



**STUDY MBA**  
WITH ARIZONA SCHOOL  
**AND MOVE FORWARD**  
**FASTER** ≡



# WELCOME TO ARIZONA SCHOOL

## YOUR FUTURE STARTS HERE

BECOME A GLOBAL GRADUATE IN A GLOBAL COMMUNITY

91%

OF OUR GRADUATES  
ARE IN EMPLOYMENT  
WITHIN SIX MONTHS  
AFTER GRADUATING.

83%

OF OUR STUDENTS SAID THAT  
STUDYING MBA AT ARIZONA  
SCHOOL HAS IMPROVED  
THEIR PERSONAL  
DEVELOPMENT

94%

EMPLOYABILITY OR  
FURTHER STUDY RATE.

“  
**WE WANT TO MAKE  
BETTER ENTREPRENEURS,  
BETTER EMPLOYEES AND  
BETTER CONSUMERS**  
”



## ABOUT MBA

The Master of Business Administration (MBA) is an internationally-recognized degree designed to develop the skills required for careers in business and management. The value of the MBA, however, is not limited strictly to the business world. An MBA can also be useful for those pursuing a managerial career in the public sector, government, private industry, and other areas.

The MBA is currently the most popular professional degree program in the world. Today there are over 2,500 MBA programs offered worldwide; most are offered in English. First introduced in the United States around the turn of the 20th century, MBA programs have evolved to keep up with the demands of the times.

While traditional two-year MBA programs are still common, one-year programs have become increasingly popular. Part-time and online programs are also widely available for professionals not willing or unable to take a year or two off to do a full-time program. Executive MBA (EMBA) programs are part-time or online programs targeted at professionals with more years of managerial experience than traditional MBA candidates.

**01**

**OUR AIM IS TO ENABLE STUDENTS TO START UP AND RUN A BUSINESS, HELPING THEM GET FROM AN IDEA TO SOMETHING WHICH IS SUSTAINABLE**

**02**

**WE HELP YOU STAND OUT FROM OTHER GRADUATES IN THE JOB MARKET.**

**03**

**MORE AND MORE OF OUR STUDENTS WILL BE RUNNING THEIR OWN BUSINESSES OR WORKING FOR SMALL COMPANIES IN THE FUTURE.**



## MASTER OF BUSINESS ADMINISTRATION (M.B.A.)

The degree most frequently associated with business school has been the MBA. Originally planned as a way to improve managerial techniques to serve the rising industrial economy of the past century, the MBA has evolved substantially to encompass all areas of economic enterprise from banking and finance, through non-profit entrepreneurship, to multinational, technology, and innovation consulting organizations.

Full-time, part-time, executive, and distance-learning MBA programs offer broad-based curricula, as well as specialized courses.

The MBA is a general management degree and requires several years of work experience prior to your application. If you wish to gain the knowledge about business and management that an MBA offers but do not have the expected work experience, or cannot commit the time and resources to develop a strong application, consider a different course of study, such as a Master's degree in finance, accounting, or management.



- The MBA is a means of enhancing your career prospects as well as opening doors for future middle and senior managers.

- Arizona School MBA will enable you to meet your current and future career aspirations successfully and quickly.



## ARIZONA SCHOOL MBA

We understand that you are making a significant investment in your future and we're committed to providing you with a substantial return on that investment – both during your time at Arizona School, and when you graduate.

To achieve this, the MBA available at Arizona School has a strong focus on employability. We design our courses to be lively, relevant and focused on employment. Our courses are externally accredited, as we know getting the best degree is vital.

We offer a wide range of innovative foundation, undergraduates, top-up and postgraduate courses.

