

The Orfalea College of Business is proposing the establishment of a self-support version of the already existing Master of Business Administration. Every senator is expected to review these proposals as well as the accompanying recommendations of the Curriculum Committee. This proposal will be appearing on the October 19, 2021 consent agenda.

1. Original proposal, pages 1-3
2. Campus approvals, page 4
3. Letter of support from the Academic Senate Curriculum Committee, page 5

Issues, concerns, and questions regarding this curriculum proposal should be directed to Greg Bohr, chair of the Academic Senate Curriculum Committee. If the concern is strong enough, any senator may request an item be removed from the Consent Agenda by October 12, 2021

Pursuant to the curriculum appeals process adopted by the Academic Senate on May 4, 2010, "Items removed from the Consent Agenda will be placed on the Senate agenda as discussion items. The Senate Chair (or designee) will invite representatives from the concerned departments and the Academic Senate Curriculum Appeals Committee to be present at the meetings where pulled proposals will be discussed. Following discussion in the Senate, the Academic Senate Curriculum Appeals Committee will make the final decision to approve, disapprove, or return the items to committee (at any level) for further development. Items not removed from the Consent Agenda are considered approved on the meeting date of the Consent Agenda."



## DEGREE MODIFICATION PROPOSAL:

### Adding a Self-Support Counterpart of a Previously Approved State-Support Degree Program

Degree Designation (e.g., BA, MS, etc.)	<b>MBA</b>
Campus Specific Degree Title	<b>Master of Business Administration for Professionals</b>
CSU Degree Title	<b>Business Administration</b>
CIP Code	<b>52.0201</b>
CIP Code Degree Title	<b>Business Administration</b>
Start Term	<b>Fall 2022</b>
College	<b>College of Business</b>
Department	<b>Graduate Programs</b>
Contact Name(s) and Email(s)	Stern Neill ( <a href="mailto:sneill@calpoly.edu">sneill@calpoly.edu</a> )
Proposal Date	September, 2021

Before implementing a self-support counterpart of a previously approved state-supported degree program, Chancellor's Office written approval is required. The below constitutes the written proposal.

#### **Summary of the purpose and characteristics of the proposed degree program:**

The Diablo nuclear power plant is scheduled to decommission in the year 2025. With the intent to assist in continuing training of its employees, PG&E has reached out to Cal Poly to provide a high-quality MBA program that accommodates the unique time constraints of its full-time employees.

Students will begin with a self-support professional certificate that will allow them to accrue program-applicable credit and gain an understanding of the rigors of a graduate program without being matriculated. This will also serve as a screening process for admissions into the self-support MBA program.

Upon completing the certificate, students can apply for admission to the self-support MBA program if they have met certain admissions requirements.

1. A four-year degree with a GPA of 2.5 or higher.
2. A minimum of three years of professional experience.
3. One letter of recommendation.
4. A GPA of 3.0 or higher in the MBA Essentials Certificate.
5. A statement of Purpose.

A copy of the faculty proposal is provided as an attachment hereto.

#### **Required Proposal Elements**

1. Confirmation that the existing state-support offering is not being supplanted (per [EO 1099](#)):

The existing state-support MBA program will not be supplanted and will continue to serve a distinct population that seeks a full-time residency program; e.g., recent Cal Poly graduates, international students. The existing state-support program is designed to be a full-time residency program that does not accommodate the needs of working professionals. Students that have pursued a part-time option have not performed well in the program. The self-support MBA targets a unique population (i.e., working professionals) and offers a specialized delivery pattern that is distinct from the existing state-support MBA.

2. Specification of the program's qualification(s) to operate as a self-support special session (per [EO 1099](#)):

The self-support MBA is designed for working professionals. This is maintained through an admission requirement of three or more years of professional experience.

3. Rationale for the new support mode:

The self-support version accommodates the unique time constraints of PG&E's full-time employees. Due to the demands of working professionals, courses will be delivered individually in five-week blocks on Fridays and/or Saturdays with some ( $\leq 25\%$ ) virtual instruction during the week. This cohort model will also serve to enrich the learning experience, as students apply their professional and organizational knowledge to course materials and peer interactions.

4. Detailed cost-recovery budget specifying student fees per unit and total student cost to complete the program.

Based on budget modeling, students would be charged \$530/unit for a degree total of @\$31,800. See the attached budget.

