

The University of Dubai (UD)

is a leading university in the United Arab Emirates that was established in 1997 with the support of the Dubai Chamber of Commerce and Industry. Since its inception, the university has built a strong reputation for excellence in the field of academia, and, due to its affiliation with the Dubai Chamber of Commerce and Industry, has close links with the business community. The University of Dubai's College of Business Administration (UDCBA) is accredited locally in the UAE by the Ministry of Higher Education & Scientific Research (MOHESR/CAA) and internationally by the Association to Advance Collegiate Schools of Business (AACSB). AACSB accreditation is the hallmark of excellence in business education and has been earned by less than 5% of the world's business schools. This elite club counts Harvard Business School, Stanford, MIT, etc. as members.

Earn the University of Dubai MBA in 15 months

Today's competitive environment requires managers to understand the global marketplace and how cultural differences impact products, services, prices and marketing strategies. The MBA program at the University of Dubai (UDMBA) is committed to providing its students with a world-class business education that distinguishes itself from competitors by merging related business disciplines in its concentration areas and using a blended learning approach. This approach mixes theory and application, using simulation programs and case materials. This way students can have years of experiential learning during the 15 month duration of the UDMBA.

The Gulf States in general and the United Arab Emirates in particular, have unique characteristics. They rely heavily on foreign expatriates (which entails cultural diversity), small businesses with a focus on services, diversity of economic activities by not relying solely on oil and the spirit of entrepreneurship. The UDMBA program incorporates these unique characteristics into its design and delivery, with the following examples being emphasized and covered:

- How to manage cultural diversity
- How to start and manage a small business
- How to manage innovation and entrepreneurship activities
- How to manage change
- How to manage team-work effectively
- How to promote and market your business in a competitive environment
- How to manage people in organizations
- How to comply with the labor law and promote human relations within companies
- How to use accounting and other information in making decisions
- How to finance management activities and at what cost
- How to manage the logistics of supply chain operations
- How to consider a business problem from all angles



What are the unique aspects of the UDMBA Program?

The UDMBA is unique because of:

1. High quality integrated curriculum with emphasis on applied learning, mapped to professional qualifications such as the USA's SHRM, CFM & CFA Level1, and the UK's CIPS and CIM.
2. Business relevant concentrations enhancing employability.
3. Short duration (15 months).
4. Strong links with the local business community.
5. Emphasis on applied and contextual research projects.
6. Accredited program of international standard.
7. Central location and excellent facilities (Dubai Chamber).
8. Highly-qualified faculty members with professional backgrounds.
9. Access to a wealth of information and online databases at the Dubai Chamber library.

You will benefit from:

- Our applied research-based challenging curriculum, and high-quality faculty who offer a global perspective on business and provide the scholastic leverage that you need to transform your life and career.
- Our small size classes (20-25 students from diverse backgrounds), allow you a great deal of individual attention, and our faculty from a wide range of countries provide expert guidance as well as facilitating business networking opportunities for students.



You will learn:

- Management skills that you can use not only right now, but which also will support you for the rest of your career in meeting the demands of an increasingly complex local and global business environment.
- Tools to motivate people while satisfying stakeholders.
- Best business practices and strategies.
- Sharpen and expand your skills in critical thinking and analysis to make successful business decisions.

The UDMBA program is a full-time program, with a rolling admission (an applicant can apply any time and join the next admitted cohort). It is not like other programs that have one entry point each year (usually September) or two entry points (January and September). This admission policy provides you with a high degree of flexibility to plan your studies at your own convenience.

All courses in the UDMBA program are taught in English. Our internationally experienced MBA faculty are highly academically qualified. Further, our experienced staff will provide you with guidance and assistance to ensure that your study at UD is enjoyable and rewarding.



Program Cost:

The tuition fee per course is 7,500 AED (which includes the books and simulation programs). For 13 courses, the total cost is AED 97,500.

During the first year, students are given special 20% discount. So the cost per course is 6,000 AED (i.e., 78,000 AED for the entire MBA program).

Admission information

You must meet the following requirements:

1. Hold a Bachelor's degree (or equivalent) in any business field, with a GPA of at least 3.0 (out of 4.0). If you are a candidate with a non-business Bachelor's degree, then you will be required to join a Pre-MBA program. (This requires completion of up to 8 courses over 2-3 terms)
2. Satisfy the English proficiency requirement: A TOEFL score of 550 on the Paper-based test (PBT), 213 on the Computer-based test (CBT), 79 on the Internet-based test (IBT) or alternatively an IELTS score of 5.5+.
3. Provide 2 satisfactory references from recent instructors and/or employers.
4. Be a resident of the UAE or GCC countries.
5. Submit professional plans and career objectives as required in the application form.

