



GULF COAST  
THE UNIVERSITY OF  
SOUTHERN MISSISSIPPI

**College of Business**  
**Master of Business Administration (MBA)**  
**Gulf Coast Program Information**

Thank **you** for considering the MBA program at Southern Miss. In the following paragraphs you will find an overview of the program, faculty, admission requirements, as well as when and how to apply. Please contact our office directly at 601-266-4653 or by email at [mba.mpa@usm.edu](mailto:mba.mpa@usm.edu) if you have any questions.

**The Program**

Recognizing the driving forces of success in today’s competitive and complex business world, the faculty at the College of Business have developed a challenging and relevant curriculum. Graduates of the program will have the theoretical and practical background for maximizing organizational performance.

They are in a position to:

- Have an immediate impact on an organization’s bottom line and/or
- Make the transition from one level of responsibility in their business career to another, higher level.

The first year core curriculum -- *for students with non-business undergraduate degrees* -- introduces students to the functional activities of organizations and the analytical and conceptual frameworks for managerial decision making. Collectively, the core courses provide fundamental knowledge that every effective manager must have and the foundation upon which we move into the advanced curriculum. The functional area core consists of courses in:

Accounting	Financial Analysis	Marketing
Operations Management	Business Economics	
Organization/Behavior Management		

In the advanced curriculum -- *students with undergraduate business degrees start here* -- we develop the skills students will need to succeed in any business environment. Integrating relevant theory and conceptual frameworks with practical application, the MBA curriculum builds a solid base of skills and a general management perspective through courses in:

Ethics	Marketing Problems	Analytical Decision Making
Managerial Finance	Communication Skills	Information Technology
Global Business Strategy		

Additionally, nine hours of electives allow students to plan their programs according to their own unique needs and interests. Hours are accepted from other graduate degree programs at Southern Miss with permission of the Graduate Director. In addition to traditional emphases in areas like General Management, Marketing, and Finance, students are allowed to mold their MBA degree to focus on New Product Development & Marketing, Public Health, Government Contracts, Polymer Science, Sports Administration, and many other fields. MBA degrees are useful whether your career is in the public or the private sector; therefore we believe students should have the opportunity to learn more about their chosen area of concentration through elective course work.

Graduate learning is about more than the content of individual courses. Students also learn how to work in and lead teams, increase their sense of professional responsibility, see the realities of the international dimensions of business, all in an environment which rewards a thirst for knowledge.

### **Graduate Faculty**

Each course in the MBA program is lead by a dedicated, **full-time** faculty member who holds a Ph.D. or other doctoral degree with advanced course work in the course he or she is teaching. These professionals have won numerous awards for teaching, research, and service at both the university and national levels. Each is recognized by her or his academic disciplines as prepared to lead graduate students through the rigorous content in an engaging and interactive way. The faculty's expertise is current as reflected in their individual publication, business consulting, and community service records.

### **Accreditation**

Selecting a business school is one of the most important choices you'll make in your career. The association for the Advancement of Collegiate Schools of Business (AACSB) insures you are in a top-quality program that has met the highest standards in business education. Fewer than 15% of institutions offering a degree in business have achieved AACSB accreditation. You are thereby assured that your Southern Miss degree is granted from a program that:

- Manages resources to achieve a vibrant and relevant mission.
- Advances business and management knowledge through faculty scholarship.
- Provides high-caliber teaching of quality and current curricula.
- Cultivates meaningful interaction between students and a qualified faculty.
- Produces graduates who have achieved specified learning goals.

### **Admission**

The Master of Business Administration (MBA) program at Southern Miss is open to students from all academic disciplines. Students with no undergraduate background in business complete a two-year program of approximately 48 hours, while students with an undergraduate degree in business complete a one-year program of approximately 30 credit hours. Additionally, students who work full-time and want to pursue their degree on a part-time basis have a program designed especially for them.

Admission into our MBA program is selective based on the applicant's academic background, work experience, demonstrated leadership, communication skills, and performance on the Graduate Management Admission Test (GMAT). The Graduate Admissions Committee evaluates each piece of a student's application carefully, looking for excellence and potential in all areas utilizing the following criteria:

**Undergraduate record** – Official transcripts from all institutions of higher learning previously attended.

**Graduate Management Admission Test (GMAT)** – Request that your official GMAT score report be sent directly to the University of Southern Mississippi, Hattiesburg. Our GMAT *code number* is 1479. For information about the GMAT please visit [www.mba.com](http://www.mba.com) and get the GMAT Information Bulletin, test preparation software and more. If you are somewhat concerned about taking a test after finishing school a number of years ago there are two workbooks that you will find helpful:

1. Kaplan's GMAT 2004 – This book prepares students for the exam by providing in-depth reviews of the materials that are on the GMAT test.
2. Princeton Review: *Cracking the GMAT* – reviews typical material on the test and also provides some "proven" strategies for taking standardized tests.