5. Expected students and graduates: provide numbers in the table and explain the basis for the projection below.

Based on surveying of current PG&E employees enrolled in the Diablo Canyon Employee Retraining Program, PG&E estimates a cohort of 40 people for the MBA for the working professional program. The program will be promoted broadly to employees by PG&E, which will provide financial assistance.

	At Initiation	After 3 Years	After 5 Years
Number of Majors (Annual)	20-40 (one time)	0*	0
Number of Graduates (Cumulative)		20-40	0

\* The MBA for Professionals is a pilot program designed and delivered in partnership with PG&E for its Diablo Canyon Employee Retraining Program. This MBA may continue should the pilot prove successful.

6. Campus commitment to provide adequate faculty resources [a description of how many FTE faculty would be required to support the program, whether this would require additional hires, and how this would be supported].





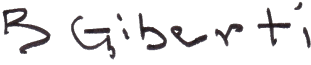
See attached letters and signing statement at the end of this form.

7. Anticipated impact on the existing state-support program:

There is no anticipated impact on the existing state-support program, which will remain at full capacity. There continues to be significant demand for a full-time residency program.


**Campus Approvals:**

We all confirm that the proposed self-support version of the Masters in Business Administration program aligns with the mission and strategic plan for the college and university. We further confirm that the campus is committed to providing adequate faculty resources to support this program.

 <small>Stern Neill (Oct 4, 2021 10:42 PDT)</small>	10/04/2021
<b>Stern Neill, Associate Dean</b>	<b>Date</b>
	10/04/2021
<b>Damon Fleming, Dean</b>	<b>Date</b>
	10/04/2021
<b>Greg Bohr, Chair, Academic Senate Curriculum Committee</b>	<b>Date</b>
	10/04/2021
<b>Elizabeth Lowham, Interim Dean Graduate Education</b>	<b>Date</b>
	10/04/2021
<b>Bruno Giberti, Associate Vice Provost for Academic Programs and Planning</b>	<b>Date</b>

**Final Campus Approval**

(do not route for signature automatically – APP will obtain final campus approval)

 <small>Cynthia Jackson-Elmoore (Oct 8, 2021 18:07 PDT)</small>	10/08/2021
<b>Cynthia Jackson-Elmoore, Provost and Executive Vice President for Academic Affairs</b>	<b>Date</b>



CAL POLY

## MEMORANDUM

10/01/2021

**TO:** Whom It May Concern

**FROM:** Gregory S. Bohr, Academic Senate Curriculum Committee Chair *Gregory S. Bohr*

**COPIES:** Bruno Giberti, Associate Vice Provost, Academic Programs and Planning

**SUBJECT:** Academic Senate Curriculum Committee Review of proposed self-support version of the existing Master of Business Administration

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On September 23, 2021, the Academic Senate Curriculum Committee (ASCC) met to discuss the proposal from the Orfalea College of Business to establish a self-support version of the already existing Master of Business Administration.

We note that the proposed self-support program has a curriculum identical to the existing MBA, which has already been reviewed and approved through the established process on the Cal Poly campus.

Accordingly, the ASCC fully approves and supports the proposed self-support MBA.

# CAL POLY PROFESSIONAL MBA PARTNERSHIP WITH PG&E

August 3, 2021

## 1 Overview

The Diablo nuclear power plant is schedule to decommission in the year 2025. With the intent to assist in continuing training of its employees, PG&E has reached out to Cal Poly to provide a high quality MBA program that accommodates the unique time constraints of its full time employees. Given the short time horizon and the lengthy approval process of starting a new program, it was determined to start with a “professional certificate.” This allows students to accrue graduate credit while the PMBA program goes through the approval process; gives students an understanding of the rigors of a graduate program; and provides a screening process for admissions into the PMBA program. Due to the unique time constraints of working professionals, courses will be delivered individually in five week blocks. Section 2 provides the admissions requirements into both the MBA Essentials Certificate and the PMBA. Section 3 lays out the course schedule of both programs. Section 4 provides five potential options for content delivery, and section 5 describes the nine core courses and seven potential electives (six required) – keeping in mind that new electives may be proposed at a later date. Finally, section 6 describes the programs culminating experience. This is all done with the goal to provide engaging and relevant material to Diablo power plant employees.

## 2 Admissions Requirements

The admissions requirements for MBA Essentials Certificate will be:

1. Current PG&E employee enrolled in the Diablo Canyon Power Plant Retention Program.
2. A four year degree with a GPA of 2.5 or higher.
3. Minimum of three years of professional experience.