**Our MBA gives you the knowledge, skills and expertise identified by employers in business, industry.**



## WHY STUDY HERE?

- THE MASTER OF BUSINESS ADMINISTRATION (MBA) IS AN INTERNATIONALLY RECOGNIZED BUSINESS QUALIFICATION.
- THE MBA IS SEEN BY MANY WORLD-CLASS BUSINESS ORGANIZATIONS AS AN ESSENTIAL PASSPORT THAT GRADUATE STUDENTS MUST ACQUIRE IN ORDER TO ENHANCE THEIR MANAGERIAL PROSPECTS/CAREERS IN A WORLD CHARACTERIZED BY STRONG GLOBAL COMPETITION, NEW TECHNOLOGICAL LEAPS, CONTINUOUS CHANGE, CORPORATE SOCIAL RESPONSIBILITY (CSR), ETHICAL AND SUSTAINABLE BUSINESS MANAGEMENT AND THE SPEED OF CHANGE AND ITS GLOBAL NATURE.
- LEARNING TO MANAGE THIS BUSINESS CONTEXT REQUIRES NEW AND HIGHER LEVELS OF KNOWLEDGE, BUSINESS AND PERSONAL SKILLS. HENCE, COMPANIES WILL CONTINUE TO SEEK GRADUATE MBA STUDENTS WITH A VIEW TO RENEWING AND REFRESHING THEIR ORGANIZATION AND WHO POSSESS THE SKILLS NEEDED TO IMPLEMENT CHANGE, TO TURN THREATS INTO OPPORTUNITIES AND TO SUSTAIN AND IMPROVE THEIR ORGANIZATION'S COMPETITIVE ADVANTAGE.





## WHY STUDY HERE?

- We offer a very competitive package with our MBAs structured to reflect the modern business environment.
- Our MBA has a dedicated director and we offer all MBA students the opportunity to be involved in the Leaders Program, an initiative focussed on better preparing Arizona School students to become the leaders of tomorrow in their chosen fields and to further develop a global mindset.



# MBA CURRICULUM AND COURSES

MBA PROGRAMS ARE AMONG THE MOST GENERALIZED IN THE WORLD. IF YOU ENROLL IN ONE, YOU WILL STUDY MANY DIFFERENT FIELDS WITHIN THE BUSINESS, WHICH WILL IN TURN PREPARE YOU TO PURSUE A CAREER IN A VARIETY OF FIELDS. THE CURRICULUM IS GENERALLY COMPOSED OF THE FOLLOWING AREAS:

## 1 - ACCOUNTING.

ACCOUNTING IS THE PROCESS BY WHICH FINANCIAL INFORMATION IS COMMUNICATED. IN AN MBA PROGRAM, YOU WILL LEARN HOW TO READ, INTERPRET AND CREATE FINANCIAL STATEMENTS. YOU WILL ALSO LEARN TO USE THIS INFORMATION TO CUT SMALL BUSINESS COSTS, MANAGE BUSINESS TAXES, AND VALUE COMPANIES. ACCOUNTING IS ALSO THE FOUNDATION OF FINANCE, AND IS USUALLY A PREREQUISITE FOR FINANCIAL CLASSES YOU WILL PURSUE AT THE UNIVERSITY.



## 2 - ECONOMICS.

ECONOMICS IS A SEPARATE FIELD OF BUSINESS, BUT THE TWO OFTEN CONVERGE. IN ECONOMICS CLASSES, MBA STUDENTS WILL LEARN HOW GOODS AND SERVICES ARE EXCHANGED, AND THE IMPACTS THAT THESE TRANSACTIONS HAVE IN BUSINESS.



## 3 - FINANCE.

COURSEWORK IN FINANCE TEACHES STUDENTS HOW TO MANAGE INVESTMENTS SUCCESSFULLY. THIS INCLUDES CLASSES IN SECURITIES ANALYSIS AND INVESTING, BUDGETING, CASH FLOW MANAGEMENT, AND THE USE OF QUANTITATIVE MEASURES TO INCREASE PROFITS OR ASSESS THE HEALTH OF A COMPANY.



