Master of Business Administration

We are pleased to announce that the American University of Afghanistan is now accepting applications for the most prestigious business degree in Afghanistan, the AUAF Master of Business Administration, with a world-class curriculum and rigorous classes taught by internationally qualified faculty with expertise in global business practices.

The AUAF Master of Business Administration program comprises 15 credit courses that provide a comprehensive view of general business management. Classes are admitted on a cohort basis. Each cohort progresses through an established sequence of courses that first develop the concepts, tools, and techniques used in best practices organizations. Then these are brought together to develop analytical skills.

Analytical skills are honed using complex business cases. Cases are first-hand accounts of actual situations that provide participants with an opportunity to learn by making decisions that confront managers. Cases help participants realize that decision-making is not a precise science and those outcomes are sometimes unpredictable. Cases provide a deep learning experience that goes beyond the mastery of skills and knowledge.

The MBA program will begin in the fall 2013 semester. All courses are scheduled for evening hours beginning 17:00.

<table>
<thead>
<tr>
<th>Summer 2013</th>
<th>Fall 2013</th>
<th>Spring 2014</th>
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<tbody>
<tr>
<td>Boot Camp (Mathematics and</td>
<td>ACC 500 Financial Reporting and Analysis</td>
<td>QMB 501 Advanced Quantitative Method for</td>
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<td>Statistics)</td>
<td>QMB 500 Quantitative Method for Business</td>
<td>Business</td>
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<td>MGT 500 Leading People and Organizations</td>
<td>ECO 500 Managerial Economics</td>
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<td>FIN 500 Financial Management</td>
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<td>Summer 2014</td>
<td>Fall 2014</td>
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<td>ACC 550 Managerial Accounting</td>
<td>MGT 520 Operations Management</td>
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<td>MKT 500 Marketing Management</td>
<td>MGT 540 Business Communications</td>
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<td>FIN 550 Corporate Finance and Financial Markets</td>
<td>MGT 510 Information Technologies Management</td>
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<td>MGT 530 Strategic Management</td>
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<td>MGT 570 Business Law and Ethics</td>
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<td>MGT 590 Business Planning</td>
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Much of the work in the AUAF Master of Business Administration is done in small teams. Teamwork is a foundation stone for effective business practice, especially when solving complex tasks. Students get practical experience in the different roles team members can play and how teams coordinate their efforts to achieve a common, desired result.

**Admissions Criteria**
Candidates for the AUAF Masters of Business Administration must complete the following steps for admission.

- Complete and submit an MBA application for admission
- Pay a non-refundable application fee of 2,250 Afghanis
- Provide an official transcript verifying that the applicant holds a bachelor-level degree from a recognized institution of higher learning
- Provide your CV or resume
- Take a GMAT entrance exam conducted by the American University of Afghanistan
- Write a 1,000-word essay
- Have a TOEFL score 520 or above
- Have a personal interview with AUAF business faculty and Director of Admissions

**Deadlines for Admission**
Candidates applying for the fall 2013 Master of Business Administration class must have all admissions requirements completed by 01/August/2013. All questions regarding the AUAF Master of Business Administration and applications for admission are submitted to the MBA Coordinator and Advisor.

**Tuition and Fees**
Total tuition is 880,000 Afghanis for the two-year AUAF Master of Business Administration program. Students personally own all textbooks and materials including a Texas Instruments BAII financial calculator provided by the Master of Business Administration program. Students must have access to a personal computer at their own expense equipped with Microsoft Word, Excel, and PowerPoint software. Payment plans are available.
COURSE DESCRIPTIONS

ACC 500 Financial Reporting and Analysis -- This course covers corporate financial reporting including the analysis, and the interpretation of financial statements. Topics include the role of International Financial Reporting Standards including disclosure requirements, factors that affect financial performance, and analytical limitations. 3 credits, no prerequisites

ACC 550 Managerial Accounting -- This course covers managerial accounting concepts and practices as applied to internal decision-making. Topics include cost-behavior, cost-volume-profit analysis, budgeting, standard costing with Activity-Based Costing, variance analysis and control, responsibility centers, short-term decision-making, and capital budgeting. 3 credits, prerequisites ACC 500, QMB 500

