JOIN THE ELITE

School of Business Administration
Graduate Programs
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Welcome to the School of Business Administration

The School of Business Administration (SBA) is well known in the MENA region for the exceptional quality of its graduate and undergraduate business programs. These programs are delivered by our diverse body of faculty, most of whom have earned their PhDs from esteemed US academic institutions.

As we are celebrating the 20th anniversary of our institution, we are proud to have already become the leading business school in the Arab Region (US News, 2016), and this is only the beginning.

Dr. Jörg Bley, CFA, CAIA, FRM
Dean

Wall Street or global investment firm, and includes the same live data feeds, industry software and analytical tools.

As we are celebrating the 20th anniversary of our institution, we are proud to have already become the leading business school in the Arab Region (US News, 2016), and this is only the beginning.

AUS was founded on the grand ambition of His Highness Sheikh Dr. Sultan Bin Muhammad Al Qasimi, Member of the Supreme Council of the United Arab Emirates and Ruler of Sharjah, who wanted to make American-style university education available in the Gulf, allowing all members of society to achieve their potential through academic excellence.

Today, this mission is lived by thousands of people who have completed undergraduate or graduate qualifications at AUS and gone on to make meaningful contributions to businesses, governments and communities, in the Middle East and around the world.

Firmly grounded in principles of meritocracy and with a strong reputation for academic excellence, AUS has come to represent the very best in teaching and research, accredited internationally and recognized by employers the world over for creating graduates equipped with the skills and drive to lead 21st century organizations.

AUS values learners driven not only by academic success, but those that embrace our dynamic campus life and embody our ideals of openness, tolerance and respect. This combination of academic excellence and community spirit ensures that AUS is filled with world-class faculty and students, poised to become the innovators, thinkers, contributors and leaders of tomorrow.
Why SBA?

• #1 Business School in the Arab world (US News, 2016)

• Small classes and dedicated faculty provide a highly interactive learning environment. Our student-faculty ratio is 15:1.

• Diverse and vibrant student body, representing more than 90 nationalities.

• 86% of our faculty hold professorial ranks. They represent 34 countries of origin, and have earned PhDs in their respective business disciplines from AACSB-accredited, predominantly North American, universities.

• Our instructors and lecturers possess significant professional experience in their respective business disciplines. Students highly value their professional insights and practical knowledge.

• 51:49 female/male ratio.

• 32.5% of students live on campus.

Accreditation

American University of Sharjah is licensed and its programs are accredited by the Commission for Academic Accreditation of the Ministry of Education’s Higher Education Affairs Division in the United Arab Emirates. AUS is accredited in the United States of America by the Middle States Commission on Higher Education. In addition, the business school as a whole is accredited by the Association to Advance Collegiate Schools of Business (AACSB International). This seal of accreditation is the ultimate manifestation of quality business education. Of the around 15,000 business schools worldwide, only 760 have been accredited by AACSB.

Facilities

The jewel of the state-of-the-art business building—with its smart classrooms, computer labs and Wi-Fi technology—is the Interactive Trading Floor (ITF). With its 24 Bloomberg Terminals, the ITF gives students access to live financial data such as stock prices, bonds, ETFs, currencies, commodities, interest rates, employment figures, inflation estimates and much more from around the world through Bloomberg, Thomson Reuters and Capital IQ. The ITF is second to none in the MENA region and allows students to apply what they have learned in the classroom and study how markets react to the release of important information from central banks, government agencies and corporations. With on-site training, students can become Bloomberg certified.

Partnerships

We at SBA continuously strive to enhance our program offerings through partnerships and connections with institutions, corporations and government entities both locally and internationally. Our aim is to enhance our students’ academic experience through close interaction with our partners, be it in the form of mentorships, internship opportunities, project-based collaborations, on-site work experience or research support. SBA is:

• a member of the University Affiliation Program of the CFA Institute in Charlottesville, Virginia. Affiliated Universities are high-profile institutions of global stature, academic leaders and champions of practical, relevant and thought-provoking investment education programs. The long-standing relationship with the CFA Institute started in 2004 when SBA became a CFA Program Partner, the only one in the GCC region.

• a pathway towards the Certified Public Accountant examination. The CPA is one of the UAE’s most highly rated financial accounting certifications. Students who complete the MSA meet the 150-semester-hour education requirement to take the Certified Public Accountant examination, which is set by the American Institute of Certified Public Accountants (AICPA).