## 4 - MARKETING.

MARKETING CLASSES TEACH STUDENTS HOW TO COMMUNICATE WITH THEIR CUSTOMERS AND INFLUENCE THEIR BUYING DECISIONS. SPECIALIZED CLASSES WILL COVER TOPICS SUCH AS ADVERTISING, INTERNET MARKETING, GLOBAL MARKETING, BRANDING STRATEGIES, AND MARKETING RESEARCH.



## 5 - MANAGEMENT.

MANAGEMENT IS REALLY AN ALL-ENCOMPASSING KEY TO THE FIELD OF BUSINESS. IT HANDLES TOPICS RELATED TO LEADERSHIP, STRATEGIC VISION, PLANNING, AND IMPLEMENTATION OF PLANS AND STRATEGIES. IT IS INVOLVED WITH BOTH THE HUMAN AND PROCESS-ORIENTED ASPECTS OF RUNNING A BUSINESS. THERE ARE MANY ADVANCED MANAGEMENT CLASSES AVAILABLE TO STUDENTS WHO DECLARE A CONCENTRATION IN MANAGEMENT, OR ARE SIMPLY INTERESTED IN LEARNING MORE. DISCIPLINES THAT ARE SUBSETS OF MANAGEMENT INCLUDE ORGANIZATIONAL BEHAVIOR AND OPERATIONS MANAGEMENT.



## 6 - INTERNATIONAL BUSINESS.



AS WE MOVE TOWARDS A MORE GLOBAL WORLD, UNDERSTANDING THE CUSTOMS AND METHODOLOGIES FOR DOING BUSINESS IN DIFFERENT COUNTRIES IS BECOMING INCREASINGLY IMPORTANT. MBA PROGRAMS USUALLY REQUIRE STUDENTS TO TAKE THESE CLASSES SO THAT THEY CAN SUCCEED IN A GLOBAL BUSINESS.

## 7 - BUSINESS LAW

ONLY LAWYERS ARE QUALIFIED TO MAKE LEGAL ARGUMENTS. HOWEVER, BUSINESS PEOPLE MUST AT LEAST BE FAMILIAR ENOUGH WITH THE LAW TO KNOW WHEN TO LOOK FOR A LAWYER. MBA PROGRAMS GIVE STUDENTS A GENERAL OVERVIEW OF THE LAW AND THE ROLE IT PLAYS IN BUSINESS.



- ALL MODULES ARE DELIVERED BY INSTRUCTORS WITH SPECIFIC RESEARCH AND INDUSTRIAL AND COMMERCIAL EXPERTISE.
- CHOOSING TO STUDY AN MBA WILL ENABLE YOU TO ENHANCE YOUR CAREER PROSPECTS.
- OUR LEADERSHIP LECTURES OFFER OUR STUDENTS THE CHANCE TO GAIN A REAL INSIGHT INTO THE WORLD OF BUSINESS.
- WITH AN EMPHASIS ON ENHANCED STUDENT EXPERIENCE, OUR COURSE OFFERS INCREASED PROFESSORIAL LECTURES.
- STUDENTS WILL ALSO BE SUPPORTED BY THE PROFESSIONAL MENTOR SCHEME, WHICH INCLUDES TEAM MANAGERS FROM ENTREPRENEURS AND COLLEGE PROFESSORS.



# ADVANTAGES OF MBA PROGRAM

**COMPLETING AN MBA PROGRAM CAN BE INCREDIBLY BENEFICIAL FOR A NUMBER OF REASONS. THESE INCLUDE:**



## **1 - DIVERSE EDUCATION.**

AN MBA PROGRAM IS GREAT FOR DEVELOPING A COMPREHENSIVE UNDERSTANDING OF ALL THE DIFFERENT ASPECTS THAT MAKE UP BUSINESS, ESPECIALLY FOR THOSE WHO MAY NOT BE SURE WHAT AREA OF BUSINESS SUITS THEM BEST. EVEN IF YOU GO INTO AN MBA PROGRAM THINKING YOU WANT TO PURSUE A CAREER IN INVESTING, YOU WILL COME OUT OF THE PROGRAM WELL-VERSED IN A VARIETY OF OTHER AREAS AS WELL. THUS, SHOULD YOU THEN CHOOSE TO GO INTO MARKETING, YOU WILL BE ADEQUATELY PREPARED. ON THE OTHER HAND, IF YOU ARE CONFIDENT ABOUT THE CAREER YOU WANT TO PURSUE, YOU CAN STILL FOCUS YOUR STUDIES ON A SPECIFIC ASPECT OF BUSINESS.

