MBA IN PROFESSIONAL ACCOUNTING

In addition to enabling students to earn an MBA, this program makes it possible for those with undergraduate and graduate degrees in majors other than accounting to earn an accounting degree and prepare to enter the accounting profession. **Students who complete the MBAPA Program meet the educational requirements to complete the New York State CPA Exam and the 150 hour educational requirement for NYS CPA Licensure.**

In addition to the 150 hour educational requirements candidates for NYS CPA Licensure must have at least one-year of full-time or the part-time equivalent of providing accounting services or advice involving skills in accounting, attest, compilation, management advisory, financial advisory, tax or consulting services under the supervision of a licensed NYS CPA in a U.S. jurisdiction or a public accountant in New York State.

For more information on the MBA in Professional Accounting visit the degree webpage (https://www.canisius.edu/academics/programs/mba-professional-accounting/).

**Admission**

The MBA Program is open to any qualified holder of a bachelor’s degree from a recognized college or university regardless of the undergraduate major field of study. The goal of the admission policy is the selection of those candidates who indicate the greatest potential for academic and professional achievement. The candidate for admission to graduate study must present evidence of qualifications to participate successfully in a graduate level academic endeavor.

The Admissions Committee, in its decisions, takes into consideration the undergraduate QPA (and any graduate QPA) and the scores on the Graduate Management Admission Test (GMAT) or Graduate Record Exam (GRE). The average Cumulative GPA of an accepted student is a 3.0 and a 500 on the GMAT. Applicants should plan to take the GMAT/GRE at the earliest opportunity. Information is available online for both the GMAT (http://www.mba.com) and the GRE (http://www.ets.org/gre/). Applicants with 4+ years of professional work experience are evaluated for a waiver of the GMAT. Applicants must submit a resume.

In rare cases, applicants requiring the GMAT or GRE can be accepted in provisional status for one semester. Provisional status will allow a student to take one semester of coursework before the GMAT or GRE must be on file.

*Each applicant must submit:* (1) a completed application form, (2) an official transcript of all college work, (3) other information as requested by the Admissions Committee. In addition, the applicant must arrange for an official score on the GMAT or GRE to be submitted by the Graduate Management Admission Council or by Educational Testing Service.

**Academic Standing**

Students must have a CGPA of 2.8 to graduate.

MBA replace with MBAPA

A student is placed on **academic probation if:**

1. After completion of six hours of course work, the student’s cumulative grade point average is 2.00 or lower,

2. Any time after completion of nine or more hours of course work, the cumulative grade point average is less than 2.80.

A student may be **dismissed from the program if:**

1. After completion of six hours of course work, subsequent to being placed on academic probation, the cumulative grade point average is less than 2.0,

2. After completion of at least 18 hours of course work, the cumulative grade point average is less than 2.80. A student may be dismissed without having been placed on probation first.

**Transfer Credit**

MBA course work completed by a student at another AACSB accredited college or university may be accepted for transfer credit. Students desiring transfer credit should submit a written request to the program director for evaluation.

No transfer credit will be awarded for courses with grades below “B” and no more than 18 credit hours of transfer credit will be accepted. Transfer credit is not allowed for Accounting courses.

Transfer students in the MBA Program must complete more than 50% of their program at Canisius.

MBA students at Canisius College who wish to transfer graduate course work from another institution must have the prior written permission from the director of MBA Programs.

The Jesuit Consortium (JEBNET), of which Canisius is a member, allows MBA students from another Jesuit institution to readily transfer coursework upon approval of the program director.

**Curriculum**

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACC 701</td>
<td>Financial Accounting</td>
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<td>ACC 702</td>
<td>Managerial and Cost Accounting</td>
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<td>ACC 711</td>
<td>Intermediate Financial Reporting I</td>
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<td>ACC 725</td>
<td>Auditing Theory and Practice</td>
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<td>Seminar in Accounting Theory</td>
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<td>ACC 707</td>
<td>Accounting Information Systems</td>
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<td>MGT 502</td>
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<td>MGT 507</td>
<td>Operations Planning and Control</td>
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<td>MKT 506</td>
<td>Foundations of Marketing Management</td>
<td>3</td>
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<td>One MBA elective</td>
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<tr>
<td><strong>Business Law</strong></td>
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Learning Goals & Objectives

Learning Goal 1
Graduates will know how financial information is measured and reported to external users.