• a member of the SAP University Alliances Program, a global initiative with more than 2,900 member institutions in over 103 countries. The program exposes students to the latest SAP technologies and enables universities to integrate SAP software into their teaching. The Dual Study Program allows AUS students to enter the MSA program with industry-leading credentials.

• An international partner of the Global Entrepreneurship and Research Center (GERC) of Zhejiang University in Hangzhou, China. With a focus on joint programs and research initiatives, this collaboration benefits students and faculty alike.

SBA was the first CFA Program Partner in the GCC Region.
Set Yourself Apart

The demand for highly qualified and experienced professionals globally is increasing. At the same time, individuals are seeking ways to enhance their professional and career opportunities to become part of a highly sought-after global talent pool. The graduate programs at the AUS School of Business Administration (SBA) provide a key step in this journey.

The AUS Master of Business Administration (MBA) offers early- and mid-career professionals the opportunity to further their education, gain practical application skills, develop important networks and become part of global elite of MBA-qualified individuals. An AUS MBA will set you well on the pathway to achieving your professional and career goals.

Our Master of Science in Accounting (MSA) program gives students the opportunity to gain a uniquely positioned specialist master’s degree in accounting, allowing them to gain the necessary skills to prepare for the CPA (Certified Public Accountant) exam, as well as the educational time required to gain CPA certification. The program also provides a top-quality general accounting qualification, with provision for both practicing and aspiring accounting professionals to build their capabilities in this field.

On behalf of my colleagues in SBA, I’d like to extend a warm welcome to all interested candidates. We hope to see you in our programs in the near future.

Dr. Valerie Lindsay
Director of Graduate Programs
Master of Business Administration (MBA)

Program at a Glance

The Master of Business Administration (MBA) prepares students for leadership positions in the private and public sectors. Our curriculum, taught in the evening, is modelled on the American model of higher education and requires the completion of 10 core courses and two electives. The core courses cover the principles of analysis and leadership skills expected of an executive manager. Two elective courses from among the many offered are required for a general MBA while an additional elective (with all three taken in the same area) is required to complete a concentration in either finance or human resource management.

Program Objectives

AUS MBA graduates are expected to achieve the following objectives:

• Proficiency in the core business knowledge required of an executive manager
• Understanding of the interrelation between business organizations and other societal institutions
• Teamwork, interpersonal communication and leadership skills expected of an executive manager
• Application of critical thinking, analysis and problem-solving techniques to a wide range of crucial business decisions

Program Content

Core Course Requirement: students must complete the following 10 courses:

• MBA 601 Managerial Economics
• MBA 602 Organizational Theory and Behavior
• MBA 604 Managerial Decision Analysis
• MBA 605 Financial Management
• MBA 606 Managerial Information Systems
• MBA 608 Applied Business Research
• MBA 609 Operations and Supply Chain Management
• MBA 613 Managerial Accounting
• MBA 614 Marketing Management
• MBA 618 Strategic Management

Electives: students must take two electives for the General MBA, or three elective courses for either of the concentrations: human resource management and finance.

What Alumni Say

"I chose the MBA at AUS, despite the distance, because of its accreditation and reputation. I never looked back. Simply put, AUS takes you through the famous four learning phases. By the time you go into your core courses...you are conscious of your competence, which is where I think the greatest value is in terms of building your career esteem and accelerating your development. You are a better professional for yourself, your company and the world at large."

Ghandi Gharalbeh, Director of Marketing, GlaxoSmithKline Gulf and Near East

Why choose Graduate Programs at AUS?

Most of our faculty members have earned PhDs in their respective fields. They hold professional qualifications such as CAIA, CFA, CMI, CPA and FRM and possess substantial industry experience, adding tremendous value to classroom interactions. The programs have other distinctive features:

• Evening courses allow the student to earn a master's degree without interrupting his or her career.
• The university’s Learn system provides easy access to assignments from the comfort of home.
• Students benefit from extensive use of the Internet, interactive learning and project work to reinforce concepts.

AUS offers two applied business education programs at the graduate level: a Master of Business Administration and a Master of Science in Accounting. It also offers a series of executive education seminars and workshops. In addition, a Master of Science in Finance and a PhD in Business Administration are scheduled to be launched in the next academic year.

At SBA, we take a holistic approach to teaching. Aided by factual knowledge, we emphasize critical thinking and the development of analytical abilities and problem-solving skills relevant to the working environment of graduate students.

