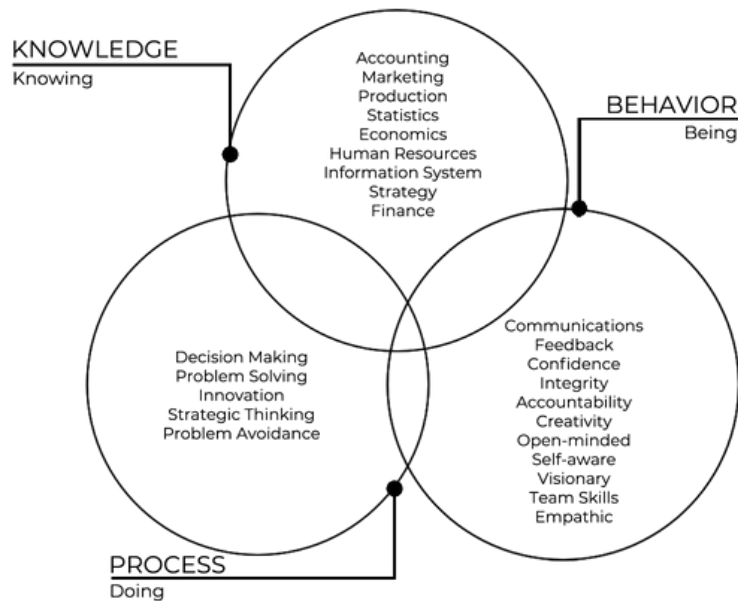


PART TIME MBA CURRICULUM

In developing participants' managerial key capabilities and meeting the important demands of today's global business community, the CIMBA MBA program combines the knowledge of functional aspects of business with fundamental managerial processes and leadership-behavior learning experiences. CIMBA has developed a learning environment that fully integrates knowledge aspects (**KNOWING**), Rational Process (**DOING**) and Behavior developmental challenges (**BEING**). This philosophy helps participants develop skills to turn ideas into practical innovations and to effectively manage and lead others to higher levels of performance.



KNOWING

The MBA program covers the functional aspects of business through academics modules, classes and trainings that provide the participants with a strong grounding in fundamental business disciplines. The total number of class hours to complete the MBA Part-time is 800.

DOING

Knowledge is of little value to a manager until it has been translated into an actionable activity (a decision made, a problem solved, or a problem avoided). The process tools are integrated into every class, activity, and project in the program. Those processes form the basis for communication in both the learning and living environments, significantly enhancing student development. In this way, students build managerial key capabilities fundamental to asking the right questions, identifying situations and setting managerial priorities.

BEING

At CIMBA we provide students with continuous assistance and support in the development of their leadership-behavior capabilities. Learning opportunities for the development of fundamental soft skill are integrated into every class, activity, and project within the program.

MANDATORY CREDIT MODULES

Below is the list of credit activities (modules) that all the MBA students are required to attend. The modules are grouped by subjects and professors. Each of these classes will have a final exam with grade to test what participants have learnt in class. Classes are held from October to May, on Saturdays and Sundays, from 9.00AM to 6.00PM. Typically there are 2 class-weekends per month.

- 1. MBA Statistical Analysis of Business Operations**
 - Business Analytics I: *Dr. Al H. Ringleb* • University of Iowa
 - Business Analytics II: *Dr. Al H. Ringleb* • University of Iowa

- 2. MBA Production and Operations Management**
 - Operations Management: *Dr. Kirk Karwan* • Furman University
 - Supply Chain Management: *Dr. Terry L. Esper* • University of Arkansas

- 3. MBA Global Marketing Strategies**
 - Marketing Management: *Anne Velliquette* • University of Arkansas
 - Consumer Analysis: *Dr. Anastasia Thyroff* • Clemson University

- 4. MBA New Venture Development**
 - Entrepreneurship and Innovation: *Dr. Kurt Heiar* • University of Iowa
 - Ethics and the Law: *Dr. Nancy R. Hauserman* • University of Iowa

- 5. MBA Accounting**
 - Corporate Financial Reporting: *Dr. Timothy L. Shaftel* • University of Kansas
 - Strategic Cost Analysis: *Dr. Jeremy Lill* • University of Kansas

