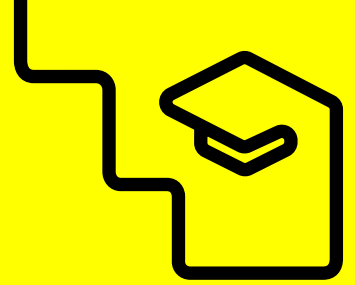


**Master of Business  
Administration (MBA)**



Home



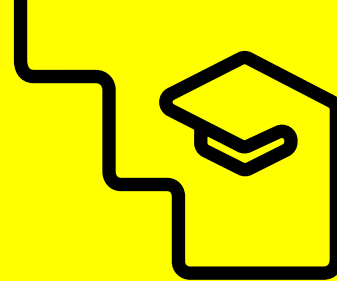
Undergraduate and  
graduate programs

Page No.

2 / 14

Master of Business Administration  
(MBA) Degree





## Master of Business Administration (MBA) Degree

### MBA Program Description

The juggernaut of globalization has shaped the contours of business. World-scale social, political, and economic issues require progressive critical thinking. Nexford University's (NXU) Masters of Business Administration (MBA) degree is an advanced take on the major business disciplines and big-picture themes of tomorrow. It is also an evolution of the NXU Bachelor of Business Administration (BBA) degree, which forms part of our stackable credentials. The curriculum, designed for experienced learners, emphasizes leading people, processes, strategies, and sustainability in developed and emerging economies – relevant skills for career progression. The MBA covers a selection of five specializations: Sustainability, Doing Business Across the World, Enabling E-Commerce, Advanced AI & the Future of Automation, and Managing Hyper connectivity. Organizations have entered an unprecedented era of transformation: this degree is a rigorous response to the emerging needs of a highly skilled, future-focused workforce.

#### **NXU selected the Masters of Business Administration (MBA) degree for three primary reasons:**

- a. The MBA is a natural progression for those wishing to pursue advanced competencies through continuing their education upon completion of their BBA
- b. The MBA equips learners with the advanced competencies they will need when pivoting from one career to another as a result of a lateral shift or due to evolving market dynamics such as automation and other advancements in technology
- c. The MBA prepares learners for forward growth (career progression) and increased responsibilities in leadership and business ownership roles to effectively manage people, processes, strategies and sustainability in developed and emerging economies.

#### **MBA learners at NXU have the opportunity to gain specialized knowledge through five program specializations:**

- a. Sustainability
- b. Doing Business Across the World
- c. Enabling E-Commerce
- d. Advanced AI & the Future of Automation
- e. Managing Hyper connectivity

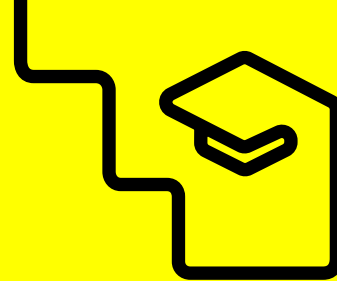
### Nexford MBA Outcomes

#### **Institutional Level Outcomes (MBA)**

##### **Digital Fluency**

Locate and access digital information efficiently and critique its relevance and accuracy using technologies responsibly and securely.

Level 5: Evaluate the benefits and functions of integrating technology and data-driven decision making in improving performance.



## Master of Business Administration (MBA) Degree

### Nexford MBA Outcomes (continued)

#### **Critical and Creative Thinking**

Create connections in a holistic, innovative, and interdisciplinary manner to think unconventionally, question the status quo, and imagine new scenarios.

Level 5: Develop an integrated plan for improving performance through appropriate interventions using systems thinking and process improvement tools.

#### **Information-Driven Decision-Making**

Apply tools and skills needed to collect, analyze, interpret, and present data effectively in order to make decisions.

Level 5: Present findings to various stakeholders in order to improve performance.

#### **Communication & Collaboration**

Create written and oral messages by tailoring its content and means of delivery to the needs of the target audience.

Level 5: Present messages in multiple communication modalities and contexts.

#### **Civic Responsibility**

Use sustainability principles to make a difference in self and the world.

Level 5: Create a plan to address sustainability challenges facing the national, local, and global environments while considering social responsibility, legal and ethical principles, and governance.