The admissions requirements for the PMBA program will be:

1. A four year degree with a GPA of 2.5 or higher.
2. Minimum of three years of professional experience.
3. One letter of recommendation
4. A GPA of 3.0 or higher in the MBA Essentials Certificate.
5. Statement of purpose.

## 3 Course Schedule

### 3.1 MBA Essentials Certificate

The MBA Essentials Certificate is comprised of three PMBA core courses. Upon successful completion, the credit for these courses will be transferred in as pre-matriculated units to count towards the PMBA if the student is accepted into the program. The courses are contained within five week blocks. The schedule is as follows:<sup>1</sup>

1. GSB 513: Organizational Behavior
  - Begins Monday, January 3, 2022.
  - Ends Saturday, February 5, 2022.
2. GSB 512: Quantitative Analysis
  - Begins Monday, February 14, 2022.
  - Ends Saturday, March 19, 2022.
3. GSB 534: Lean Operation Management
  - Begins Monday, May 2, 2022.
  - Ends Saturday, June 4, 2022.

### 3.2 PMBA Program

The PMBA Program consists of 15 courses, three of which are made up by the MBA Essentials Certificate. The courses are contained within five week blocks.<sup>2</sup> The schedule for the remaining 12 courses (specific courses to be determined at a later date) was determined in collaboration with PG&E and is as follows.<sup>3</sup>

Table 1: Academic Year 22-23

	Course 1	Course 2	Course 3	Course 4	Course 5	Course 6
Begins	8/1/2022	9/5/2022	1/9/2023	2/13/2023	3/27/2023	5/1/2023
Ends	9/3/2022	10/8/2022	2/11/2023	3/18/2023	4/29/2023	6/3/2023

Table 2: Academic Year 23-24

	Course 7	Course 8	Course 9	Course 10	Course 11	Course 12
Begins	7/17/2023	8/21/2023	10/30/2023	1/8/2024	2/12/2024	4/29/2024
Ends	8/19/2023	9/23/2023	12/9/2024	2/10/2024	3/16/2024	6/1/2024

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<sup>1</sup>Course descriptions are available in Section 5.

<sup>2</sup>Delivery options are described in Section 4.

<sup>3</sup>Note for Course 9, Thanksgiving Break is 11/20/23 – 11/24/23.



## 4 Delivery Options

The method of content delivery will be determined by the instructor with consultation of the program director to most effectively deliver the course. Below we list five potential options for content delivery:

- Option 1: Multi-day in-person instruction
  - 4 hours on Friday
  - 4 hours on Saturday
- Option 2: Single-day in-person instruction
  - 8-10 hours on Friday or Saturday
  - Meals provided
- Option 3: Hybrid multi-day in-person/virtual instructions
  - 3 hours on Friday
  - 3 hours on Saturday
  - 2 hours delivered virtually throughout week
- Option 4: Hybrid single-day in-person/virtual instruction
  - 6-8 hours on Friday or Saturday
  - 2 hours delivered virtually throughout week
  - Meals provided
- Option 5: Hybrid
  - Week 1: Friday 8:00 - 12:00 and 1:00 - 5:00; Saturday 8:00 - 12:00
  - Week 2: No formal class (Instructor is available on Friday from 8:00-12:00 for meeting with teams and individuals)
  - Week 3: Friday 8:00 - 12:00 and 1:00 - 5:00; Saturday 8:00 - 12:00
  - Week 4: No formal class (Instructor is available on Friday from 8:00-12:00 for meeting with teams and individuals)
  - Week 5: Friday 8:00 - 12:00 and 1:00 - 5:00

## 5 Courses

The PMBA is similar to the current MBA program as tested and reviewed and is comprised of 60 credit units dispersed over 15 courses. This is made up of nine core classes and six electives. The primary difference between the PMBA and the current MBA program is the intended audience and delivery method. Listed below are the nine core classes and seven potential elective courses that are of particular interest to PG&E to choose six from. Note however, that this list of electives is not a binding constraint and new “special topic” courses may be proposed and delivered as well.

### 5.1 PMBA Core

1. GSB 511: Accounting for Managers

- Emphasis on development of the ability to read and interpret public and internal financial reports. Public reporting responsibilities of companies and management’s responsibilities for developing and maintaining effective internal control systems.

