

About the Orfalea College of Business 11-Month Accelerated MBA Program (General Management Specialization): **关于欧法利商学院的MBA11个月促成班（综合管理方面）**

The Cal Poly Orfalea College of Business' Accelerated MBA program (general management specialization) is a 60- unit program -- 15 courses, 4 units each, for a total of 60 units. It provides domestic and international students, who are willing focus and commit to a rigorous schedule of prescribed courses, the ability to complete their MBA on an accelerated basis -- in 11 months. It is also possible be admitted into the program without an undergraduate business degree and without completing prerequisite business courses.

关于欧法利商学院的MBA11个月促成班（综合管理方面）有60个课程，分为4个单元，每个单元15个课程。它为国内和国外学生提供一个在11个月内完成所有MBA课程的机会，不过，过程将十分严格。同时，课程业允许非商务专业的学生参加。

A number of Asian students are in the program – both born and raised in the United States and from abroad. In recent years we have also had students in our graduate program from Italy, Denmark, Iran, Turkey, Korea, Moldova, Pakistan, Mexico, Russia, Ireland, Spain and Thailand. 在此班中有许多亚裔学生，他们有的在美国土生土长，有的来自国外。近年来，我们也有许多来自世界各地的毕业生，如意大利、丹麦、伊朗、土耳其、韩国、巴基斯坦、墨西哥、俄罗斯、爱尔兰、西班牙和泰国等。

The accelerated MBA program is also a cohort program -- meaning each student is admitted into and must begin the program as a unified class in August of each year. We do not allow students to start the program in Winter or Spring.

每个学生都要在每年的八月份开始学业，我们不允许中途参加。

The faculty who teach in the College's MBA program hold PhDs from prominent American Universities. They are caring, encouraging and dedicated scholars, and they hold students to high standards. The profiles of our College faculty can re reviewed and found at:

<http://www.cob.calpoly.edu/directory.html>

学院工业技术计划的教职工都是毕业于美国各所名牌大学并拿到了教授职称。他们对学生的学习的要求很高。他们都是一群关心学生和具有奉献精神的教员。可到以下网站查看教员资料：

<http://www.cob.calpoly.edu/directory.html>

Innovative courses also enhance the MBA curriculum, including a transformational international business tour to the People's Republic of China. Our methods of instruction entail extensive interaction between students and faculty. The in-class experience includes numerous simulations of management decision-making scenarios, case studies, team exercises, and personal communication and presentation skills enhancement. We limit the number of students admitted to our program to foster a sense of community and accountability.

创新课程在此MBA课程中同样得到重视，课程中包括到中华人民共和国的商业考察学习。我们的教学模式是强调学生与教员间的沟通交流。课堂上有各种各样的模拟管理实践，如模拟决策、案例研究、团队训练、个人沟通技巧和演示演说技巧强化训练等。我们会限制每个课程的人数来保证每个学生在沟通和解释能力方面得到很好的培养。

Learning Objectives for the MBA Program (General Management Specialization):

MBA课程（综合管理方面）的学习目的：

Upon completing the MBA program and degree, students will have the following lifelong skills that we believe a good manager in today and tomorrow's global economy must possess:

我们相信在这MBA课程毕业的学生应该具有以下特质来满足未来职业经历人的要求：

- Understand, remember and be able to apply the key information and business concepts, theories, strategies, and perspectives covered and studied in the 15 courses taken in the program.
- 能够了解、记住并每个单元所教的主要信息、商业概念、理论、战略和涉及这些方面的内容。
- Generate solutions and make decisions using an approach that reflects ethical and sustainable values.
- 用符合道德观念的方法来做决策和解决问题。
- Apply analytics to decision making. I.e., be able to gather, interpret and utilize data effectively.
- 具有决策分析能力。如，能够收集、分析和利用有用的数据。
- Recognize the importance of diversity in people and global markets.
- 具有观察和分析全球市场的能力，如各地市场和人们的差异。
- Demonstrate leadership skills via: written communication; oral communication and presentations; and effective team behavior.
- 通过写作沟通、口头交流和演示和高效能团队表现来证明您的领导技巧。

The Accelerated MBA Curriculum:

MBA促成课程：

The following chart shows the sequence of four unit courses in our 11-month accelerated MBA program (general management specialization). Note that some of the below courses and when they are offered may change as the College continues to update and refine its curriculum to adapt to scheduling changes and changes in business.