#### **Adaptive Lifelong Learning**

Create a continuous learning and self-improvement plan in response to the demands of a situation or conditions.

Level 5: Develop an integrative professional and personal growth plan with a perspective to adapt and shift priorities in response to the demands of a situation or conditions.

#### **Cultural and Emotional Intelligence**

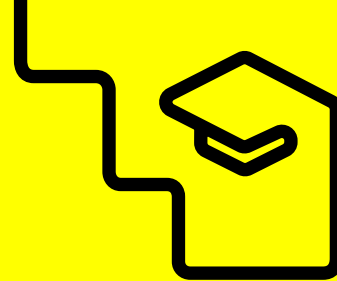
Use cultural and emotional intelligence practices to promote more effective communication and personal relationships.

Level 5: Evaluate the interdependencies and interconnections of world societies and the impact on one's own cultural paradigm.

#### **Customer-Centric Thinking**

Apply customer-centric knowledge and competencies to meet and exceed the needs and expectations of internal and external stakeholders.

Level 5: Evaluate readiness for creativity in order to develop innovative solutions that align responsibilities and



## Master of Business Administration (MBA) Degree

### Nexford MBA Outcomes (continued)

interests to promote collaboration.

#### **Core Business Program Outcomes (MBA)**

##### **Leadership and Teamwork**

Demonstrate effective team, collaboration, and leadership skills in the workplace.

Level 5: Evaluate the role of leadership in organizational culture, organizational change, teams, and conflict resolution.

##### **Technology for Business**

Integrate technology in the workplace to support teams in achieving organizational goals.

Level 5: Develop business strategies that integrate the modern cybersecurity model and appropriate technologies to improve organizational performance.

##### **Corporate Sustainability**

Incorporate sustainability principles within organizational decision-making processes.

Level 5: Formulate sustainable decision-making approaches to solving global business problems.

##### **Multinational Culture**

Design culturally sensitive organizational plans in line with an understanding of the unique characteristics of each market.

Level 5: Create business strategies that incorporate awareness of cultural diversity related to today's global marketplace.

##### **Innovation and Change**

Integrate innovation within organizational culture to satisfy specific evolving business needs.

Level 5: Develop leadership and strategic management strategies to facilitate and leverage the internal change necessary to accomplish organizational goals.

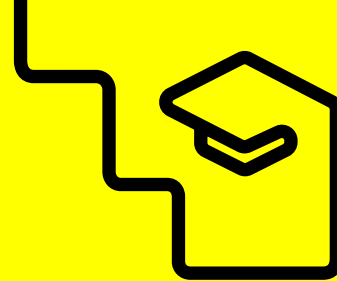
##### **Information-Driven Decision Making**

Support effective decision making processes by extracting information from data; demonstrate an understanding of the role of information in decision making and differentiate between data and information in order to effectively use tools and skills needed to collect, analyze, interpret, and present data to make business decisions.

Level 5: Present findings to various stakeholders in order to inform organizational decision making.

##### **Business Operations & Structure**

Assess the functions of different units within an organization in relation to one another.



## Master of Business Administration (MBA) Degree

### Nexford MBA Outcomes (continued)

Level 5: Develop an integrated business strategy that supports senior leadership.

#### **Business Foundations and Career Success**

Develop a personalized pathway that leverages ongoing academic, business and professional learning experiences to achieve personal success.

Level 5: Create an integrative professional and personal leadership growth plan including key performance indicators (KPIs) and other accountabilities.

#### **International Business**

Make business decisions that are in tune with the economic, social, geopolitical and cultural environments within which global businesses operate.

Level 5: Create business cases for international businesses or ventures.

#### **Human Resource Management**

Apply strategic and operational HRM practices to support the needs of global organizations.

Level 5: Develop organizational development strategies aimed at promoting organizational effectiveness.

#### **Management**

Apply creative management and leadership approaches to solve organizational challenges and seize business opportunities.

Level 5: Formulate management strategies that creatively solve organizational challenges and seize opportunities in a changing environment.

#### **Marketing**

Align marketing strategies with organizational goals based on an in-depth understanding of internal and external stakeholders.

Level 5: Formulate marketing strategies that align with organizational goals, expectations, and policies related to ethics, leadership, and sustainability.