## **2 - SKILLS WILL ALWAYS BE IN DEMAND.**

MANY COLLEGE GRADUATES STUDIES MAJORS THAT MAY PAY A LOT UP FRONT, BUT THEIR SKILLSETS COULD BE OBSOLETE IN A FEW YEARS. MBA STUDENTS HAVE UNIVERSAL SKILL SETS THAT WILL BE APPLICABLE FOREVER.

## **3 - CAREER ADVANCEMENT.**

A LOT OF ORGANIZATIONS PLACE HEAVY EMPHASIS ON HAVING AN MBA. IT MAY BE A GREAT WAY TO MOVE FORWARD WITH YOUR CAREER, AND SOME PROMOTIONS MAY ACTUALLY REQUIRE IT. SOME FIELDS, LIKE INVESTMENT BANKING, WILL OFTEN REQUIRE AN MBA IN ORDER TO OBTAIN PROMOTIONS.

## MBA DETAILS OF SUBJECTS

### CORE SUBJECTS

- 1 - CONTEMPORARY MANAGEMENT
- 2 - FINANCIAL ACCOUNTING & REPORTING
- 3 - APPLIED STATISTICS
- 4 - OPERATIONS MANAGEMENT
- 5 - MARKETING MANAGEMENT
- 6 - MANAGERIAL FINANCE
- 7 - HUMAN RESOURCES MGMT

- The study at Arizona School provides increased opportunities to undertake a workplace experience that can both enhance your employability and also enable a better understanding of theory in practice.





## ADVANTAGES OF MBA PROGRAM



### 4 - NETWORKING

NETWORKING IS ALSO A REASON TO GET AN MBA. NETWORKING IS DEFINITELY A QUINTESSENTIAL PART OF GETTING AN MBA. YOU MAY GET A GREAT JOB LEAD, OR MAKE A CONNECTION WITH A FUTURE BUSINESS PARTNER THROUGH YOUR MBA CLASSES. SMART MBA STUDENTS DO EVERYTHING THEY CAN TO TAKE ADVANTAGE OF THESE OPPORTUNITIES.



### 5 - CUSTOMIZE YOUR SCHEDULE

MBA PROGRAMS ARE VERY FLEXIBLE. THIS CAN BE A GREAT BENEFIT FOR SOMEONE WHO IS ALREADY WORKING HARD AT THEIR JOB AND CAN'T AFFORD TO COME INTO CLASS IN THE MIDDLE OF THE DAY. THE MBA PROGRAM HAS NIGHT CLASSES AND ONLINE COURSES SPECIFICALLY FOR WORKING PROFESSIONALS.

- THE E-CONTENT PROVIDED BY ARIZONA SCHOOL NOT ONLY MAKE BEING A STUDENT SO MUCH EASIER, BUT ALSO SAVED YOU A LOT OF MONEY ON BOOKS.

- ARIZONA SCHOOL OFFERS A RANGE OF MBA DEGREES BASED ON THE REQUIREMENTS OF CONTEMPORARY BUSINESSES

## SPECIALIZATION SUBJECTS:

### 1 - GENERAL TRACK:

MIS & E-BUSINESS  
INVESTMENT & PORTFOLIO MGMT  
MANAGERIAL ACCOUNTING  
ADVANCED MARKETING MANAGEMENT  
ADVANCED HUMAN RESOURCES MGMT  
ADVANCED FINANCE & INVESTMENT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT

