# TABLE OF CONTENTS

01. MBA Worksheet ................................................................. 1
02. Coursework ................................................................. 1
03. Registration ................................................................. 4
04. Adding a Course ............................................................ 4
05. Dropping a Course ......................................................... 4
06. Grading ................................................................. 5
07. Academic Probation and Disqualification ......................... 5
08. Time Limitations .............................................................. 6
09. One Semester Leave of Absence ...................................... 6
10. Open University and Transfer ......................................... 6
11. Applying for the Degree .................................................. 6
12. Award of the Master’s Degree .......................................... 6
13. Commencement ............................................................. 7
14. Student Identification .................................................... 7
15. Evaluation in Effectiveness in Teaching ............................. 7
16. Communications .......................................................... 7
17. Important Websites ...................................................... 8
18. Contact Information ...................................................... 8
MBA WORKSHEET
Welcome to the Conventional MBA (CMBA) program at the Lucas Graduate School of Business!

At the time of admission, the Lucas Graduate School of Business created a worksheet listing for each student the Name, Student ID Number, GPA (Grade Point Average), GMAT/GRE (Graduate Management Admissions Test/Graduate Record Examination) scores and last degree. The worksheet was sent by email or delivered during the advising meeting with the MBA Director. The worksheet also specifies whether the admission is either “conditionally classified” or “classified” (clear) standing. “Conditionally classified” students are required to complete certain prerequisites courses before their status can be changed to “classified” (clear) standing.

The worksheet contains a course plan with a sequence of core courses and each student is expected to follow such academic plan. Any deviation from the course plan must be approved by the MBA Director.

COURSEWORK
Prerequisite Courses
The worksheet indicates which prerequisite courses, if any, a student is required to complete. Prerequisite courses marked with an “X” are required and must be completed by the deadline listed in the worksheet.

*If the admission to the MBA program is conditional, the Lucas Graduate School of Business reserves the right to rescind such admission, if the deadline for the successful completion of all required prerequisites courses is not met.*

In order to prove the successful completion of the prerequisite courses, a student must provide the Lucas Graduate School of Business office with official transcripts indicating a completed course grade of “B” or better. The official transcripts should NOT be sent to the Admissions and Records office or to the Graduate Admissions and Program Evaluations office.

CMBA courses: Full-time and Part-time tracks
The CMBA program consists of fourteen courses (forty-two semester units) including ten core courses and four elective courses. Conventional MBA students enroll in courses as a quasi-cohort. Core classes are taken in a predetermined identical sequence by all students belonging to the same program track. Such sequence is specified in the worksheet and must be followed by each student. Any change to the core courses sequence must be approved by the MBA Director. The CMBA is defined as a “quasi” cohort program because CMBA students have a choice in the selection of the elective courses and their term of enrollment.

The CMBA program allows students to choose one of the two available tracks: full time or part-time. The full-time track requires students to enroll in at least three core courses during the Fall and Spring terms (except for the last term of enrollment in core courses). Students following a full-time track usually complete the CMBA program within 21-24 months. The part-time track requires students to enroll in no more than two courses each term. Any exception to this requirement must be approved by the MBA Director. Students following a part-time track usually complete the CMBA program within 36 months. The part-time track is ONLY available to domestic students working full-time at the time of enrollment.

Students enrolled in a particular track must follow the course plan listed in the worksheet and cannot switch track without the prior consent of the MBA Director. Students who wish to change their CMBA track must officially request and motivate the change to the MBA Director. Upon the approval of the change, a student will receive a worksheet with a new course plan.
Courses Sequence
Students must enroll in all the core courses in accordance to the sequence listed below. It is not allowed to enroll in fewer or more core classes during any term. Enrollment during Summer terms is optional. In order to complete the program in a timely manner, students may decide to enroll in elective courses during the Summer term.
CMBA students are required to select four elective courses to complete the graduate program. The elective courses can be taken during any term conditional on the fulfillment of the necessary course prerequisites as stated in the SJSU catalog. CMBA students are permitted to enroll in the elective courses offered in the off-campus Executive-Style MBA program (ESMBA). Graduate students are not allowed by SJSU to enroll in more than fifteen (15) semester units during any term.