#### **Finance**

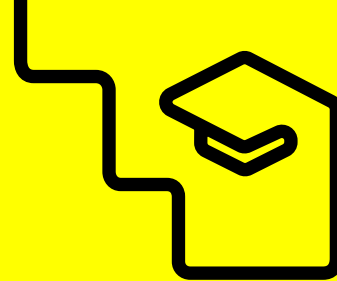
Use financial analysis to inform decision making throughout an organization.

Level 5: Formulate business decisions using financial and modeling tools.

#### **Accounting**

Use accounting principles to accurately inform timely financial reporting and decision making.

Level 5: Evaluate corporate financial statements integrating accounting concepts and principles in order to make



## Master of Business Administration (MBA) Degree

### Nexford MBA Outcomes (continued)

strategic business decisions.

#### **Specialized Business Outcomes (MBA)**

##### **Doing Business across the World**

- a. Level 5: Analyze the business environment within multiple countries including their traditions, systems, and society.
- b. Level 5: Evaluate current conditions and complexities in multiple countries for to navigate complex business challenges and opportunities across borders.
- c. Level 5: Formulate sustainable practices for the global environment that are informed by current issues in diversity and cultural awareness.
- d. Level 5: Create a business case for an international business or a venture through partnerships originating in the local country.

##### **Sustainability**

- a. Level 5: Design a renewable energy strategy which aligns with corporate social responsibility policies informed by United Nations SDG Goals UN SDG Goal # 7, UN SDG Goal #13.
- b. Level 5: Develop a business plan for food and agribusiness practices by using quantitative and analytical techniques to assess emerging food and agribusiness challenges and technologies.
- c. Level 5: Construct a practical approach to addressing future health and wellness programs by recognizing ethnic and cultural differences, challenges of current and future technology initiatives, and healthcare occupational shortages.

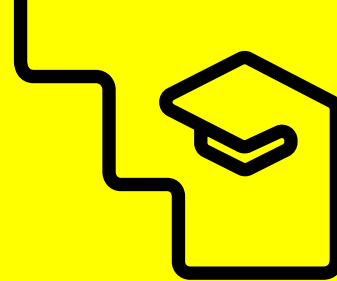
##### **Enabling E-Commerce**

- a. Level 5: Assess the technological infrastructure required to facilitate e-commerce on national and global scales.
- b. Level 5: Evaluate the primary e-commerce components and applications of the B2B, B2G, and B2C e-commerce infrastructure and markets including business and product models.
- c. Level 5: Develop a roadmap for digital transformation across various verticals.

##### **Advanced AI and the Future of Automation**

- a. Level 5: Apply statistical modeling and optimization techniques (using R, Python, SQL) for various business problems.
- b. Level 5: Create a business case that measure the cost reduction and revenue uptake resulting from robotics and automation, and the five core technologies.
- c. Level 5: Develop a roadmap for artificial intelligence and robotic automation implementation across the





## Master of Business Administration (MBA) Degree

### Nexford MBA Outcomes (continued)

value chain phases of different verticals.

#### **Managing Hyper connectivity**

- a. Level 5: Assess the cyber security implications (confidentiality, integrity, and availability) of a given business mission including legal, political, social, technical, and regulatory requirements and challenges.
- b. Level 5: Evaluate IoT operating systems architectures, standards, and ecosystem.
- c. Level 5: Create a structure to minimize technical and product risk, integrating the Agile and Lean frameworks.

### Capstone Course Outcomes

MBA learners can choose one of the following capstone course options:

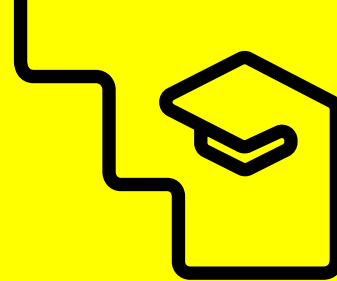
#### **BUS 6140 Capstone - Entrepreneurial Focus**

1. Examine the concepts of entrepreneurship, new venture creation, and innovation.
2. Apply entrepreneurial thinking and management as it relates to a for-profit and non-profit entity.
3. Analyze the process of conceptualizing, developing, and managing an entrepreneurial venture.
4. Synthesize the different functions and areas of management in the context of new venture development.
5. Create a plan for the development of a new venture from conceptualization to realization, incorporating the entrepreneurial process.
6. Evaluate the success of the phases of a new venture by integrating entrepreneurial practices.