2. GSB 512: Quantitative Analysis (MBA Essentials Certificate Course)

- Focus on a variety of statistical techniques that help to transform data into useful information that can be used to make informed business predictions and decisions.

3. GSB 513: Organizational Behavior (MBA Essentials Certificate Course)

- Application of behavioral, social and organizational science concepts to management. Individual, team and organizational levels of analysis, including such topics as expectations, perception, motivation, communications, creativity, leadership, cultural and ethical behavior, group dynamics, team effectiveness, work design, organization change and development.

4. GSB 523: Managerial Economics

- Managerial economics, or microeconomics, focuses on private markets. Choices made by firms and consumers within topics that include demand, supply, efficiency, marketing structure, and government intervention. Development of an analytical framework for analyzing how these topics are important for managers

5. GSB 524: Marketing Management

- Concepts and principles necessary to plan, direct and control the product, promotion, distribution and pricing strategies of the firm.

6. GSB 531: Managerial Finance

- Theories, practices and tools of corporate financial decision making. Topics include valuation of fixed income securities and stocks, capital budgeting, capital structure, dividends, and an overview of financial markets and institutions. Introduction to valuation of derivative securities, market efficiency, and agency costs.

7. GSB 533: Aggregate Economic Analysis and Policy

- Development of the theoretical and empirical framework of the macroeconomy in which businesses must operate. Topics include GDP, inflation, unemployment, interest rates and monetary and fiscal policies. The dynamics of the macroeconomic environment over time.

8. GSB 534: Lean Operation Management (MBA Essentials Certificate Course)

- Introduction to the operations function and its interaction with other areas in an organization. Emphasis on applying lean six sigma thinking to achieve competitive advantage in cost, quality, time, and flexibility in manufacturing and service operations.

9. GSB 562: Seminar in General Management and Strategy

- Application of interdisciplinary skills to business and corporate strategy formulation and implementation. Analysis of interdependence between external environments and internal systems. Focus on responsibilities, tasks, and skills of general managers. Case studies, group problem solving. Integrating course of MBA core curriculum. Course satisfies comprehensive examination requirement.

## **5.2 PMBA Potential Electives – 6 required**

1. GSB 510: Data Visualization and Communication in Business

- Principles of data visualization and storytelling. Data visualization tools for different types of data in the context of business analytics. Communication of results for business actionable insights. Software use includes Excel, Tableau and R.

2. GSB 514: The Legal and Regulatory Environment of Business

- Legal and regulatory environment in which business operates. Consideration of historical, societal, and global perspectives reflecting political, social and/or economic beliefs and values. Strong emphasis on fundamental concepts of law and analytical tools to understand interaction between law, ethics and management decisions.

3. GSB 520: Data Management for Business Analytics

- Exploration of data management including relational databases, data warehouses, and NOSQL databases. Foundation for analyzing, designing, implementing and using information repositories in a business environment. Topics include the database development life cycle, data modeling, SQL programming, data quality and integration.

#### 4. GSB 570: Design Thinking for Business Leaders

- Learn skills for driving innovation, growth and empowering cross-functional teams through design thinking. Design thinking is an approach to creative problem-solving that helps you identify important customer problems, create innovative solutions, and bring them to life through prototyping and experiments to reduce risk and increase the probability of success. This class will immerse you in design thinking tools, mindsets and facilitative leadership skills to help your teams get better outcomes.

#### 5. GSB 570: Customer Value Propositions

- Successful innovations help customers solve problems. Learn skills for aligning innovation with the right set of customer experiences. In this class, you will learn how to connect customers to solutions, keep growth going, retain customers, and improve profit potential.

#### 6. GSB 583: Management of Human Resources

- An overview of the major functional and support activities in the personnel/human resource field, including strategic human resource planning, job analysis, recruitment, selection, performance appraisal, compensation, employee rights, and employee safety and health.

#### 7. GSB 595: Managing Change

- The knowledge and the elementary skills/competencies needed to intervene in an organization in order to improve its effectiveness. Design and use of action to improve organizational effectiveness.

## 6 Culminating Experience

An important and necessary component of any graduate program at Cal Poly is a “culminating experience.” In order to satisfy the culminating experience requirement, students must satisfactorily pass a comprehensive examination.