<table>
<thead>
<tr>
<th>Courses Sequence - Full-time Track</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Year 1 – Fall Term</strong></td>
</tr>
<tr>
<td>BUS 200W: Managerial Communication and Research</td>
</tr>
<tr>
<td>BUS 210: Developing and Managing People</td>
</tr>
<tr>
<td>Elective/s (Optional)</td>
</tr>
<tr>
<td><strong>Year 1 – Spring Term</strong></td>
</tr>
<tr>
<td>BUS 220: Financial and Managerial Accounting</td>
</tr>
<tr>
<td>BUS 230: Marketing Management</td>
</tr>
<tr>
<td>BUS 250: Law and Ethics</td>
</tr>
<tr>
<td>Elective/s (Optional)</td>
</tr>
<tr>
<td><strong>Year 1 – Summer Term</strong></td>
</tr>
<tr>
<td>Elective/s (Optional)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Courses Sequence - Part-time Track</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Year 1 – Fall Term</strong></td>
</tr>
<tr>
<td>BUS 200W: Managerial Communication and Research</td>
</tr>
<tr>
<td>BUS 210: Developing and Managing People</td>
</tr>
<tr>
<td><strong>Year 1 – Spring Term</strong></td>
</tr>
<tr>
<td>BUS 220: Financial and Managerial Accounting</td>
</tr>
<tr>
<td>BUS 230: Marketing Management</td>
</tr>
<tr>
<td><strong>Year 1 – Summer Term</strong></td>
</tr>
<tr>
<td>Elective/s (Optional)</td>
</tr>
</tbody>
</table>

| **Year 3 – Fall Term**             | **Year 4**                           |
| BUS 202: Managing in the Global Economy |                                   |
| BUS 280: Operations and Supply Chain Management |                                   |

| **Year 3 – Spring Term**           | **Year 4**                           |
| BUS 290: Strategic Thinking (capstone) |                                   |
| Elective                             |                                   |

| **Year 3 – Summer Term**           | **Year 4**                           |
| Elective/s (Optional)               | Elective/s (Optional)                |
Students should be aware that some courses are sequenced in the MBA program. For example, BUS 220, Financial and Managerial Accounting must be completed prior to taking BUS 270, Financial Management. BUS 220 must be completed before taking any accounting electives and BUS 270 must be completed before taking any finance electives. Similarly, BUS 230, Marketing Management is a prerequisite for many marketing electives. Finally, the core course BUS 290, Strategic Thinking is the capstone MBA course. In order to enroll in such course, students must have successfully completed all the other (nine) core courses. Concurrent enrollment in BUS 290 and other core courses is NOT allowed.

As a guideline, the course numbering indicates the following functional areas of business education:

- 220’s – Accounting
- 230’s – Marketing
- 240’s – Management Information Systems
- 250’s – Organization and Management
- 260’s – Management and Decision Science
- 270’s – Finance
- 280’s – Operations

**Elective Courses**

MBA student are required to successfully complete four elective courses as part of the graduate program. Elective courses can be chosen to emphasize knowledge in a particular functional area of business. CMBA students can select graduate business elective courses offered on-campus and also in the ESMBA off-campus program.

As an elective course, a graduate student can select a maximum of one upper-division business undergraduate course (100-level) OR one graduate non-business course (200-level). Enrollment in such elective course is conditional on the written approval by the MBA Director and it is specific to a given course and a given semester.

CMBA students can select BUS 298-C, Applied Business Experience Internship as one of the elective courses. Such course allows CMBA students to receive academic credits (three semester units) for an internship. The internship must be approved by the MBA Director. Information on the requirements and the application procedure for BUS 298-C can be found at [http://www.sjsu.edu/lucasschool/current-mba/forms/index.html](http://www.sjsu.edu/lucasschool/current-mba/forms/index.html).

**General Course Information**

In general, on-campus Fall or Spring courses meet from 6:00 p.m. to 8:45 p.m. one night per week for sixteen (16) weeks, with a few exceptions. If the course is an exception, the dates and times of the classes will be indicated on the schedule. In the Summer terms, courses may span over five or ten weeks and may meet twice per week in the evenings.

Electives courses scheduled in the ESMBA program are held at the off-campus at the Lucas Business Complex (2933 Bunker Hill Lane, Suite 120, Santa Clara, CA 95054) from 6:00 p.m. to 10:00 p.m. one night a week for eight (8) weeks and two half-day Saturdays or one full Saturday. The schedule details the assigned dates and times for the Saturday component of each course.

The course schedule is listed on the MBA website, [http://www.sjsu.edu/lucasschool/current-mba/schedule/index.html](http://www.sjsu.edu/lucasschool/current-mba/schedule/index.html). From the schedule, by clicking on an instructor’s name, a student can access the instructor’s personal website and the course syllabus.
REGISTRATION

Course Listings
The business graduate courses offered each semester are published in the SJSU Schedule of Classes. However, for the most up-to-date listings, please go to the website: http://www.sjsu.edu/lucasschool/current-mba/schedule/index.html.