#### **BUS 6141 - Capstone - Intrapreneurial Focus**

1. Examine the concepts of intrapreneurship, new venture creation, and innovation.
2. Apply the principles of intrapreneurship as it relates to a for-profit and non-profit entity.
3. Analyze the process of conceptualizing, developing, and managing an Intrapreneurial venture and the connection to the strategic goals of the organization.
4. Synthesize the different functions and areas of management within the organization in consideration of an Intrapreneurial initiative.
5. Develop an initiative that achieves the Intrapreneurial goals of the organization through the lens of the intrapreneurial process.
6. Evaluate the success of an organizational initiative from conceptualization to realization incorporating intrapreneurial practices.





## Master of Business Administration (MBA) Degree

### Program Structure

#### Foundation Courses

These courses are designed to provide learners with a foundation in essential business concepts. These courses also act as a bridge for learners to gain a better understanding of the rigor needed for graduate courses. All MBA learners without a previous degree in business-related fields are required to fulfill the requirements found in the following Foundation Courses.

#### Foundation Course Requirements

- a. BUS 5010 Culture in a Global Business Environment (3 Credits)
- b. BUS 5020 Global Marketing Practices (3 Credits)
- c. BUS 5030 Applied Economics and Statistics (3 Credits)
- d. BUS 5040 International Legal Environment of Business (3 Credits)

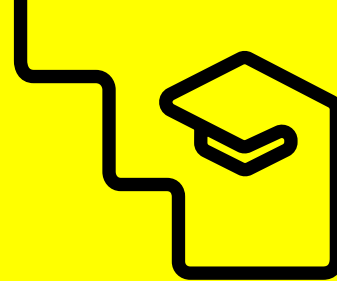
**Foundation Courses Total – 12 credits**

### 3.D.3 Program Structure (continued)

#### Core Program Requirements

- a. BUS 6100 Global Business (3 Credits)
- b. BUS 6070 Leadership and Organizational Development (3 Credits)
- c. MKT 6080 Marketing Strategy (3 Credits)
- d. OPM 6090 Technology & Operations Management (3 Credits)
- e. ACC 6050 Accounting and Financial Reporting (3 Credits)
- f. BUS 6110 Organizational Strategy (3 Credits)
- g. BUS 6120 Introduction to Intrapreneurship and Innovation (3 Credits)
- h. FIN 6060 Financial Decision Making (3 Credits)
- i. BUS 6140 Business Capstone – Entrepreneurial Focus Capstone\*\* (3 Credits)
- j. BUS 6141 Business Capstone – Intrapreneurial Focus Capstone\*\* (3 Credits)