The School of Business Administration (SBA) is well known in the MENA region for the exceptional quality of its degrees at the undergraduate and graduate levels.

SBA FACT

Less than 5% of the world’s business schools are AACSB accredited.

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• Evening courses allow the student to earn a master’s degree without interrupting his or her career.
• The university’s Learn system provides easy access to assignments from the comfort of home.
• Students benefit from extensive use of the Internet, interactive learning and project work to reinforce concepts.

We also offer:
• graduate assistantships that provide financial support and the opportunity to work with faculty on research projects
• flexibility with full-time and part-time study options
• an international exchange program where graduate students can take up to nine credits in one of our many partner universities abroad
• excellent job placement and career development services

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Electives: students must take two electives for the General MBA, or three elective courses for either of the concentrations: human resource management and finance.

What Alumni Say

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Ghandi Gharalbeh, Director of Marketing, GlaxoSmithKline Gulf and Near East
Master of Science in Accounting (MSA)

Program at a Glance

The Master of Science in Accounting (MSA) program offers specializations in auditing, taxation and forensic accounting. The program provides students with knowledge and preparation to pursue professional careers in public and private accounting. In addition, the program will enable students to develop the skills necessary to solve accounting problems of relevance to the contemporary challenges in the fields of accounting, finance, and other business areas. Students will also acquire advanced technical and non-technical skills in accounting competencies.

Program Objectives

AUS MSA graduates are expected to achieve the following objectives:

- Attain a solid theoretical foundation of accounting concepts
- Gain proficiency in the application of a wide range of accounting skills and techniques to solve day-to-day business problems
- Communicate accounting concepts and techniques to professionals in the accounting domain
- Meet the 150-semester-hour education requirement to take the Certified Public Accountant (CPA) Examination
- Gain the competencies needed to pass the CPA, CMA and CIA exams

Program Content

Core Course Requirement: students must complete the following six core courses:

- ACC 610 Topics in Financial Accounting
- ACC 611 Auditing and Attestation
- ACC 612 Advanced Topics in Managerial and Cost Accounting
- ACC 613 Advanced Topics in International Financial Reporting Standards
- ACC 614 Regulatory Environment in Accounting
- ACC 615 Enterprise Database Systems

Electives: students must take four elective courses: two accounting electives and two MBA or MTH electives. Students may also specialize by taking their two electives in an area of specialization; these are: auditing, taxation and forensic accounting.

What Alumni Say

"The program gave me exposure to aspects in accounting that were far more interesting than I could have imagined. It was as challenging as it was rewarding. And now, more than a year later, I look back and know that I made the right choice."

Noora Buali, Finance Controller, Emirates Group

Graduate Program Requirements

Admission Requirements

In addition to meeting the university’s general admission requirements, applicants for both the MBA and MSA programs need a minimum undergraduate cumulative GPA (CGPA) of 3.0.

MBA:
We recommend that applicants have at least two years of relevant work experience prior to applying for an MBA.
Applicants who lack the requisite undergraduate training in business will be asked to take foundation courses in economics, financial accounting, and statistics before being admitted to the full MBA program.
MBA applicants also require a GMAT (Graduate Management Admission Test) score of 500 or above, or a satisfactory AUS MBA Admissions Test score (administered through the AUS Testing Center).

MSA:
We welcome applications from recently qualified undergraduate majors in accounting; no work experience is required.
Applications from professionals working in the field of accounting are also welcome.

Degree Requirements

MBA:
Students must complete 33 credits for a General MBA (12 courses) or 36 for an MBA with a concentration in either finance or human resource management (13 courses).

MSA:
Students must complete 30 credits (10 courses), which includes 18 credits (6 courses) of core requirements, a minimum of six credits in ACC elective courses and a minimum of six credits in MBA and/or MTH elective courses. Students interested in furthering their knowledge in the areas of auditing, taxation or forensic accounting may elect to complete their two ACC elective courses in that area of specialization.
Graduate Assistantships

We recognize that embarking on a graduate program requires substantial investments by students, particularly in terms of time, personal commitment and finance. AUS offers the opportunity for eligible students to apply for a graduate assistantship, which provides financial support as well as opportunities for the student to learn new skills by assisting faculty in teaching or research projects while undertaking their graduate study.