# ORFALEA COLLEGE OF BUSINESS

## MBA Essentials Certificate

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**CAL POLY**  
Orfalea College of Business

### OVERVIEW:

The purpose of this certificate is to provide students with the essential skills to succeed in a professional MBA program. As many professionals are reentering school after several years in the workforce, the MBA Essentials Certificate will help kick-start the students' academic experience and introduce critical business concepts that will position students for success in the MBA program. The certificate consists of three courses covering a variety of important business topics vital for today's successful managers.

### COURSE SCHEDULE:

Each of the three courses that comprise the MBA Essentials Certificate will be delivered in 5 week blocks. The courses will be offered in person or hybrid, with classes offered on Friday and Saturday either at the Cal Poly campus in San Luis Obispo or at PG&E training facilities in Avila Beach.

#### THE MBA ESSENTIALS CERTIFICATE IS COMPRISED OF THREE COURSES:

1. **GSB 513: Organizational Behavior** January 3, 2022 to February 5, 2022
2. **GSB 512: Quantitative Analysis** February 14, 2022 to March 19, 2022
3. **GSB 534: Lean Operation Management** May 2, 2022 to June 4, 2022

### COURSE DESCRIPTIONS:

#### **GSB 513: Organizational Behavior:**

Learning to work with and manage people is critical to career success. The purpose of this course is to help you develop a better understanding of human dynamics so that you can more successfully navigate organizational life as well as more effectively manage organizations to compete in business.

In this class we will explore some of the key elements of organizational behavior, including decision making, organizational change, leadership, motivation, communication, group and team dynamics, and managing diversity. An important goal of the course is to sharpen your analytical skills in facing problems that commonly confront managers who have responsibility for aligning all of the functional parts of the organization – finance, marketing, operations, HR, and accounting – in pursuit of the organization's goals. The course will be delivered in a fully in-person format using a combination of case study analysis and hands-on business simulations to help you build the skills needed to thrive in organizational life.

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### **GSB 512: Quantitative Analysis:**

With an increasing awareness and the availability of good quality data, statistical analysis has become an integral part of good decision making. Most firms are quickly aligning with market demand to incorporate data analytics into their own business models. In today's world, it is important for business professionals to have strong analytical skills to stay competitive in the job market. By learning how the data can be used effectively in the management process, the student establishes a key building block for a successful management career.

This course provides an overview of statistical methods and their applications. The focus is on how and when to use these methods and on the resulting interpretations, with strong emphasis on real-world business applications. Topics include data wrangling, data visualization, descriptive measures, probability and probability distributions, estimation and hypothesis testing, regression analysis, and forecasting. A substantial portion of the course will be devoted to the regression analysis, including linear and nonlinear relationships, dummy variables, interaction variables, cross validation techniques, logistic regression model. Excel and R programming language will be used for the analysis.

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### **GSB 534: Lean Operation Management:**

Now-a-days, most companies are insisting that their employees know more about Lean Six Sigma (LSS). LSS refers to a set of powerful tools and techniques that help an organization improve its efficiency and enhance the overall productivity quotient. Though the roots of this method can be found in manufacturing industries, it is now being applied to businesses across diverse laterals and industry verticals. The benefits of Lean Six Sigma include cost reduction, increased profit margins, short life cycles of relevant project processes, greater employee productivity and most importantly, improved customer service. These are the exact reasons why it is being increasingly implemented in almost every industry.

This course will offer an overview of LSS thinking approaches and tools. The course in its hybrid approach will engage participants in a learn by doing environment to experience the application of different lean six sigma tools discussed in the course through simulations and games that mimic real operation systems. Participants will also be working on a project to solve an operation problem in their working environment over the period of the course. Topics and tools covered include: Continuous Improvement (Kaizen), Pull & Kanban systems, Value Stream Mapping (VSM), Visual Control, 5S, Line Balancing, Total Productive Maintenance TPM, Mistake Proofing (Poke Yoke), Quick Changeover (SMED), Six Sigma DMAIC Cycle ( $Y = f(x)$  approach) and finally LSS culture transformation.

## FACULTY

Each of the MBA Essentials Certificate courses will be led by a senior member of the Cal Poly faculty. Each faculty member brings deep content knowledge as well as meaningful real world experience to the classroom.



### **Dr. Taryn Stanko will lead GSB 513: Organizational Behavior**

Dr. Stanko's research interests focus on virtual work, organizational control, and the management of work/non-work identities as well as the role that communication technology use plays in each of these areas. Dr. Stanko's professional experience includes project management, quality management and product management in the entertainment and technology industries.

