Accelerate Your Success with SMART TRACK

Florida Institute of Technology-EFSC Master of Business Administration Program

**SmartTrack Benefits:**

- Earn up to six Florida Tech graduate MBA credits in your senior year at EFSC at a $150 per credit cost (a $2,700 savings). Three credits are taken in each of the fall and spring semesters.

- Bypass the time commitment, anxiety and costs of the regular graduate admission process (e.g., Graduate Admissions application fee, faculty recommendations, résumé, and statement of objectives), which are waived and not required.

- Graduate Management Admissions Test (GMAT) is not required.

- Six credits of Essential Courses (MBA prerequisites) are not required.

- Gain the opportunity to receive a lucrative graduate or research assistantship plus stipend (must be enrolled full time [9 credits per semester] at the Melbourne campus).

- Complete a Florida Tech MBA degree in less time than you would via a traditional program.

The SmartTrack MBA program gives highly motivated EFSC students in organizational management the chance to take graduate-level course work while still an undergraduate in a bachelor’s degree program, allowing participants the opportunity to finish a Florida Tech MBA in less time than a traditional program.

**Eligibility**

EFSC undergraduates in select business majors with a 3.4 cumulative GPA who have completed 95 credits.

**Admission Requirements**

- Meet with your EFSC SmartTrack coordinator to complete the SmartTrack Application and receive an official EFSC SmartTrack endorsement.

- An official certified transcript must be sent to the Florida Tech’s Office of Graduate Admissions by the registrar for each college or university attended.

- Applicants understand that if accepted, up to 6 hours of Florida Tech graduate credits will be applied to their Eastern Florida State College bachelor’s degree and affect their undergraduate GPA. If the applicants receive an EFSC bachelor’s degree with a minimum 3.0 GPA and receive a grade of A or B in the MBA graduate courses, the applicants can request those credit hours be transferred to their MBA graduate degree.
Core Courses

The MBA degree requires completion of a common set of core courses including the capstone course in strategic management. These required courses are designed to prepare the student to respond to the complex business decisions that arise in today’s rapidly changing environment. As such, these courses incorporate either case studies or projects that require extensive qualitative and/or quantitative analysis.

BUS 5421 MANAGERIAL ECONOMICS
(3 credits)
Provides an understanding of the microeconomic forces that influence firm decision-making. Includes competitive markets and market failure, benefit-cost analysis, demand estimation and forecasting, decision making under risk and uncertainty, production and cost estimation, and market structure analysis.

BUS 5431 MANAGERIAL ACCOUNTING
(3 credits)
Focuses on internal reporting to managers for use in planning and control, in making non-routine decisions and in formulating major plans and policies. Covers cost-volume-profit relationships, flexible budgets and standards job order and process cost and cost allocation and accumulation.

BUS 5440 FINANCIAL MANAGEMENT
(3 credits)
Studies the concepts and tools of corporate financial management and financial planning, including capital budgeting, capital structure and net working capital. Considers the importance of ethics in financial decision-making.

BUS 5450 ORGANIZATIONAL BEHAVIOR
(3 credits)
Presents existing research, theories and models explaining how individual and group behavior and processes shape the internal dynamics of organizations. Provides the foundation to understand contemporary debates concerning alternative organizational designs and management practices.

BUS 5470 MARKETING MANAGEMENT
(3 credits)
Examines the tools and techniques of managing marketing activities as well as an analysis of the marketing process. Emphasizes decision-making, the refinement of skills needed to recognize and solve marketing problems, and effective communication of recommendations. Uses case analysis extensively.

Contact your EFSC SmartTrack Coordinator: Dan Ellen ellend@easternflorida.edu 321-433-7304