Registration via MySJSU
Each semester a student must visit http://my.sjsu.edu to learn the date and time of the registration appointment. Registration for classes is completed via http://my.sjsu.edu. This is an interactive process and is available 24 hours daily during the published dates. User ID and Password are necessary to complete the registration. For technical issues related to login procedures, students can contact ithelpdesk@sjsu.edu. The Lucas Graduate School of Business office does not have access to student passwords.

Payment Due Date
As part of the online registration process, students are assigned a payment due date. The payment date may not appear online until the day following the registration. If the payment deadline is not met, the student is dropped from all the registered courses.

ADDING A COURSE
In order to add a course after the Advance Registration period has ended, registration will re-open during the first week of instruction and a student may register online if there is space available in the class. If the class is full, or the student would like to add the class after the first week of instruction, a permission number from the instructor is needed. Each instructor has a different policy for distributing permission numbers, so students should contact the instructor to find out his/her policy. Instructors may give a permission number in advance, or require attendance to the class on the first day. Students using an add code for registration, must register via http://my.sjsu.edu by the published date for the last day to add.

DROPPING A COURSE
Instructor-initiated Drop
Instructors are permitted (but not required) to drop students who do not attend the first scheduled class meeting and who do not contact them PRIOR to the first class. In addition, instructors may drop students who do not meet the stated course prerequisites. Please review the MBA schedule to verify the prerequisites for the courses before registration.

Student-initiated Drop
After the first class meeting, a student may drop a course through MySJSU prior to the drop deadline. The day following a course drop, students should verify in the MySJSU website that the drop procedure was successful. It is the student’s responsibility to make sure courses are dropped.

Drop Deadlines
Students should consult the SJSU Schedule of Classes to determine the last day to drop or withdraw from class without a “W” grade. Usually, the Drop Deadline date is about two weeks after the first day of instruction. To withdraw from a class after the “last day to drop”, a Late Drop Petition must be completed. Late drops are approved by the Office of Graduate Studies and Research for documented serious and compelling reasons only. Withdrawing or dropping a class after the published last day to drop does not cancel any financial obligations to the university.
GRADING
SJSU uses a four-point grading scale (A, B, C, D, F) as its basic grading system. This applies to all coursework except for individual study and internship courses, which usually are graded credit/no credit.

<table>
<thead>
<tr>
<th>Grade Points</th>
<th>4.0</th>
<th>3.7</th>
<th>3.3</th>
<th>3.0</th>
<th>2.7</th>
</tr>
</thead>
<tbody>
<tr>
<td>A+, A</td>
<td>C+</td>
<td>2.3</td>
<td>C</td>
<td>2.0</td>
<td>1.7</td>
</tr>
<tr>
<td>A-</td>
<td>C</td>
<td>2.0</td>
<td>F</td>
<td>0.0</td>
<td></td>
</tr>
<tr>
<td>B+</td>
<td>C-</td>
<td>1.7</td>
<td></td>
<td></td>
<td>D+</td>
</tr>
<tr>
<td>B</td>
<td></td>
<td>1.3</td>
<td></td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>B-</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Graduate students must maintain a minimum cumulative GPA of 3.0 (“B”) throughout the entire MBA program. A grade of “C-” in any course is considered a failing grade, and the course must be repeated. If a course is repeated, the second grade is averaged with the first grade in the GPA calculation. (Note that at the graduate level, the second grade never replaces the first). Furthermore, a grade of “B” or better is required for the project in Bus 290, Strategic Thinking.

San José State University makes grades available at [http://my.sjsu.edu](http://my.sjsu.edu). Individual grade reports are not mailed or communicated by email to students.

Incomplete “I” Grades
An Incomplete “I” signifies that a portion of the required coursework has not been completed and evaluated by the end of the class. Before the end of the semester, the student must reach an agreement with the instructor on the remaining course requirements and how they will be satisfied. All make-up work for an Incomplete must be finished within one calendar year immediately following the end of the term in which it was assigned. Failure to complete the assigned work results in the “Incomplete” turning into an “IC”, which is calculated as an “F” for grading purposes. The Incomplete cannot be removed on the basis of work completed at another institution, nor by re-enrolling in the course.

Withdrawal Grades
A “W” on a transcript indicates that the student was permitted to drop the course after the Add/Drop period with the approval of the instructor and the concurrence of the Office of Graduate Studies and Research. A grade of “W” is not included in the computation of the GPA.