**Core Courses Total – 27 credits**



**Master of Business Administration  
(MBA) Degree**

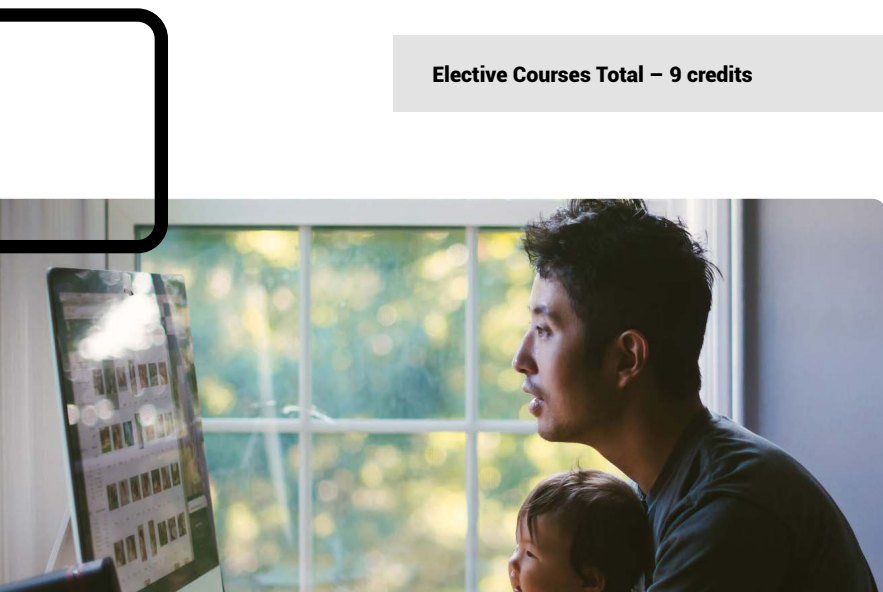
**Program Structure (continued)**

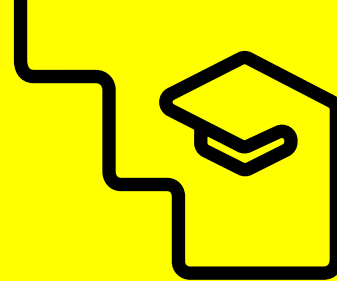
**Elective Requirements**

Learners who do not choose a specialization will choose two courses from the elective course options listed below.

- a. BUS 6130 Corporate Sustainability (3 Credits)
- b. DBW 6350 Doing Business in China (3 Credits)
- c. DBW 6300 Doing business in India (3 Credits)
- d. DBW 6450 Doing business in Sub-Saharan Africa (3 Credits)
- e. GBL 6850 The Art of Communication (3 Credits)
- f. MHY 6750 Cybersecurity Leadership (3 Credits)
- g. AIA 6600 Artificial Intelligence (3 Credits)
- h. AIA 6650 Robotics and Automation (3 Credits)
- i. MHY 6700 Internet of Things (3 Credits)
- j. AIA 6550 Data Sciences for Decision Making (3 Credits)
- k. SUS 6160 Food & Agribusiness (3 Credits)
- l. SUS 6170 Renewable Energy (3 Credits)
- m. SUS 6180 Managing Healthcare (3 Credits)
- n. ECM 6400 Enabling E-Commerce and Digital Strategy (3 Credits)
- o. ECM 6450 Policy and Regulatory Enablement of E-Commerce (3 Credits)

**Elective Courses Total – 9 credits**





## Master of Business Administration (MBA) Degree

### Program Structure (continued)

#### **Specialization Requirements**

Learners who choose a specialization will follow the sequence as designated for each specialization.

#### **Sustainability**

1. SUS 6160 Food & Agribusiness (3 Credits)
2. SUS 6170 Renewable Energy (3 Credits)
3. SUS 6180 Managing Healthcare (3 Credits)

**Specialization Courses Total – 9 credits**

#### **Doing Business Across the World**

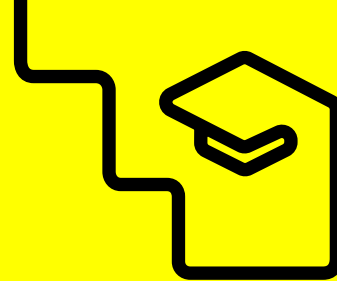
1. DBW 6300 Doing business in India (3 Credits)
2. DBW 6350 Doing Business in China (3 Credits)
3. DBW 6450 Doing business in Sub-Saharan Africa (3 Credits)

**Specialization Courses Total – 9 credits**

#### **Enabling E-Commerce**

1. ECM 6400 Enabling E-Commerce and Digital Strategy (3 Credits)
2. ECM 6450 Policy and Regulatory Enablement of E-Commerce (3 Credits)
3. ECM 6500 Operations Digital Transformation (3 Credits)

**Specialization Courses Total – 9 credits**



## Master of Business Administration (MBA) Degree

### Program Structure (continued)

#### **Advanced AI & the future of Automation**

1. AIA 6600 Artificial Intelligence (3 Credits)
2. AIA 6550 Data Sciences for Decision Making (3 Credits)
3. MHY6750 Cybersecurity Leadership (3 Credits)