### 2 - MARKETING MANAGEMENT:

CONSUMER BEHAVIOR  
PROMOTION & PERSONAL SELLING  
CHANNELS OF DISTRIBUTION  
MARKETING RESEARCH  
MIS & E-BUSINESS  
INTERNATIONAL MARKETING  
ADVANCED MARKETING MANAGEMENT  
STRATEGIC MANAGEMENT



### **3 - INTERNATIONAL BUSINESS ADMINISTRATION:**

INTERNATIONAL BUSINESS LAW  
CROSS CULTURAL MANAGEMENT & NEGOTIATIONS  
INTERNATIONAL MARKETING  
INTERNATIONAL FINANCE  
INTERNATIONAL HUMAN RESOURCES MGMT  
INTERNATIONAL COMPETITIVENESS MGMT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



### **4 - PROJECT MANAGEMENT:**

PROJECT MANAGEMENT ESSENTIALS  
PROJECT PLANNING & SCHEDULING  
PROJECT ESTIMATING & FINANCIAL PLANNING  
PROJECT RISK & QUALITY MANAGEMENT  
PROJECT PROGRESS & COST CONTROL  
PROJECT CONTRACTING & PROCUREMENT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## **5 - E-BUSINESS MANAGEMENT:**

MANAGEMENT INFORMATION SYSTEM  
E-BUSINESS MANAGEMENT  
SYSTEM DESIGN & ANALYSIS  
IT PROJECT MANAGEMENT  
NEW TRENDS IN MARKETING  
E-BUSINESS APPLICATION PROJECT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## **6 - HUMAN RESOURCES:**

PERFORMANCE MANAGEMENT  
LABOR ECONOMICS & LEGISLATION  
ORGANIZATION BEHAVIOR & DEVELOPMENT  
WEB-BASED HUMAN RESOURCES SYSTEMS  
MANAGING INTELLECTUAL & HUMAN CAPITAL  
STRATEGIC REWARD SYSTEM  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## **7 - SUPPLY CHAIN MANAGEMENT:**

LOGISTIC MANAGEMENT  
CUSTOMERS RELATIONSHIP MGMT (CRM)  
SUPPLY CHAIN MANAGEMENT  
MANAGEMENT OF DISTRIBUTION INST  
GLOBAL SUPPLY CHAIN  
E-SUPPLY CHAIN MANAGEMENT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## **8 - BANKING & FINANCE TRACK:**

COMMERCIAL BANKS MANAGEMENT  
FINANCIAL MARKETS & INSTITUTIONS MGMT  
INTERNATIONAL FINANCE  
CREDIT ANALYSIS MANAGEMENT  
INVESTMENT & PORTFOLIO MANAGEMENT  
FINANCIAL DERIVATIVES  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## 9 - MEDIA MANAGEMENT:

PUBLIC OPINION  
PROMOTIONAL ACTIVITIES  
PUBLIC RELATIONS  
ETIQUETTE AND PROTOCOL MGMT  
ARTS OF COMMUNICATION  
CRISIS MANAGEMENT AND MEDIA  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## 10 - HOSPITAL MANAGEMENT:

HOSPITAL FINANCING & INSURANCE SCHEMES  
HOSPITAL INFORMATION SYSTEM  
HOSPITAL QUALITY MANAGEMENT  
MONITORING & EVALUATION OF HOSPITAL SERVICES  
PHYSICAL FACILITY MANAGEMENT  
COSTING AND PRICING OF HOSPITAL SERVICES  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## 11 - HEALTH ECONOMICS:

MACRO & MICRO ECONOMICS  
HEALTH ECONOMIC EVALUATIONS  
COSTING AND PRICING OF HEALTH SERVICES  
STATISTICS & MODELING  
ECONOMIC MODELING & PRIORITY SETTINGS  
HEALTH SURVEYS  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## 12 - CRISIS MANAGEMENT TRACK:

