



Business, Management, and Legal Programs

# Pre-MBA Program

**Designed to enhance advancement to a top-ranked university MBA program.**

Our program is designed for individuals who completed an undergraduate program in a non-business related field and would like to apply for a top-tier MBA program in the U.S.

The 6-course curriculum can be completed in as few as two quarters.\*

In addition, this program includes a student advisory component which provides you with counseling services personalized to the individual and provided by highly-qualified college counselors. It is structured to help the individual assess, select, and apply to “best fit” MBA programs.

This career building advisory component is a significant addition to present UCLA and UCLA Extension academic and career advisory services.

Our courses are taught at UCLA’s campus in Los Angeles, CA.

For more information visit us at:  
[uclaextension.edu](http://uclaextension.edu)

Or contact:  
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## Top 3 Reasons to Choose Our Program

- High-quality, expert personal advisors to assist in applying to MBA programs in the U.S.
- Curriculum designed to build strong academic foundations in necessary business fields
- UCLA Extension credit-bearing courses

# Program Curriculum

## Required Courses (6 courses, 24 units)

|             |  |
|-------------|--|
| MGMT X 1A   | Principles of Accounting                                   |
| MGMT X 100  | Business Economics   |
| MGMT X 110  | Mathematics for Management                                 |
| MGMT X 160  | Marketing Principles and Practice                          |
| MGMT X 130A | Basic Managerial Finance                                   |
| MGMT X TBD  | An Introduction to Strategic Thinking<br>(Capstone Course) |

### Principles of Accounting

MGMT X 1A 4 units

This course is the first in the Principles of Accounting sequence and provides an introduction to accounting theory, principles, and practice. Instruction covers the uses, communication, and processing of accounting information, as well as the recording, analyzing, and summarizing of procedures used in preparing balance sheets and income statements. Additional topics include accounting for purchases and sales, receivables and payables, cash and inventories, plant and equipment, depreciation and natural resources, intangible assets, and payrolls. Sole proprietorships and partnerships also are examined.

### Business Economics

MGMT X 100 4 units

This course examines the effort of the enterprise to secure profits and the nature of demand for its products. Topics include cost and production, allocation of resources through competition, forms of market competition, relation of size to efficiency, markets for productive factors, incentives and growth, and capital budgeting. Various concepts of algebra and statistics may be used in the analysis of economic theory.

### Mathematics for Management

MGMT X 110 4 units

This course provides a fundamental background for administrators in the public and private economic sectors, as well as a solid review of pre-MBA mathematics. Topics include linear and matrix algebra (with special emphasis on demand/supply and cost/revenue analysis); and differential calculus. Students are encouraged to bring in examples of mathematical applications based on their professional experiences.

## Marketing Principles and Practice

MGMT X 160 4 units

This Marketing Principles and Practices course surveys marketing methods, practices, and institutions from the perspectives of manufacturers, distributors, and consumers. Students examine marketing concepts, functions, operations, and organizations of retail and wholesale enterprises; distribution channels; market research; advertising; marketing costs; pricing strategies; cooperative marketing; marketing legislation and regulations; and current trends.

## Basic Managerial Finance

MGMT X 130A 4 units

This course offers an introduction to some of the more important topics in Managerial Finance, with an emphasis on the methods and sources of financing for corporations. Topics include corporate financial analysis, financial planning procedures, present value and security valuation, capital budgeting, capital structure and approaches to raising capital. The course also covers securities markets, factors and models explaining security returns, and the concept of market efficiency. Financial calculator is required.

## Capstone: An Introduction to Strategic Thinking

MGMT X TBD 4 units

This course is the capstone in UCLA Extension's Pre-MBA Program. The course objective is to teach students a way of thinking that leads to effective strategy development and operational problem-solving using instructor selected case studies that well integrate the Pre-MBA marketing, finance, accounting, business economics, and business mathematics courses. Students will be challenged to evaluate specific business scenarios to achieve an increased proficiency in evaluating, recommending, and forecasting strategic alternatives and potential changes to enhance organizational success, effectiveness, and efficiencies. University MBA programs can be expected to utilize the case study method throughout their curricula reinforcing the high value of this Pre-MBA education and experience.



**UCLA**  
Extension

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