



# AMERICAN UNIVERSITY OF ARMENIA

A U.S. - ACCREDITED GRADUATE INSTITUTION AFFILIATED WITH THE UNIVERSITY OF CALIFORNIA

## SCHOOL OF BUSINESS & MANAGEMENT

### >>> PROFESSIONAL MBA

The rigorous program leading to the degree of the Master of Business Administration (MBA) is designed to provide you with relevant knowledge and practical skills that will empower you to create a new standard of excellence as entrepreneurs, managers and executives.

The AUA MBA is a comprehensive, well-rounded program that strikes a balance between theory and practice, the quantitative and qualitative perspectives to business, and the economic and social responsibilities of business leadership.

The curriculum is designed to help you develop your skills as:

- o Managers with practical knowledge of accounting, finance, marketing and other functional areas essential for success in a dynamic and globalized business environment.
- o Innovative and forward-looking thinkers, with the ability to analyze and solve problems effectively and to make decisions strategically.
- o Creative and effective leaders, with the ability to take initiatives to bring about change.
- o Valuable team members, able to work collaboratively and to motivate, guide and mentor others.
- o Ethical business individuals, who value integrity, accountability and service to community.

Our MBA program is designed for all individuals with strong leadership potential, regardless of their academic and professional background. Economics majors with work experience in the financial sector can benefit from the program as much as humanities and arts graduates or engineers and medical professional seeking a double competence or a career change through complementary knowledge and skills.

### ADMISSION REQUIREMENTS

To be considered for admission, an applicant must meet the AUA general admission requirements and the MBA specific requirements. Applicants are expected to:

- o Hold a bachelor degree (in any field).
- o Present an Internet-based TOEFL (iBT) score of at least 79, or an Academic IELTS score of at least 6.5. The test must have been taken within the two years prior to the application date.
- o Present a score in at least 60 percent on the Graduate Record Examinations (GRE) or Graduate Management Admission Test (GMAT) quantitative section. The test must have been taken within five years prior to the application date.
- o Submit an informative Statement of Purpose and two Supplemental Essays covering required topics.
- o Submit a current typed resume that includes work history and job responsibilities. At least three years of full-time relevant work experience is required.

### ABOUT AUA

Deciding to pursue an American master's degree is a big decision; but choosing the best school to meet your needs is even harder. AUA offers excellent U.S.-accredited graduate programs and provides several unique advantages.

- A safe, welcoming environment. Armenia offers a warm and hospitable social environment where all cultures are welcome and appreciated.
- Motivated students. Students from the U.S., China, Iran, Syria, Georgia, Russia, India and around the world join Armenian students for an increasingly international student population.
- Accommodating facilities and services. Facilities, including the new, state-of-the-art Paramaz Avedissian Building, contain services such as wireless Internet and the latest software, the open-stack Papazian library, a cafeteria and health center.



For more information on admissions and a list of all required documents, please check the AUA website: [www.aua.am](http://www.aua.am)

## OVERVIEW OF THE PROFESSIONAL OPTION

If you are a working professional who wishes to undertake your studies and remain on the job, you should consider the Professional MBA program. The PMBA is offered on a part-time basis over 10 consecutive terms (30 months). All classes are scheduled in the evenings starting at 18:30. You will typically come to campus 2-3 evenings per week.

### Strong Foundation

The coursework and activities during the first four terms will take you through functional areas of accounting, finance, organizational behavior, operations and marketing. In conjunction with the case-study method, you will be equipped with a comprehensive set of tools during the first year of the program.

### Comprehensive Development

The second and third year courses focus on subjects and competencies required for exercising high-level managerial responsibility. The curriculum emphasizes critical and creative thinking, effective leadership, and strategic analysis. During this phase, you will also have the opportunity to take elective courses in Marketing, Accounting, and Finance, that will allow you to build a customized experience in line with your career goals and aspirations.



## CENTER FOR BUSINESS RESEARCH & DEVELOPMENT

The Center for Business Research and Development (CBRD) carries out organized research and development projects through teams of faculty, local experts, alumni and graduate assistants. Administered by the School of Business and Management, CBRD was the first to provide western research and consulting services in the areas of business and management in Armenia and the region.

The Center serves as a resource for information and expertise for both local and international firms. With this experience, CBRD has developed a unique mix of knowledge and capabilities that apply to a wide range of situations. Some of its partners include Synopsys Armenia, The Echmiadzin Church, Nork Marash Medical Center, and Kotayk Beer.



### Applied & Integrative Learning

The PMBA curriculum emphasizes integrative and experiential learning. In the first term of the second year, you will take BA390-Entrepreneurship, Innovation & Incubation that will integrate much of what you have learned in their first year courses and will challenge you to apply the newly acquired knowledge and tools to the preparation and presentation of a business plan for a real new venture.

Similarly, in the first term of the third year, you will take BA392-Strategic Project Consulting. This course combines theoretical and applied learning, including "live" projects that will require you to integrate and apply the knowledge and tools acquired in the previous two years to complex, real-world business challenges. The course will also allow you to enhance and develop your project management, consulting and leadership skills.

The American University of Armenia is accredited by the Accrediting Commission for Senior Colleges and Universities of the Western Association of Schools and Colleges, 985 Atlantic Avenue, #100, Alameda, CA 94501, 510-748-9001.

To learn more about  
the School of Business & Management contact:  
Phone: (374 10) 51 26 03  
Email: [ApplySBM@aua.am](mailto:ApplySBM@aua.am)  
Or come by and visit

For additional information contact:  
AUA Office of the Registrar  
Phone: (374 10) 51 27 91  
Email: [admission@aua.am](mailto:admission@aua.am)  
40 Marshal Baghramian Avenue  
Yerevan 0019, Republic of Armenia