- 6. MBA Management & Leadership**
 - Management in Organizations: *Dr. Daniel Newton* • University of Iowa
 - Leadership and Personal Development: *Dr. Erin Nelson* • University of Iowa

- 7. MBA Financial Management**
 - Managerial Finance: *Dr. David A. Carter* • Oklahoma State University
 - Corporate Investment and Financing Decisions: *Dr. David A. Carter* • Oklahoma State University

- 8. MBA Economics**
 - International Economic Environment of the Firm: *Dr. Bruce Kleine* • University of Colorado
 - Managerial Economics: *Dr. Eric Olson* • University of Tulsa

- 9. MBA Management Information System**
 - Managing the information systems: *Dr. Pierre-Majorique Leger* • Hec Montreal

- 10. MBA Strategy: Final Capstone course in the USA**
 - Business Integration: *Dr. Goutam Chakraborty* • University of Iowa

MANDATORY NON-CREDIT ACTIVITIES

The Part-time MBA students, typically during their first year of the MBA program, are involved in some mandatory, non-credit activities: these courses are fully part of the program and are included in the tuition fee but will not have a grade.

- **Presentation skills class**

Participants learn how to create and give effective presentations, understanding the audience and their goals. In this class, all participants will also utilize CIMBA's innovative online peer-feedback tool "About My Speech".

- **Kepler – Tregoe training in Problem Solving and Decision Making**

In this training the students learn a step-by-step process that helps people rapidly and accurately resolve a wide range of business issues. Used in organizations worldwide, PSDM helps people at all levels in an organization efficiently organize and analyze information and take appropriate actions.

- **LIFE – (Leadership Initiative For Excellence)**

At the beginning of the MBA program, all the students are required to go through LIFE. It is a highly interactive, intense, and experiential workshop on personal development based on the latest research in neuroscience. During LIFE, all the participants take psycho-metric and bio-metric assessments to identify strengths, areas for improvements, and style in working with others.

OPTIONAL NON-CREDIT ACTIVITIES

All the Part-time MBA students are welcome to attend some optional activities, trainings and workshops to implement their managerial thinking and soft-skills. These activities are free-of-charge:

- **Cultural seminars and networking events**

Activities designed to promote cultural knowledge and also increase connections between the students and the Italian community (for example: Italian wine tastings, business etiquette and protocol, volunteering activities in the local school and in the local community, "Add a seat to the table").

- **Company tours**

MBA students have the chance to visit in person some of the Veneto Region's world-class corporations that specialize in textiles, outdoor apparel, shoes, finance, home appliances, and more, where some of the world's top furniture, shoes, cheese, electronics, and clothing are manufactured.

- **Low-ropes team building training**

To optimize team performances, CIMBA developed a unique team-building low ropes course. The program, led by professional facilitators, is an outdoor, experiential learning opportunity and is opened to all the Full-time students and the first-year Part-time students.

OPTIONAL NON-CREDIT ACTIVITIES

MBA Part-time students have the option to attend some courses and trainings not included in their MBA program upon an extra-fee:

- **Kepner – Tregoe training in Project Management (16 hours)**

Students are provided with practical, step-by-step methodologies that help the successful management of all kind of projects, regardless of size or complexity. It explains how to logically define, plan, and implement projects with a common language to better communicate project needs, uncover and resolve project issues.

- **Effective Negotiation Skills workshop (16 hours)**

It provides participants with negotiation frameworks, concepts and tools that will enable them to immediately become more effective negotiators. Students actively examine negotiations with external parties, negotiations within organizations and also will explore how cultural differences can affect the negotiation process.

- **Individual coaching sessions**

Our coaches guide participants through questions designed to encourage them to think through their goals, both professional and personal, so that they can create an actionable plan to overcome any barriers and reach their highest potential. Coaching sessions at CIMBA are supported by biometric and psychometric assessment data collected through CIMBA's highly-sophisticated data capture system.

- **Leadership competencies workshops**

In these seminars, participants learn about the latest social psychology and neuroscience research and concepts that are relevant to leadership development. Past seminars have included:

1. System 1 and System Thinking
2. Social Awareness
3. Self-Awareness
4. Self-Regulation
5. Threat and Reward Circuitry