Conditional Admission

If you have a GPA of between 2.50 and 2.99 and a TOEFL score of 530 on the PBT, 197 on the CBT, or 71 on the IBT, you will receive a conditional acceptance for one term, with the following conditions:

1. You must achieve a TOEFL score of 550 by the end of the first term.
2. You must take a maximum of 2 courses (6 credit hours) in the first term and achieve a CGPA of 3.0 by the end of the first term.
3. If either provision is not met, you will be withdrawn (dismissed) from the program.

Mature Admission Policy (MAP)

If your overall GPA is ≥ 2.25 out of 4 and you have a minimum C+ grade (2.5 out of 4) or above in the concentration courses of your BBA, and a minimum of 5 years related post-graduate work experience, then you will be considered for conditional admission. All criteria as stated in items 1 to 5 under "Admission Policy" (e.g. Proficiency in English, reference letters, etc) will also apply.

For more details contact:

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MBA



Structure of the UDMBA Curriculum

The UDMBA curriculum is highly integrated to address 3 business challenges (Managing the Organization, Making Choices, and Making a Difference) that will build your business career.

The details are contained in the course syllabi under www.ud.ac.ae/mba

Challenge I Managing the Organization (3 terms – 9 months)	Challenge II Making choices (You can make one of the following four choices to excel in your business career over 1 term – 3 months)	Challenge III Making a difference (1 term – 3 months) through:
<p>The following 8 common core courses build a solid and broad foundation of general management concepts and skills for managing the organization through blended learning modes of classroom discussion, case analysis and hands-on simulations (those marked *).</p> <ol style="list-style-type: none"> 1. Managerial Economics 2. Marketing & International Relations* 3. Accounting Information & Financing Decisions 4. Leadership & Team Effectiveness* 5. Advanced Analytical tools for Decision Making 6. Services Operations Management 7. Managing Ethical & Legal Issues of Business* 8. Strategic Management (Capstone)* <p>In each term of 10 weeks duration, you can take up to 3 courses.</p>	<p>Choice 1: Leadership & Human Resource Management. Here you can:</p> <ul style="list-style-type: none"> • Perform managerial and leadership functions more efficiently, consistent with organization mission and objectives. • Assess leadership and HR strategies for competitive positioning of the firms. • Use knowledge and skills developed to add value to the firms in the UAE/MENA region <p>These 3 choice objectives are achieved through the following 4 courses:</p> <ol style="list-style-type: none"> 1. Management of HR Talent and teams* 2. Strategic HRM* 3. Managing Change* 4. Managing Organizational Effectiveness <p>Choice 2: Logistics & Operations Management. Here you can:</p> <ul style="list-style-type: none"> • Perform value-adding operations on various business processes (i.e., manufacturing, service production and delivery, distribution, supply.... • Analyze optimization plans for operations decisions such as a new product development, supply chain capacity planning, process technology planning, factory automation, and production systems/MENA region. <p>These 3 choice objectives are achieved through the following 4 courses:</p> <ol style="list-style-type: none"> 1. Operations & Supply Chain Strategy* 2. Managing Supply Chain Operations* 3. Purchasing & Sourcing Strategy 4. Global Logistics & Transportation Management* <p>Choice 3: Finance & Accounting. Here you can:</p> <ul style="list-style-type: none"> • Apply accounting and finance theories for analyzing business operations in these areas in the UAE. • Assess the usefulness of existing accounting and finance decision making tools and the potential for improving these tools in businesses in the UAE/MENA region. • Use knowledge and skills developed to add value to the firms in the UAE/MENA region. <p>These 3 choice objectives are achieved through the following 4 courses:</p> <ol style="list-style-type: none"> 1. Advanced Cost & Managerial Accounting 2. International Corporate Finance 3. Investment Analysis & Portfolio Management* 4. Cases in Accounting & Finance – Economic Value Creation <p>Choice 4: International Business & Marketing. Here you can:</p> <ul style="list-style-type: none"> • Apply marketing techniques on various business processes in the UAE and in international firms. • Analyze marketing strategies to meet the needs of firms operating in the UAE and internationally. • Use knowledge and skills developed to add value to the firms in the UAE/MENA region. <p>These 3 choice objectives are achieved through the following 4 courses:</p> <ol style="list-style-type: none"> 1. Managing International Business* 2. Marketing Analysis & Communication 3. International Marketing Strategies* 4. Global Logistics & Transportation Management* 	<p>1. Action Research/Work-based Project</p> <p>This course provides applied learning experience through action- research/work-based project (ARP/WBP) in the organization.</p> <p>You make a difference by drawing on knowledge and comprehension of management issues gained in courses in Challenge 1 and Challenge</p> <p>2. You also become an important link between the organization and the UD. As such, your ARP/WBP reflects the need of the organization while meeting your perceived needs and interests.</p> <p>This is an important difference that you make to an organization compared to other MBA graduates.</p>



جامعة دبي
UNIVERSITY of DUBAI

EARN THE
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OF DUBAI

MBA

In **15**
Months

EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS
IN THE WORLD