Both books include sample tests (web site or CD) for practice.

**Personal Essay** – The personal essay provides an opportunity to highlight the unique qualities and experiences that distinguish you as an applicant. You may wish to comment on your long-

term career objectives and how graduate education will help you attain your goals. Discuss your most important strengths and abilities, as well as the weaknesses or shortcomings you wish to address while in the program. Please limit your personal essay to two pages.

**Application** – You can download and print the application form or apply online at The University of Southern Mississippi Graduate School web site located at <https://www.usm.edu/gradapp/>. This application must be completed and signed. Proof of immunization is also required.

**Three Letters of Recommendation** – The required forms are available at the Southern Miss Graduate School web site at <https://www.usm.edu/gradapp/> look for the underlined **here** in the right column.

**Resume** – If you think your business experience should be considered as an integral part of your application process, please provide a resume.

**Cover Letter** – Assistantships are only provided to full-time students. If you wish to apply for an assistantship please indicate your desire in your cover letter accompanying your application materials as well as on the designated spaces of the graduate application form.

Demonstrated capability in calculus, personal computer software, writing, and statistics are also necessary for admission. However, otherwise qualified applicants deficient in one of these areas can fulfill these requirements in concert with their graduate course work.

#### *Preprogram Course and Proficiency Requirements*

##### 1. Business Calculus or Calculus 1

Proficiency in elementary calculus is required in many MBA courses, particularly in economics, finance, analytical decision-making (statistics), and operations management. All students are required to have a basic knowledge of differential calculus. An undergraduate calculus course is offered every semester at Southern Miss (MAT 102) or an approved Community College course (Business Calculus) for those students who have not had the prerequisite course.

##### 2. Computer Proficiency

Students are expected to be proficient in the use of the personal computer, especially word processing (Word), spreadsheet (Excel), and presentation software (PowerPoint).

##### 3. Writing

Because writing skills are vital to success in business, all students must demonstrate proficiency in business writing. An evaluation of the candidate's personal essay is typically sufficient to demonstrate the necessary expertise. You will note an increased capacity for writing once you finish the program.

##### 4. Statistics

The ability to gather and analyze business information requires knowledge of basic statistics, e.g., hypothesis testing, confidence intervals, and regression. Most university undergraduate majors require a course in statistics and can use these courses to demonstrate proficiency with consent of the Graduate Director. If a student does not have the required course they are allowed to take an undergraduate course concurrently in their graduate program.

#### **International Applicants**

Please submit your application form, transcripts, official reports of TOEFL and GMAT test scores, three letters of recommendation, and application fee (if not a legal resident) directly to:

Office of International Admissions  
The University of Southern Mississippi  
118 College Dr. # 5151  
Hattiesburg, MS 39406  
Telephone: (601) 266-4841  
Fax: (601) 266-5723

**When to Apply**

New MBA students who request to start in the spring or summer semesters will only be able to take classes on a part-time basis. The deadlines for regular admission are as follows:

Spring semester	November 15 <sup>th</sup>
Summer semester	April 15 <sup>th</sup>
Fall semester	July 15 <sup>th</sup>

If you are interested in applying for a Graduate Assistantship please have your application completed by May 15<sup>th</sup>.

**How to Apply**

Send your application, immunization records, GMAT scores, and official transcripts to:

Office of Graduate Admissions  
The University of Southern Mississippi  
118 College Dr. # **10066**  
Hattiesburg, MS 39406  
Telephone: (601) 266-5137  
Fax: (601) 266-5138

Your current resume, personal essay, and three letters of recommendation should be sent to:

Graduate Business Programs  
The University of Southern Mississippi  
118 College Dr. #**5096**  
Hattiesburg, MS 39406  
Telephone: (601) 266-4653  
Fax: (601) 266-5814

**Where Courses Are Offered**

A full compliment of courses is offered every semester in Hattiesburg and the Gulf Park campus. Courses are also available at the Stennis Space Center and on the Jackson County campus.