A “WU” indicates that a student did not officially drop or withdraw from a course and failed to complete the course requirements. For the computation of the GPA a “WU” is equivalent to an “F”.

ACADEMIC PROBATION AND DISQUALIFICATION
Academic Probation
A graduate student who does not maintain a minimum cumulative 3.0 GPA (a grade of “B” on a four-point scale) is subject to academic probation. It is the student’s responsibility to continuously monitor his or her own academic standing. Graduate students are cleared from probation if the cumulative GPA reaches a 3.0 GPA or better the semester following the notification of probationary status.

Academic Disqualification
A graduate student who is on academic probation must earn at least a 3.0 grade point average each successive term until the required 3.0 cumulative GPA is again established. This requires enrollment in at least one letter-graded course in each term that the student is on probation. If these conditions are not met, the student will be disqualified from the University. Please see the SJSU catalog for more information on academic disqualification [http://info.sjsu.edu/web-dbgen/narr/catalog/rec-11749.11911.11914.11918.html](http://info.sjsu.edu/web-dbgen/narr/catalog/rec-11749.11911.11914.11918.html).
TIME LIMITATIONS
All coursework for the MBA program must be completed within seven years. If courses become outdated, consult the SJSU catalog http://info.sjsu.edu/web-dbgen/narr/catalog/rec-11749.11911.11940.html.

ONE SEMESTER LEAVE OF ABSENCE
Students who have attended at least one semester as a matriculated student and who are in good or probation standing may choose to leave SJSU for one semester (Fall or Spring) without submission of a Leave of Absence form. Students choosing this option must return the following semester and continue their enrollment as a matriculated student. If a student does not return in the semester following the one semester leave, the student will be required to reapply for admission to the next available admission term. Students utilizing this option may not submit a formal leave of absence following the one semester leave. Please review the Returning Student section for additional information.

OPEN UNIVERSITY AND TRANSFER
Student may transfer up to twelve semester units to apply toward the MBA degree. MBA courses taken in the Executive-Style MBA Program through Open University are considered equivalent to “transfer units”. Courses considered for credit transfer must be part of a graduate degree program offered by an accredited institution. Please note the extension courses will not be accepted for credit transfer toward the MBA degree. Students wishing to apply for credit transfer must submit a detailed description of the courses taken to the MBA Programs Coordinator. In order for the credit units to be counted toward the MBA degree requirements, the transfer must be approved by the MBA Director.

APPLYING FOR THE DEGREE
After completing at least nine SJSU letter-graded units, which must include BUS 200W, a student in Classified standing should complete a Departmental Request for Candidacy Form. The instructions and the form can be found at the following web address: http://www.sjsu.edu/lucasschool/current-mba/forms/index.html. The completed form must be submitted to the MBA Programs Coordinator by e-mail as an MS Word attachment no later than the posted document deadlines for the semester related to the graduation date (see dates below).

AWARD OF THE MASTER’S DEGREE
Completing the course requirements in a Master’s program at SJSU is a major accomplishment. However, it does not automatically lead to the award of degree. Students must initiate the award of degree process by completing the Application for Award of Master’s Degree Form (http://www.sjsu.edu/lucasschool/current-mba/forms/index.html) and submitting it to the Lucas Graduate School of Business office.

The Application for Award of Degree must be submitted after the Candidacy has been approved. To expedite the process, student should fax the form directly to the office of the Lucas Graduate School of Business at 408-924-3426. Note that this is a different fax number from the number on the form.

Students must be aware of paperwork deadlines! If you do not file the necessary documents by the published deadlines, the graduation may be delayed. Deadlines for filing these forms are as follows:

Filing Deadlines

<table>
<thead>
<tr>
<th>Graduation Date</th>
<th>May</th>
<th>August</th>
<th>December</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candidacy Form Due</td>
<td>September 1</td>
<td>February 1</td>
<td>March 15</td>
</tr>
</tbody>
</table>
COMMENCEMENT
The university offers a commencement ceremony each Spring. This occurs the Saturday of the Memorial Day weekend. The ceremony is for the current Spring graduates, and the previous Fall and Summer graduates. For example, the Spring 2014 ceremony was for students graduating in Spring 2014, Fall 2013 and Summer 2013. This ceremony is free for participants and guests.

The Lucas College and Graduate School of Business currently offers two ceremonies, one in Spring and one in Fall. Those invited to the Spring ceremony are Spring graduates and the following Summer graduates. Those invited to the Fall ceremony are Fall graduates and previous Summer graduates. So, Summer graduates have a choice of attending either ceremonies. The ceremony costs approximately $15-$20 for tickets for guests and there is a limit on the number of tickets per student.