<https://gradbusiness.calpoly.edu/people/taryn-stanko/>



### **Dr. Sanjiv Jaggia will lead GSB 512: Quantitative Analysis**

Dr. Jaggia has published acclaimed textbooks in business statistics and business analytics. Dr. Jaggia's recent research interests include pricing and consumer credit issues involving rent-to-own agreements, executive management style and compensation, and the cutoff selection in classification models. His professional experience includes consulting and economics positions in a variety of industries.

<https://gradbusiness.calpoly.edu/people/sanjiv-jaggia/>



### **Dr. Ahmed Deif will lead GSB 534: Lean Operation Management**

Dr. Deif's current research interests are in innovation in supply chain management, optimal manufacturing and service planning and control, lean and green manufacturing/service systems and dynamic analysis of manufacturing systems. Dr. Deif has a diverse portfolio of experience ranging from the automotive industry where he worked at the R&D center at Chrysler Canada to the steel industry to the electronic industry and finally assembly industry at various engineering and consultancy capacities.

<https://gradbusiness.calpoly.edu/people/ahmed-deif/>



**CAL POLY**

## **MEMORANDUM**

**10/01/2021**

**TO:** Whom It May Concern

**FROM:** Gregory S. Bohr, Academic Senate Curriculum Committee Chair *Gregory S. Bohr*

**COPIES:** Bruno Giberti, Associate Vice Provost, Academic Programs and Planning

**SUBJECT:** Academic Senate Curriculum Committee Review of proposed self-support version of the existing Master of Business Administration

---

On September 23, 2021, the Academic Senate Curriculum Committee (ASCC) met to discuss the proposal from the Orfalea College of Business to establish a self-support version of the already existing Master of Business Administration.

We note that the proposed self-support program has a curriculum identical to the existing MBA, which has already been reviewed and approved through the established process on the Cal Poly campus.

Accordingly, the ASCC fully approves and supports the proposed self-support MBA.





# CAL POLY

Office of the Dean

ORFALEA COLLEGE OF BUSINESS

**To:** Gregory Bohr  
Chair  
Academic Senate Curriculum Committee

**Date:** September 1, 2021

**From:** Damon M. Fleming  
Dean  
Orfalea College of Business

**Copies:** Bruno Giberti  
Elizabeth A. Lowham  
Stern Neill  
David Chamberlain

**Subject:** Master of Business Administration for Professionals Approval

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I approve the curriculum proposal for the Cal Poly Professional MBA partnership with Pacific Gas & Electric (PG&E) and assure the required resources will be provided to support the program.



**CAL POLY**  
Orfalea College of Business

**To:** Damon Fleming  
Dean  
Orfalea College of Business

**Date:** August 23, 2021

**From:** Graduate Program Committee:  
Leida Chen (Management, HR & IS Area)  
Steve Hamilton (Economics Area)  
David Chamberlain (Accounting & Law Area)  
T. J. Weber (Marketing Area)  
Ajay Kathuria (IT & Packaging Area)  
Mahdi Rastad (Finance Area)

**Copies:** Stern Neill (Interim  
Associate Dean)  
Matthew Cole  
Bruce Greenbaum  
(PMBA Task Force Co-  
chairs)

**Subject:** Cal Poly Professional MBA Partnership with PG&E

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The Graduate Program Committee (GPC) has reviewed the final document titled “Cal Poly Professional MBA Partnership with PG&E” dated August 3, 2021. The members of the GPC have consulted with their respective Areas, which have generally been supportive of the partnership. With the exception of Dr. Rastad, representing the Finance Area, the members of the GPC approve the proposed curriculum for the partnership programs. Specifically, the GPC approves of the curriculum for the MBA Essentials Certificate program and for the Professional MBA program itself, for which a GPA of 3.0 or higher in the certificate program is one of the prerequisites.

The GPC understands that there have been discussions about extending the Professional MBA program, with appropriate modifications, after the partnership with PG&E is complete. The GPC is not expressing any opinion on such a program, because GPC is not part of the necessary channel for approval for such programs.

/s/ Graduate Program Committee members (by email)

Orfalea College of Business  
MBA for working professionals  
Program Budget Sandbox

Enter assumptions and data on the "sandbox" tab; it will be summarized here.

pMBA

Assumes cohort of 20 students.