Students will:

- Objective A: Calculate financial ratios and performance measures and analyze the results;
- Objective B: Apply current principles of accounting to the measurement and reporting of financial accounting information;
- Objective C: Apply taxation regulations in the measurement and reporting of information to governmental entities;
- Objective D: Explain the processes/principles related to providing assurance as to the integrity of the reporting process.

Learning Goal 2
Graduates will know how companies evaluate internal controls for the aggregation of financial information, and compare/contrast the impact of alternative business decisions on future company performance.

Students will:

- Objective A: Explain the budgeting process and analyze business decisions related to the budgets prepared;
- Objective B: Apply concepts related to accounting system controls.

Courses

Accounting

ACC 701 Financial Accounting 3 Credits
For MBAPA Students. Fundamental concepts and procedures of financial accounting with emphasis on asset and liability valuations and income determination.
Offered: every fall & spring.

ACC 702 Managerial and Cost Accounting 3 Credits
Preparation and analysis of data used by management for planning, control and performance evaluations; inventory valuation and reporting methods in manufacturing enterprises; standards and budgets.
Prerequisite: MBA 505 OR ACC 505 OR ACC 701 OR MBA 701.
Offered: every spring.

ACC 707 Accounting Information Systems 3 Credits
Development, organization, and implementation of manual and electronic accounting information systems. Emphasis on flow charts and analysis, modification, and improvement of existing systems.
Prerequisite: MBA 701 OR ACC 701.
Offered: every fall & spring.

ACC 711 Intermediate Financial Reporting I 3 Credits
First of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows. Prerequisite: MBA 701
Prerequisite: ACC 701 OR MBA 701.
Offered: every fall & spring.

ACC 712 Intermediate Financial Reporting II 3 Credits
Second of a two-course sequence. In-depth accounting concepts and theories pertaining to external financial reporting. Emphasis on theories surrounding asset valuations, liability and equity measurements, income determination and cash flows.
Prerequisite: MBA 711 OR ACC 711 grade of C-.
Offered: every fall & spring.

ACC 715 Basic Taxation 3 Credits
Provisions of Internal revenue Code relating to the determination of income, exclusions, deductions and credits. Emphasis is on the individual and sole proprietors. The course includes learning basic tax research and communication skills.
Prerequisite: MBA 701 OR ACC 701.
Offered: every fall.

ACC 716 Advanced Taxation 3 Credits
Internal Revenue Code provisions relating to taxation of corporations, shareholders; partnerships, partners, estates, trusts and multistate taxation.
Prerequisite: MBA 715 OR ACC 715.
Offered: every spring.

ACC 721 Advanced Financial Reporting 3 Credits
Accounting for corporate mergers and acquisitions, state and local government, non-profit institutions and foreign exchange transactions.
Prerequisite: MBA 712 OR ACC 712.
Offered: every fall.

ACC 725 Auditing Theory and Practice 3 Credits
Generally accepted auditing standards and practice relevant to verification of historical financial statements; responsibilities and ethics pertinent to the public accounting profession; internal control evaluation; applying auditing programs; development of working paper documentation; the application of statistical sampling to gather audit evidence; the determination of the appropriate audit report for a given audit situation.
Prerequisite: MBA 712 OR ACC 712.
Offered: every fall.

Select your elective from any MBA course (http://catalog.canisius.edu/graduate/wehle-school-business/mba-business-administration/#coursestext) not already taken or required.

Total Credits 70
ACC 726 Information Systems Auditing 3 Credits
Information system control design and auditing in the internet, electronic and paperless environment; management of security technology; operating and application system processing controls; prevention of unauthorized activity.
Prerequisite: C- or better in MBA 725 OR ACC 725.
Offered: every fall.

ACC 727 Advanced Audit 3 Credits
This course embeds the advanced study of auditing in an experiential professional context through case analysis, simulations, and professional standards. Emphasis is placed on the development of competencies such as critical thinking, professional judgment, professional skepticism, oral and written communication, ethical reasoning, and leadership and team building. Broad exposure to the professional accounting/auditing literature assists students in reflecting on course technical content.
Prerequisite: MBA 725 OR ACC 725.
Offered: every spring.