STUDENT IDENTIFICATION
A “Tower Card” is issued to Conventional MBA students as student identification. This card is used for student identification to obtain services at the Library, Event Center, Health Center, Admissions & Records, Career Planning and Placement, parking permits, athletic events, Santa Clara County Valley Transit (buses & Light rail) and other frequently used student services.

The first Tower Card is free. Tower cards are available at the Cashier’s Office (windows 9 to 11) located in the Student Services Center. In order to receive the Tower Card a driver’s license or other photo identification is required. A plastic card holder is provided with the Tower Card. Students are eligible for a Tower Card after registering and paying for the courses in the first semester of enrollment.

EVALUATION IN EFFECTIVENESS IN TEACHING (SOTE)
The Office of Institutional Effectiveness and Analytics sends the SOTE announcement to all students enrolled at SJSU via their preferred email address specified in MySJSU. An individual SOTE link for each registered course will be created in student’s MySJSU account toward the end of each term. Students will be given the evaluation period to evaluate the registered class/s and all evaluation links expire on the last day of the evaluation period. Please note GRADE RELEASE WILL BE DELAYED FOR STUDENTS WHO DO NOT COMPLETE THE EVALUATIONS FOR ALL OF THEIR CLASSES.

Please find below the student instructions for the “Online Course Evaluation”:

- Log in to Your MySJSU account
- On the left-hand side menu, select “Online Course Evaluation”
- A list with all the enrolled courses for the current semester will be displayed
- Click on the course title link to start the evaluation

COMMUNICATIONS
Most communications will occur via email from your Program Coordinator, who will often send important information such as impending deadlines, networking opportunities, changes to policies, scholarship opportunities,
program announcements, etc. Occasionally, students will receive letters in the mail. It is imperative that students keep the contact information (especially email address) up to date through the Program Coordinator as well as through the university (http://my.sjsu.edu/).

**IMPORTANT WEBSITES**

- Lucas Graduate School of Business: [http://www.sjsu.edu/lucasschool/](http://www.sjsu.edu/lucasschool/)
- Graduate Admissions and Program Evaluations: [http://www.sjsu.edu/gape/](http://www.sjsu.edu/gape/)
- SJSU Catalog: [http://artic.sjsu.edu/home/catalog.html](http://artic.sjsu.edu/home/catalog.html)
- Tower Card: [http://www.sjsu.edu/bursar/services/towercard/](http://www.sjsu.edu/bursar/services/towercard/)
- Bursar’s Office: [http://www.sjsu.edu/bursar/](http://www.sjsu.edu/bursar/)
- Office of the Registrar: [http://www.sjsu.edu/registrar/](http://www.sjsu.edu/registrar/)
- Career Center: [http://www.sjsu.edu/careercenter/](http://www.sjsu.edu/careercenter/)
- Financial Aid: [http://www.sjsu.edu/faso/](http://www.sjsu.edu/faso/)
- International Programs and Services: [http://www.sjsu.edu/ips/](http://www.sjsu.edu/ips/)

**CONTACT INFORMATION**

**Lucas Graduate School of Business**

Main Office 408-924-3420
Admissions Support Coordinator, Margaret Farmer 408-924-3425
MBA Programs Coordinator, Sun Chou 408-924-3498
MBA Career Consultant, Rick Partridge, 408-924-8049
Lucas GSB Coordinator, Ellen Manganiello 408-924-3427
Interim MBA Director, Dr. Marco Pagani 408-924-3477
Interim Associate Dean, Dr. Stephen Kwan 408-924-3420

**Lucas Graduate School of Business**
San Jose State University
One Washington Square Business Tower Room 350
San Jose, CA 95192-0162
408-924-3420
lucas-school@sjsu.edu

**Lucas Business Complex**
2933 Bunker Hill, Suite 120
Santa Clara, CA 95054
408-924-4292

**SJSU Offices**

Call SJSU (Student Services Phone System) 408-283-7500
Graduate Admissions and Program Evaluations 408-924-2480
Evaluator, Jill Stahl 408-924-3297
SJSU Library (Reference) 408-808-2100
Parking Permits 408-924-6556
Financial Aid 408-283-7500
Bursar’s Office (Student Accounts & Collections) 408-924-1601
Bursar’s Office (Cashiering Services) 408-924-1631
International Programs & Student Services 408-924-5920