



AMERICAN UNIVERSITY OF ARMENIA

A U.S. - ACCREDITED GRADUATE INSTITUTION AFFILIATED WITH THE UNIVERSITY OF CALIFORNIA

SCHOOL OF BUSINESS & MANAGEMENT

>>> FULL-TIME MBA

The rigorous program leading to the degree of the Master of Business Administration (MBA) is designed to provide you with relevant knowledge and practical skills that will empower you to create a new standard of excellence as entrepreneurs, managers and executives.

The AUA MBA is a comprehensive, well-rounded program that strikes a balance between theory and practice, the quantitative and qualitative perspectives to business, and the economic and social responsibilities of business leadership.

The curriculum is designed to help you develop your skills as:

- o Managers with practical knowledge of accounting, finance, marketing and other functional areas essential for success in a dynamic and globalized business environment.
- o Innovative and forward-looking thinkers, with the ability to analyze and solve problems effectively and to make decisions strategically.
- o Creative and effective leaders, with the ability to take initiatives to bring about change.
- o Valuable team members, able to work collaboratively and to motivate, guide and mentor others.
- o Ethical business individuals, who value integrity, accountability and service to community.

Our MBA program is designed for all individuals with strong leadership potential, regardless of their academic and professional background. Economics majors with work experience in the financial sector can benefit from the program as much as humanities and arts graduates or engineers and medical professional seeking a double competence or a career change through complementary knowledge and skills.

ADMISSION REQUIREMENTS

To be considered for admission, an applicant must meet the AUA general admission requirements and the MBA specific requirements. Applicants are expected to:

- o Hold a bachelor degree (in any field).
- o Present an Internet-based TOEFL (iBT) score of at least 79, or an Academic IELTS score of at least 6.5. The test must have been taken within the two years prior to the application date.
- o Present a score in at least 60 percent on the Graduate Record Examinations (GRE) or Graduate Management Admission Test (GMAT) quantitative section. The test must have been taken within five years prior to the application date.
- o Submit an informative Statement of Purpose and two Supplemental Essays covering required topics.
- o Submit a current typed resume that includes work history and job responsibilities. At least two years of work experience is preferred but not required.

ABOUT AUA

Deciding to pursue an American master's degree is a big decision; but choosing the best school to meet your needs is even harder. AUA offers excellent U.S.-accredited graduate programs and provides several unique advantages.

- A safe, welcoming environment. Armenia offers a warm and hospitable social environment where all cultures are welcome and appreciated.
- Motivated students. Students from the U.S., China, Iran, Syria, Georgia, Russia, India and around the world join Armenian students for an increasingly international student population.
- Accommodating facilities and services. Facilities, including the new, state-of-the-art Paramaz Avedissian Building, contain services such as wireless Internet and the latest software, the open-stack Papazian library, a cafeteria and health center.



For more information on admissions and a list of all required documents, please check the AUA website: www.aua.am

OVERVIEW OF THE FULL-TIME OPTION

The full-time MBA program will provide you with a comprehensive and well-rounded business education and the opportunity to specialize in Accounting, Finance or Marketing.

FTMBA is an intensive program designed to be completed in six terms (20 months). Most classes meet in the afternoon starting at 14:00; usually four times per week. Those who enroll in the full-time program include students who have part-time jobs, international students and students who pursue complementary graduate studies in other institutions.

Strong Foundation

The first year of the FTMBA program consists mainly of courses that will give you a firm understanding of the tools of general management by providing innovative techniques for solving managerial problems.

In the last quarter of the first year, you will register for the internship program that will be required if you have less than two years of full-time or four years of part time relevant work experience. The internship will afford you the chance to clarify your career goals, develop professional competencies, understand the culture and practice of your chosen profession, and improve your opportunities for future employment.



CENTER FOR BUSINESS RESEARCH & DEVELOPMENT

The Center for Business Research and Development (CBRD) carries out organized research and development projects through teams of faculty, local experts, alumni and graduate assistants. Administered by the School of Business and Management, CBRD was the first to provide western research and consulting services in the areas of business and management in Armenia and the region.

The Center serves as a resource for information and expertise for both local and international firms. With this experience, CBRD has developed a unique mix of knowledge and capabilities that apply to a wide range of situations. Some of its partners include Synopsys Armenia, The Echmiadzin Church, Nork Marash Medical Center, and Kotayk Beer.

Opportunities to Focus

The second year program has a higher degree of flexibility by including a greater number of elective courses. With a variety of electives to choose from, you will have the opportunity to tailor your learning experience in a way that helps you master skills needed to succeed. Although you will not be required to declare a concentration, FTMBA will provide you the opportunity to follow a concentration by selecting a specific combination of elective courses.

Marketing Concentration: The marketing concentration is designed to provide you with an in-depth understanding of how businesses relate to customers. The concentration will prepare you for exercising managerial responsibilities in marketing or marketing-related positions such as brand or product management, marketing research, pricing, new product development, marketing communications and promotion strategies.

Finance Concentration: The finance concentration will provide you with a theoretical understanding of the financial management of the firm. You will learn how investment values are set in the financial markets, banking operations, and how both affect the functioning of the firm. If you complete this concentration, you can pursue a career in corporate finance, commercial banking, investment management, insurance, real estate development or other aspects of finance.

Accounting Concentration: The accounting concentration will provide you with an opportunity to develop your knowledge and practical application skills in key areas of accounting, in terms of the use of accounting information for internal decision making and that of external users of financial statements. The concentration will prepare you for a career in accounting as an auditor, a controller, treasurer, and positions where strong integration of finance and accounting is required.

The American University of Armenia is accredited by the Accrediting Commission for Senior Colleges and Universities of the Western Association of Schools and Colleges, 985 Atlantic Avenue, #100, Alameda, CA 94501, 510-748-9001.

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