques of differential and integral calculus. Emphasis is placed on practical applications of limits, derivatives and integrals with business applications highlighted. This course also provides experience with and information about the significance and specific uses of calculus in today's world. A graphing calculator is required.

### **STAT 02.260**

#### **Statistics I**

Catalog Description: STAT 02.260 - Statistics I - 3 s.h.

- Prerequisites: Equivalent of College Algebra
- Students learn to use various graphical displays and measures of location and variability to describe data. The course considers elementary probability and sampling distributions and uses the normal and t-distributions in estimation and hypotheses testing. It includes descriptive techniques for simple linear regression and correlation. A graphing calculator is required; computer software may be used.

### **MKT 09.200**

#### **Principles of Marketing**

Catalog Description: MKT 09.200 - Principles of Marketing - 3 s.h.

- Prerequisites: Completion of 12 credits (s.h.) and College Comp 1 (ENGL 01111)
- This course provides an overview of the theory and practice of marketing within a corporate and societal context in a dynamic environment. The major functions of marketing are covered from the perspective of management strategy seeking competitive advantage.

### **MGT 06.305**

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### Operations Management

Catalog Description: MGT 06.305 - Operations Management – 3 s.h.

- Prerequisites: MATH 03.125 - Calculus T&A and STAT 02.260 - Statistics I
- Operations Management is the set of business activities whereby resources, flowing within a defined system, are combined and transformed in a controlled manner to add value in accordance with organizational objectives. Operations Management is integrally related to all the other business functions. The key substance of this course is to provide a major opportunity for an organization to improve its profitability and enhance its service to society. This course focuses primarily on such topics as decision making, business forecasting, resource allocation, location and capacity planning, inventory management, quality control and management, layouts, scheduling, and project management that are essential to improving productivity and generating a competitive advantage.
- *This course must be completed at a 4-year college or university!*

### FIN 04.300

#### Principles of Finance

Catalog Description: FIN 04.300 - Principles of Finance - 3 s.h.

- Prerequisites:
  - ACC 03.210 - Principles of Accounting I
  - ACC 03.211 - Principles of Accounting II
  - Stat 02.260 - Statistics I
  - MATH 03.125 - Calculus Techniques and Applications
  - ECON 04.101 – Macroeconomics
  - ECON 04.102 – Microeconomics
- This course is designed to provide students with an understanding of finance as it relates to the private sector. Students will gain knowledge and understanding in the following areas: role and environment of financial management, financial statements and analysis, cash flow and financial planning, time value of money, risk and return, interest rates and bond valuation, stock valuation, capital budgeting evaluation, cost of capital, leverage and capital structure, dividend policy, working capital and current asset management, and current liabilities management.
- *This course must be completed at a 4-year college or university!*