ECO 500 Managerial Economics -- This course is an introduction to the principles of microeconomic analysis used in managerial decision-making. Topics include demand analysis, cost and production functions, behavior in competitive and non-competitive markets, sources and uses of market power, game theory, and competitive strategies. 3 credits, prerequisites QMB 500

FIN 500 Financial Management -- This course introduces fundamental concepts in finance that provide a framework for analyzing investment and financing decisions. Topics include investment evaluation including present value concepts and capital budgeting, alternative methods to finance investments over both the short and long term, including capital structure policy, raising external capital, and leasing. Participants are also introduced to business valuation. 3 credits, prerequisites: ACC 500, QMB 500

FIN 550 Corporate Finance and Financial Markets -- This course focuses on investments as related to fixed assets and pricing. Topics include equity securities, fixed income securities, options, portfolio theory, the capital asset pricing model, asset allocation, measuring returns, the role of financial leverage, optimal capital structure, mergers and acquisitions, spinoffs and selloffs, and other advanced finance issues. 3 credits, prerequisites ACC 500, FIN 500

MGT 500 Leading People and Organizations -- This course helps students cultivate the mind-sets and teaches tools used to influence behavior in organizations. Topics include developing a global leadership perspective; managing performance and conflict; designing and managing teams and human resource systems; managing culture; and leading organizational change. Students will also develop an understanding of their strengths and weaknesses as leaders and managers. 3 credits, no prerequisites

MGT 510 Information Technologies Management -- This course explores automated methods that firms use to gather, represent, process, and distribute information and knowledge. Topics include how information technologies relate to strategy, how they can create competitive advantage, and issues involved in the implementation of Enterprise Resource Planning systems. 3 credits, prerequisites QMB 500
MGT 520 Operations Management -- This course covers concepts, tools, and techniques related to the production of goods and services. Topics include process analysis, cost structure, inventory management, supply chain, quality, project management, making decisions under uncertainty, and the interactions with marketing and finance. 3 credits, prerequisites: QMB 500, FIN 500, MGT 510

MGT 530 Strategic Management -- This course develops the analytical concepts to understand how business entities can gain competitive advantage in a dynamic business climate. Topics include techniques used to evaluate the business environment, assess an organization’s strengths and capabilities, and decide on competing strategies. The case study method is used to explore strategic alternatives, implementation options, and evaluation methods. 3 credits, prerequisites: ACC 500, FIN 500, MKT 500, MGT 510

MGT 540 Business Communications -- This course prepares participants to communicate effectively in writing and orally in business. Topics include appropriate forms for email, memorandum, and letter communications; report writing of short to long lengths; and crisp, effective oral presentation. 3 credits, prerequisites ACC 500, FIN 500, ACC 550, ECO 500

MGT 570 Business Law and Ethics -- This course introduces legal and ethical concepts in business and their interrelationships. Using current events, cases, and other materials, this course will introduce students to the fundamental theories of business ethics and their relationship with Afghan and international business law. This course includes analysis of what can be done and what should be done in resolving issues and conflict in the workplace. 3 credits, prerequisite: MGT 540

MGT 590 Business Planning -- This course is the last in the series and is designed to integrate all the disciplines covered throughout the curriculum. Taught by a faculty team, this course requires participant teams to develop a business plan for a five-year planning horizon. The objective is to present an effective argument to potential investors that the business is viable and a worthy investment opportunity. 3 credits, no prerequisite

MKT 500 Marketing Management -- This course covers marketing as it relates to organizational strategy. Topics include marketing analysis, decision-making by the marketing manager, products and product lines, pricing policies, branding, promotion and advertising, and channels of distribution. 3 credits, prerequisites: QMB 500

QMB 500 Decision Analysis -- This course examines basic concepts related to the collection, analysis, and interpretation of data, emphasizing the appropriate application of different methods. Topics include how to recognize and appropriately apply common quantitative tools in business: random process, random walk, regression, forecasting, decision analysis, and simulation and probability models. 3 credits, no prerequisites