At High Point University, every student receives an extraordinary education in an inspiring environment with caring people.

For additional information on Norcross Graduate School programs contact 336.841.9198 or email graduate@highpoint.edu.

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The High Point University Global MBA Program is designed to develop the knowledge, skills, and abilities students require to effectively compete in a global business landscape. Students may pursue different “tracks” in the areas of Global Leadership or Global Sales Leadership. These tracks leverage the interaction of leading faculty delivering a cutting-edge curriculum in world-class facilities. Case studies, simulations, and business practicums are just some of the tools utilized to maximize students’ graduate learning experience. The HPU Global MBA Program is comprised of 30 semester hours which may be completed in 12 months.

**Computer Requirement:** A laptop computer is necessary to fulfill a number of course assignments and is, therefore, required of all students enrolled in the MBA program.

**Degree:** Master of Business Administration

**Admission Term:** Fall, Spring, and Summer admission

**Admission Requirements:** Applicants must have a four-year bachelor’s degree. An admission decision takes into consideration the applicant’s undergraduate/graduate GPA, GMAT/GRE score (waived for those with a 3.25 GPA and above or four years or more of professional experience), completed course work, professional work experience, personal and professional goals for the degree, and the information provided by references. Admissions decisions also take into consideration both the TOEFL scores and an interview, if required. All students required to submit a TOEFL score will be interviewed to confirm English proficiency.

**Required Materials Include:**
- online application with a nonrefundable $50 application fee
- official transcript from all colleges attended (including High Point University)
- resume
- essay about interest in the program and goals for the degree
- three professional reference reports (waived for International Applicants)
- Graduate Management Admissions Test taken within the previous five years (the High Point University GMAT Code is ZZG5V04).

*Note: The GMAT may be waived based on GPA or professional experience as stated above under “Admission Requirements.” The GMAT requirement may also be waived if an applicant has earned a master’s degree or higher from a regionally accredited college or university.*

**Transfer of Credit:** The MBA program does not accept transfer of credit. All credit toward the degree must be earned in High Point University courses.

**Prerequisite Course:** Three undergraduate hours in accounting are required.

**Program of Study:** The MBA program at High Point University is designed to deliver rigorous training in core business competencies infused with a global focus and provide you with multiple options for pursuing a curriculum “track” best suited to your unique needs and plans for the future.

**MBA Curriculum:**

**Core Courses:**
- MGT 5020. Organizational Behavior (3)
- ACC 5130. Managerial Accounting (3) (Prerequisite required)
- FIN 5330. Financial Markets and Corporate Strategy (3)
- MGT 5290. Global Supply Chain and Operations Mgmt. (3)
- MKT 5110. Marketing In a Global Economy (3)
- MGT 5750. Strategic Management (3)

**Track Courses:**
- BUA 5020. Global Leadership (GL) (3)
- BUA 5040. Leadership Negotiation (LN) (3)
- BUA 5050. Business Analytics (BA) (3)
- BUA 5060. Global Sales Leadership (GSL) (3)
- BUA 5070. Negotiation In Sales (NIS) (3)
- BUA 5080. Business Practicum (3)

**Track 1: Global Leadership**
6 core courses + 3 “track” courses (GL; LN; BA) + 3 practicum hours.

**Track 2: Sales Leadership**
6 core courses + 3 “track” courses (GSL; NIS; BA) + 3 practicum hours.

**No Track:**
Option A: 6 core courses + any 4 track courses
Option B: 6 core courses + any 3 track courses + 3 practicum hours.