	Yr 1	Yr 2	Yr 3	TOTAL
Revenue				
One-time start up cash	90,000			90,000
502-PaCE Fees	127,200	254,400	254,400	636,000
Revenue Total	217,200	254,400	254,400	726,000
Labor				
601-Regular Salaries and Wages				
Instruction: Lecturer	7,222	14,444	14,444	36,111
Instruction: Off-Load (Additional Compensation)	1,773	3,547	3,547	8,867
Instruction: On-Load (Assigned Time)	14,778	29,556	29,556	73,889
Program Director	7,093	14,187	14,187	35,467
603-Benefits Group	13,644	13,644	13,644	40,933
Labor Total	44,511	75,378	75,378	195,267
Operating Expenses				
Admissions Support	0	0	0	0
Scholarships	0	0	0	0
Marketing	0	0	0	0
Software	0	0	0	0
Subscriptions and digital resources	0	0	0	0
Student Assistants	0	0	0	0
Course and curriculum development	0	0	0	0
Workshops	0	0	0	0
Other	2,000	4,000	4,000	10,000
Operating Expenses Total	2,000	4,000	4,000	10,000
Overhead				
617-Services from Other Funds/Agencies Group				
Extended Education Overhead	60,816	71,232	71,232	203,280
OCOB Overhead	20,200	23,659	23,659	67,518
Overhead Total	81,016	94,891	94,891	270,798
Net Balance	89,673	80,131	80,131	249,935
Start Up Expenses (one-time)				
Course and curriculum development	45,000			45,000
Extended Education Overhead	5,000			5,000
OCOB Overhead	40,000			40,000
Start Up Expenses (one-time) Total	90,000	0	0	90,000
Adjusted Net	(327)	80,131	80,131	159,935

Orfalea College of Business  
FY21-22 Self-Support Programs  
Program Budget Playground

This playground uses average salary values rather than person specific values, therefore the costs represent an approximation and may differ from the more granular College projection.

Calculated fields display in BLUE text.

Input fields are highlighted in YELLOW.

Hit the data refresh icon when completed to updated the pivot table of course offerings on the "Business Plan" tab.

## Program

pMBA

REVENUE

	Yr 1	Yr 2	Yr 3	TOTAL
Per Credit Unit Rate Charged to Students	\$530.00	\$530.00	\$530.00	\$530.00
Credit Hours Per Student Per Year	12	24	24	60
One-Year Revenue Per Student	\$6,360	\$12,720	\$12,720	\$31,800
Projected # of Admitted Students	20	20	20	20
Projected Revenue	\$127,200	\$254,400	\$254,400	\$636,000
	20.00%	40.00%	40.00%	

this is a  
three year  
program with  
only one  
cohort

## DIRECT COSTS

TEACHING LABOR

Assumes equal distribution between the three types.

[illegible]

ADMINISTRATIVE LABOR

Salary Rate	\$133,000	
Course Release	8.00	
WTU's		
Attributed FAR	2.00	\$29,555.56

Summer Pay	2.00
WTU's	
Salary Cost	\$35,467
to Program	

#### OPERATING EXPENSES

Admissions		
Support		
Scholarships		
Marketing		
Software		
Subscription		
s and		
digital		
resources		
Student		
Assistants		
Course and		
curriculum		
development		
Workshops		
Other	\$10,000	off-site locations

#### INDIRECT COSTS

Extended		
Education		
and Other	28.00%	\$35,616
Admin		
Overhead		
OCOB		
Overhead	9.30%	\$11,830

#### Start Up/One-Time

Admissions		
Support		
Scholarships		
Marketing		
Software		
Subscription		
s and		
digital		
resources		
Student		
Assistants		
Course and		
curriculum	\$45,000	course development
development		stipends
Workshops		
Other		

Instructor Type	Average Salary Rate
AY Faculty	\$133,000
Lecturer	\$81,250

Program	Admissions Support % Estimate
pMBA	25.00%

Instructor  
Compensatio  
n Type  
on load  
off load  
n/a

Term  
  
1 - Intersession  
2 - Fall  
3 - Winter  
4 - Spring












# Self-Support MBA Approval

Final Audit Report

2021-10-05

Created:	2021-10-04
By:	Shannon Sullivan-Danser (ssulliva@calpoly.edu)
Status:	Expired
Transaction ID:	CBJCHBCAABAALHrkQytoUiNJjsNuUAYAI0WMYoMzhW00

## "Self-Support MBA Approval" History

-  Document created by Shannon Sullivan-Danser (ssulliva@calpoly.edu)  
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