Many students in the SBA Graduate Programs enjoy the opportunities provided by the research-focused Graduate Research Assistantship (GRA). Eligibility depends on students achieving a required level of academic performance (cumulative GPA) during the previous semester—or, for new students, entering the program with the required cumulative GPA score. Other factors are also taken into account, including the student's skill-set and need for financial support. A feature of the GRA that students find particularly beneficial is the opportunity to work alongside faculty on research projects, gaining research skills, and, potentially, academic publications, along the way. Here is what some of our students who have received a GRA have to say:

**What Students Say**

“Into the graduate research assistantship at SBA is a unique opportunity for students in the master’s programs. I am in my first semester as a GRA and already my research skills have grown, coupled with my academic studies. Being a GRA is enabling me to learn various aspects of research by working with a faculty member who inspires and guides me to realise my full potential in academic writing. Additionally, the GRA serves as a gateway for research publications and eases entrance into PhD study. Finally, my tuition exemption and monthly paychecks couldn’t make being a GRA even better. Are you looking forward to being a GRA at SBA? Go for it—an amazing adventure awaits you.”

Ousainou Sowe
Graduate Research Assistant
MBA Student

“Of course, the GRA program has been literally career changing for me. Due to my involvement in the GRA program, I have realized that my passion lies in the field of research. Had I not ventured into the GRA program, I would have probably never realized this hidden interest. Now that I am aware, I have already started working towards my newfound ambition!”

Sonal Khandelwal
Graduate Research Assistant
MBA Student

**What Students Say**

“I am very grateful and honored to have received the graduate assistantship, which provided much more than financial assistance. It enabled me to hone my research and academic writing skills; and the guidance, encouragement and support I received from the faculty empowered me both personally and professionally. The confidence I gained from teaching in a class environment is invaluable and I developed a more well-rounded understanding of my desired career path.”

Zubaida Muhumed
Graduate Research Assistant
MSA Student

**CONTACT US**

For further details on graduate assistantships, please see/contact sbainfogp@aus.edu.
**Industry Links**

Our goal is to not only deliver high-quality business education, but also to provide students with professional experience and networking, and the opportunity to apply some of the theoretical knowledge gained throughout their degree programs in different “real world” settings.

As part of their research, executive education and consulting activities, SBA faculty maintain active links with private and public sector organizations. Many of the faculty have substantial managerial experience, often at senior levels in their respective organizations.

Their professional and academic backgrounds enable faculty to bring a unique blend of practical and professional knowledge and academic expertise to the classroom. Our graduate students highly value the practical relevance of the courses in the MBA and MSA programs, and in the specializations that students follow within their program of study.

The SBA Internship and Placement Office has established a wide network of corporate and government partners, including major regional and international companies such as Abu Dhabi Commercial Bank, Citibank, Daimler, Deloitte, DEWA, DIFC, Dubai Holdings, Emirates Airlines, Ernst and Young, Estée Lauder, Eisaiat, General Motors, Google, Henkel, HSBC, KPMG, Mubadala, NBAD, Nestlé, Philips, Procter and Gamble, PWC, SAP, Sharjah Islamic Bank, Standard Chartered Bank, Unilever and others.

**Executive Education**

SBA faculty contribute to the professional development open enrollment courses and custom programs of the AUS Center for Executive and Professional Education. The center partners with individuals and organizations to provide a unique educational experience with lasting impact. The programs and courses are designed to foster an environment that creates new ideas and ways of thinking, challenges traditional business practices and enables innovative solutions.

**Chairs and Professorships**

The AUS Professorship in Luxury Brand Management commenced in 2012. Sponsored by the Chalhoub Group, the largest distributor and retailer of luxury brands in the Middle East, the professorship fulfills the need for a niche academic and talent development program that meets the specific demands of the luxury brand sector in the region. Under the leadership of Dr. Nicholas Ashill and Dr. Sajid Khan, the professorship has implemented several major initiatives, including the development and launch of cutting-edge luxury brand management curriculum, the establishment of an academic research program in luxury, and the launch of an annual luxury brands symposium involving faculty, students and industry practitioners.

Dr. Narjess Boubakri became the first holder of the Bank of Sharjah Chair in 2014. The chair, funded by the Bank of Sharjah, has several objectives, particularly related to research support, training, partnerships and promotion. Since its inception, the chair has supported high-quality research projects through database subscriptions, and top publications in the areas of finance and banking. In terms of training, the chair has sponsored award-based academic competitions/activities for students and fostered collaborative work with junior professors in the department. The chair has also developed long-lasting partnerships with professionals in the finance industry who are often invited to speak to our students and has helped promote SBA and AUS in academic meetings and conferences.