INTRODUCTION TO CRISIS MANAGEMENT  
BUSINESS INTELLIGENCE & DECISION SUPPORT SYS  
CORPORATE GOVERNANCE  
RISK MANAGEMENT  
SYSTEMS THINKING & POLICY MODELING  
INDICATORS & EARLY WARNING SYSTEM  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



### **13 - INVESTMENT MANAGEMENT:**

TECHNICAL ANALYSIS MANAGEMENT  
INVESTMENT MANAGEMENT  
ASSETS & PORTFOLIO MANAGEMENT  
INTERNATIONAL FINANCE  
MANAGERIAL ACCOUNTING  
FINANCIAL DERIVATIVES  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT

### **14 - RETAIL MANAGEMENT:**

RETAIL MANAGEMENT  
CUSTOMERS RELATIONSHIP MGMT (CRM)  
SUPPLY CHAIN MANAGEMENT  
MARKETING RESEARCH  
MANAGEMENT OF DISTRIBUTION INST  
INTEGRATED MARKETING COMMUNICATION  
RETAIL MERCHANDISING

CONNECT WITH US

[WWW.ARIZONAINTERNATIONAL.US.ORG](http://WWW.ARIZONAINTERNATIONAL.US.ORG)





## **15 - MANAGERIAL ACCOUNTING:**

FINANCIAL STATEMENT ANALYSIS  
PLANNING, BUDGETING AND FORECASTING  
COST MANAGEMENT  
INTERNAL CONTROL AND PROFESSIONAL ETHICS  
DECISION ANALYSIS AND RISK MANAGEMENT  
INVESTMENT DECISIONS & PROFESSIONAL ETHICS  
STRATEGIC MANAGEMENT



## **16 - TRADE OPERATIONS MANAGEMENT:**

INTERNATIONAL TRADE  
CUSTOMERS RELATIONSHIP MGMT (CRM)  
RETAIL MANAGEMENT  
MANAGEMENT OF DISTRIBUTION INSTITUTIONS  
COMMODITY EXCHANGES & INV. STRATEGIES  
INTEGRATED MARKETING COMMUNICATION  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT



## 17 - SALES MANAGEMENT:

PERSONAL SELLING MANAGEMENT  
CUSTOMERS RELATIONSHIP MGMT (CRM)  
SALES FORCE MANAGEMENT  
MANAGEMENT OF DISTRIBUTION INSTITUTIONS  
INTEGRATED MARKETING COMMUNICATION  
KEY ACCOUNTS MANAGEMENT  
RESEARCH & BUSINESS REPORTING  
STRATEGIC MANAGEMENT

## 18 - INTERNATIONAL TRADE:

INTERNATIONAL BUSINESS LAW  
INTERNATIONAL TRADE  
EXPORTS & IMPORTS PROCEDURES & LOGISTICS MGMT  
EXPORT MARKETING RESEARCH  
INTERNATIONAL FINANCE  
INTERNATIONAL BUSINESS MANAGEMENT  
INTERNATIONAL MARKETING  
STRATEGIC MANAGEMENT



## COURSE DURATION

- **1 YEAR FULL-TIME, PART-TIME OR ONLINE.**
- FOR MORE DETAILS ABOUT STUDY SYSTEM, PLEASE CHECK WITH THE UNIVERSITY'S INTERNATIONAL OFFICE OR THROUGH OUR WEBSITE:
- AFFORDABLE FOR ALL STUDENTS.

## HOW TO APPLY

- APPLYING TO ARIZONA SCHOOL IS AN EASY AND QUICK PROCESS AND YOU WILL RECEIVE AN INITIAL DECISION WITHIN 2 DAYS
- YOU CAN APPLY THROUGH ONE OF THE FOLLOWING WAYS:  
COMPLETE AN ON-LINE APPLICATION FORM ON OUR WEBSITE.  
SEND US A MESSAGE ON OUR OFFICIAL PAGE ON FACEBOOK.

CONNECT WITH US

[WWW.ARIZONAINTERNATIONAL.US.ORG](http://WWW.ARIZONAINTERNATIONAL.US.ORG)



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