ACC 751 Seminar in Accounting Theory 3 Credits
Standard setting procedures at the U.S. and international levels, accounting concepts and principles, contemporary accounting issues, concepts of income determination, database/library research to support or oppose accounting positions.
Prerequisite: MBA 711 or ACC 711.
Offered: every fall.

ACC 752 Enterprise Systems 3 Credits
Evaluating enterprise information, enterprise resource planning (ERP) system design and functionality, data integrity, use of financial and non-financial information for organizational decision-making, business process improvement and risk management. Prerequisite: MBA 707
Prerequisite: MBA 707 OR ACC 707.
Offered: every spring.

Business Law

LAW 371 Business and Commercial Law 3 Credits
American legal system and substantive law relating to business. This course focuses on the Constitution, Torts, Criminal, Cyber, Intellectual Property, Contracts, UCC Sales, International law and ethics and accountants professional responsibility.
Offered: fall.

Economics/Finance

ECO 503 Statistics for Managers with Excel 3 Credits
This course covers statistical concepts and techniques emphasizing problem solving and interpretation: descriptive statistics, probability distributions, estimation, hypothesis testing, contingency tables, analysis of variance and simple regression analysis.
Offered: every fall, spring, & summer.

ECO 504 Economics for Managers 3 Credits
This course introduces students to fundamental concepts and analytical tools of microeconomics and macroeconomics. Included are demonstrations of how economics can be used as a practical tool for problem solving. Emphasis in the course is placed on the application of theory to both managerial and public policy decision making. The following principles are emphasized: optimization subject to constraints, opportunity cost, specialization and exchange, markets and equilibrium, marginal decision making, short-run versus long-run outcomes and the importance of real economic variables.
Offered: every fall, spring, & summer.

ECO 621 Money, Banking and the Economy 3 Credits
The connection between financial markets, the economy, and the Federal Reserve will be explored. This course will examine the nature of financial markets, the determination of interest rates, banking, money and monetary policy. Emphasis will be placed on the impact of monetary policy on the macro economy.
Prerequisite: MBA 504 or ECO 504.
Offered: every fall.

FIN 620 Investment Management 3 Credits
This course introduces the student to the construction, management, and performance evaluation of investment portfolios. Primary topics include portfolio models, equilibrium in financial markets, market efficiency and the application of these concepts to the investment industry.
Prerequisite: MBA 508 or FIN 508.
Offered: every fall, spring, & summer.

FIN 622 Financial Institutions and Markets 3 Credits
This course examines the changing world of financial services and the role that financial intermediaries and financial markets are playing in a rapidly consolidating industry with new benchmarks and success factors. Universal banking as the new model will be analyzed. Emphasis will be placed on contemporary issues as well as a review of the history of this evolving industry.
Prerequisite: MBA 508 or FIN 508.
Offered: every spring.

FIN 625 Advanced Corporate Finance 3 Credits
This course provides an in-depth treatment of corporate financial management. Topics from the introductory course (MBA 508) are developed in greater detail with emphasis on the underlying theories and more extensive applications to financial decision making. Additional topics beyond the introductory level are presented and discussed. The class relies primarily on lectures, problems and case discussions.
Prerequisite: MBA 508.
Offered: occasionally.

FIN 627 Multinational Banking 3 Credits
An in-depth study of practical applications and issues faced by internationally active, large and complex banking organizations. Emphasis is given to the applications related to Basel Accord and the impact it has on capital adequacy requirements, lending guidelines, and risk-based pricing by these financial institutions. Students will also learn the scope of international trade finance with a focus on how multinational banks handle import/export transactions in the global economy.
Prerequisite: MBA 508 or FIN 508.
Offered: occasionally.

Management/Marketing

MGT 502 Leadership in Organizational Behavior 3 Credits
This course is designed to enrich students' understanding of behavior in organizations. Course study draws on the behavioral and social sciences to explore organizational phenomena in terms of individuals, groups and total organizational systems. The course stresses the role leadership plays in creating effective organizations, meeting employee needs, managing power relationships and revealing meaning in contemporary organizations.
Offered: every fall, spring, & summer.
MGT 507 Operations Planning and Control 3 Credits
Operations management involves the planning, coordinating and executing of all activities that create goods and services. The subject matter includes, but is not limited to, productivity, competitiveness, operations strategy, quality management, facility layout, new technologies, inventory management, just-in-time, demand and capacity planning within the firm.
Prerequisite: ECO 503.
Offered: every fall, spring, & summer.