In 2016, the Sheikh Saoud bin Khalid bin Khalid Al-Qassimi Chair in Family Business was established at SBA to help the school provide sustainable support to family businesses through research and teaching activities. Dr. Rodrigo Basco, the holder of the chair, focuses in his scholarly work on the interaction of family generations and ownership transition in small businesses. 
Publication and Editorial Memberships

The high standards in faculty qualifications are reflected in SBA's research output. Over the last five years, SBA faculty presented their scholarly work at 336 regional and international conferences, and generated 472 peer-reviewed journal publications, overwhelmingly in high-quality or top journals in their respective fields. In addition, they served on the editorial boards of academic journals, and authored or co-authored 31 book chapters and 17 textbooks, further expanding their in-depth knowledge of their respective fields of research. Students benefit enormously from classroom discussions of these scholarly works. In addition, graduate students who receive a graduate assistantship have the opportunity to work with faculty on their research projects and gain valuable research experience.

SBA has developed particular research expertise in three areas:

Organizations and Behavior
This research area investigates cooperative arrangements among firms, knowledge transfers, organizational history and the creation of synergies. The inner workings of organizations—with particular attention to human resource management and leadership development, aspects of culture on human interactions, determinants of customer satisfaction and loyalty, and marketing strategies in an increasingly digital environment—are also the focus of our scholarly work.

Governance, Ethics and Regulation
This area focuses attention on research that investigates the consequences of organizational policies, corporate governance, and market oversight to enhance the economic, social and environmental benefits of services and products provided to industrial, government and individual consumers. The development of best practices in managerial decision-making, the interaction of financial market participants, ethical behavior and value-adding activities are at the core of this research theme.

Economic Development and Financial Markets
This research area analyzes economic environments and financial markets to identify the parameters that promote sustainable growth and development in the Gulf region. Aided by a state-of-the-art Interactive Trading Floor that models live market data, the focus is on economic trends and revenue diversification, labor market structure and demographics, business climate and corporate activities, investor behavior and financial stability, Islamic banking and products, supply chains and networks, logistics and transportation, and reliability and risk analysis.

The Student Community

Being part of the SBA is not just about academics. It is about being part of a community consisting of students, faculty and staff that shares a set of common values and interests. While faculty and staff certainly do their very best to make students' learning experience as pleasant, challenging, inspiring and rewarding as possible, it is up to the students themselves to create an environment that fosters learning, the development of a group spirit and a sense of belonging to an exceptional business school.

Graduate students in SBA are part of a wider AUS graduate student community, comprising over 400 students across the School and other Colleges. The university-wide Graduate Student Association represents students in this community, as well as hosts social and networking activities that enrich students' educational experience.

International Student Exchange Program

Many of our business graduate students have gained international experience during their studies at SBA either by taking an internship abroad or by participating in the AUS student exchange program. By adding one or more semesters of study abroad, our students not only broaden their academic horizon but, more importantly, their personal horizon and understanding of other cultures and customs. In turn, students from highly reputable international institutions have added value to their graduate degree programs by studying one or more semesters at SBA.

JOIN SBA

For additional program details or questions on the application process, please visit our website: www.aus.edu/graduate
or contact: sbainfogp@aus.edu
JOIN THE ELITE

SBA Core Values

Excellence
We believe in high-quality academic education as the foundation for individual development as employees and global citizens. We set the bar high and strive for academic excellence to give SBA graduates an edge in the workplace.

Leadership
We believe in making a difference through our aspiration to be leaders in the Gulf region. We constantly engage with businesses and government so that our graduates will become future leaders and our faculty lead the way with cutting-edge scholarship.

Inclusiveness
We embrace diversity and the differences in point of view. Our students and faculty come from a wide range of cultural and ethnic backgrounds, which is strongly reflected in their academic and non-academic pursuits across the university. We promote a deeper understanding of different cultures, to support tolerance and respect.

Teamwork
We believe in value creation through teamwork. Members of a team with complementary strengths can solve problems effectively and in creative ways beyond the abilities of the individual. Skillfully managed, the team can truly be more productive than the sum of its parts.

Ethics
We believe in honesty, ethics and integrity. Following a code of honor is embedded in SBA studies from an early stage and translates into all aspects of our activities, whether studying, working or socializing. We develop ethical and responsible leaders who are committed to the common good.