**Specialization Courses Total – 9 credits**

#### **Managing Hyper connectivity**

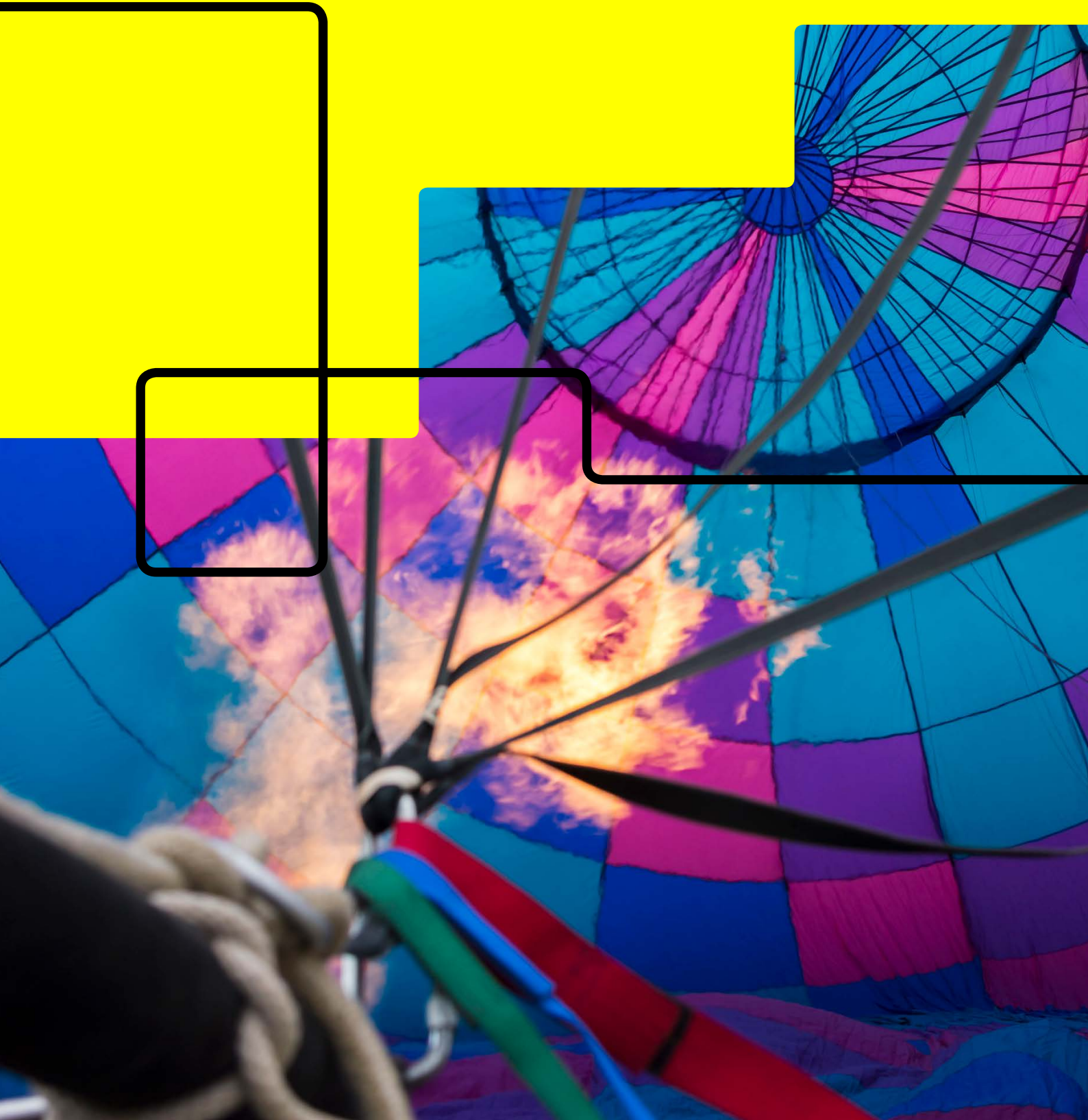
1. MHY 6700 Internet of Things (3 Credits)
2. MHY 6750 Cybersecurity Leadership (3 Credits)
3. MHY 6800 Product Management with Agile and Lean (3 Credits)

**Specialization Courses Total – 9 credits**

**Total Degree Program – 36 credits**

\* Denotes courses that have prerequisite(s). Refer to the course descriptions for further details

\*\* Learners will choose one of the Capstone options BUS 6140 or BUS 6141





Home

## **Nexford University**

### **Our headquarters:**

1140 3rd St NE  
Washington, DC 20002  
US

**[www.nexford.org](http://www.nexford.org)**

**[help@nexford.org](mailto:help@nexford.org)**

**Tel: +1 202-280-2049**



Connect with Nexford