MGT 641 Human Resource Management 3 Credits
This course examines the critical functions and roles of human resource management (HRM) in complex organizations. Topics include the legal implications of HRM, job analysis and design, HR planning, recruitment and selection, training and development, performance management, compensation and benefits, and employee and labor relations. Most significantly, the course looks at managing people and the employment relationship from a strategic perspective.
Prerequisite: MBA 502 or MGT 502 or MBA 825.
Offered: every fall & spring.

MGT 642 Global Supply Chain Management 3 Credits
Supply Chain Management addresses the integrated management of the set of value-added activities from product development, through material procurement from vendors, through manufacturing and distribution of the good to the final customer. The course will address inventory movement within the supply chain, network configuration and location, capacity and demand management, the value of information, strategic alliance, new product development and technology and information impact in a global environment.
Prerequisite: MBA 507 or MGT 507 or MBA 843.
Offered: every fall.

MGT 653 History of American Capitalism 3 Credits
This course examines how business leaders and others have responded over time to the environment in which their organizations are embedded. Among these external forces are the political and legal systems, culture, labor and consumers. The focus of this course will be on US Business History from the late 18th century to the present. Larger themes include the development of the business firm—from small to large—business-government relationships (the legal and regulatory system), work relations, consumer culture, the financial system, and other related topics.
Offered: occasionally.

MGT 690 Strategic Management and Leadership 3 Credits
Strategic Management can be characterized as a set of managerial decisions and actions that determines the long run performance of a corporation. It includes environmental scanning (external and internal to the corporation), strategy formulation, strategy implementation and evaluation and control. Using cases drawn from actual business situations, the course develops skills in (1) diagnosing the overall condition of a company or organization, with emphasis on its financial situation; (2) perceiving and analyzing evolving environmental trends, seeking new opportunities for the organization and new threats against it; (3) understanding those specific company skills that give it advantages over the competition and weaknesses that hinder its competitive position; (4) identifying and evaluating the strategic alternatives that are feasible for a given situation; (5) matching skills with opportunities, and relating them to one or more strategic alternatives in determining strategy and setting objectives; and (6) developing detailed policies and plans, and implementing them. The study of strategic management, therefore, emphasizes the monitoring and evaluating the external opportunities and threats in light of a corporation’s strengths and weaknesses.
Prerequisite: MBA 504, MBA 506, MBA 507, MBA 508, OR ECO 504, MKT 506, MGT 507, FIN 508.
Offered: every fall, spring, & summer.

MKT 506 Foundations of Marketing Management 3 Credits
This course addresses the following topics that constitute modern marketing management in the 21st century: Developing marketing strategies and plans; Capturing marketing insights and performance; Connecting with customers; Building strong brands; Shaping the market offerings; Delivering and communicating value; and Creating successful long-term growth.
Offered: every fall & spring.

MKT 630 Marketing Strategy 3 Credits
Through the use of case analysis and computer simulation games, students will develop skills in applying and evaluating strategic marketing decisions. This course builds on the MBA 506 Foundation of Marketing Strategy course in that students will be expected to have mastered material in that course and be able to apply it to a series of cases or simulations of a competitive market environment. Application of statistical and other computer-based analytical techniques also go beyond what is covered in the foundation course. Strategic decisions in the cases used will be taken from a combination of the following strategic decision areas of marketing, the choice of which areas depending on the expertise of the instructor delivering the course and the nature of the cases available: 1) Product and Service Decisions, 2) Pricing and Related Decisions, 3) Integrated Marketing Communications Decisions, and 4) Supply Chain Marketing Decisions.
Organization and control factors essential to implementation of effective marketing strategy that would be used in this course include 1) Developing and implementing a marketing budget, 2) Sales forecasting approaches and techniques, 3) Financial Statement Analysis, 4) Compensation planning for sales and marketing personnel, and 5) Marketing controls and Marketing Information Systems.
Prerequisite: MBA 506 and MBA 508 or MKT 506 and FIN 508.
Offered: every fall, spring, & summer.