以下表格是关于MBA11个月促成班（综合管理方面）的课程安排。请注意，其中有些课程会因信息更新和优化而作适当的调整。

Required Three Week Special Session Courses (two separate courses; four units each; eight units total; one course runs in the morning and the other in the afternoon)

(August 20 - September 7 – these state and end dates may slightly change from year to year)

三个周特别必修课程（分为两个科目，每个科目四个单元，总共八个单元。一科在早上上课，另一科在下午上课）

（8月20日至9月7日-----课程时间会做适当调整）

- GSB 528 - Commercial Development of Innovative Technologies
创新技术的商业发展
- GSB 529 - Effective Communication Skills for Managers
经理的高效沟通技巧

Fall Quarter (Sept.-December) (Four classes -- 16 units total) 秋季（9至12月） （四个科目---总共16个单元）	Winter Quarter (January-March) (Four classes -- 16 units total) 冬季（1月至3月） （四个科目---总共16个单元）	Spring Quarter (April-June) (Four classes – 16 units total) 春季（4月至6月）
11 Weeks 11周	11 Weeks 11周	11 Weeks 11周
<p>Three Required Classes三科必修课：</p> <ul style="list-style-type: none"> · GSB 512 - Quantitative Analysis定量分析 · GSB 513 - Organizational Behavior组织行为学 · GSB 523 - Managerial Economics管理经济学 <p>One Elective Course (choose one)选修课（任选一科）</p> <ul style="list-style-type: none"> · GSB 522 - Advanced MIS高级管理信息系统 · GSB 514 - Legal & Regulatory Environment of Business 商业环境 	<p>Three Required Classes三科必修课：</p> <ul style="list-style-type: none"> · GSB 511 - Accounting for Managers经 理会计 · GSB 524 - Marketing Management市 场营销管理 · GSB 531 - Managerial Finance财务管 理 <p>One Elective Course (choose one) 选修课（任选一科）</p> <ul style="list-style-type: none"> · GSB 578 - International Business Mgmt国际商业管理 · GSB 555 - Negotiations for Managers 经理人谈判技巧 · GSB 564 - Entrepreneurial Finance (tentative)企业财务（暂时的） 	<p>Three Required Classes三科必修课：</p> <ul style="list-style-type: none"> · GSB 533 - Macro Economics宏观经济学 · GSB 534 - Production and Operations Management制造和经营管理 · GSB 562 – Strategy战略 <p>One Elective Course (choose one) 选修课（任选一科）</p> <ul style="list-style-type: none"> · GSB 569 - Managing Technology in the International Legal Environment在国际合法环境中的管理技巧 · GSB 537 - Ethics and Corp. Governance道德和公司统治

Required Three Week Special Summer Session Course (four units)

(Mid to late June through early to mid July – the dates of this trip will slightly change from year to year)

三周夏季特别必修课（四个单元）

（6月中下旬至7月中上旬---时间会作适当调整）

· GSB 563 - International Business Study Tour – China 国际商务学习---中国

Note: More comprehensive descriptions of each of the above listed courses can be found at:

注意：详情可查看以下网址：

<http://www.cob.calpoly.edu/gradProgram/degrees/courseDescriptions.html>

More About GSB 563 – The International Business Study Tour 更多关于GSB563—国际商务考察之旅

Each year we take all of our accelerated MBA program domestic and international students on a required international business study tour. This is an incredible opportunity for students, and one of the highlights of the program.

每年我们都会带我们的MBA学生（国际和国外学生）参加国际商务考察。这是一个难得的机会让学生更了解此课程的重点。

This 4-unit MBA course and tour is a field-based course that thus far has traveled to the People's Republic of China, the largest manufacturing economy in the world, to study international business, the global economy, and China's unique place in the global value chain. The course includes a tour that's just over two-and-a-half weeks in length. The instructor uses multiple and varied instructional methods to engage students on-line, in the classroom, and on-the-road. Participants will see first hand the application a number of the concepts they studied earlier in their MBA program, and gain a peek into the many faces of China and some of the secrets of its rapid economic development and competitive advantage. The study tour will consist of pre-departure lectures and meetings, readings and assignments, on-line blog postings and discussions, on-the-road meetings and blog postings, on-site factory and company visits and management interviews, a final blog entry of a reflective nature upon returning home, and the completion of an extensive on-line post-trip survey/debriefing form upon the return home from China. Participants will study American and Asian business practices (primarily Chinese) while observing multinational and local firms operate in various ways. Participants will also attend cultural events and visit large cities as well as smaller cities (e.g., Hangzhou, Suzhou) to get as much of a balanced picture of China as possible in light of time and budget constraints.

这个课程将会把学生带到中国，这个世界最大的生产经济体系，去学习国际商务、全球经济和中国在全球价值链中的特殊地位。课程包括两周半的旅程。导师将以各种各样的方法去辅导学生学习。参与者将在这看到我们在MBA课程里学到的概念和模式。我们将有机会看到中国，窥视到其经济迅速发展的秘密和他的竞争优势。这趟考察旅程内容包括出发前的讲课和会议，阅读一些材料和任务分配，在线的博客文章发表和讨论，途中的会议和博客文章发表，参观工厂和公司并进行现场的提问。旅途结束时，学生被要求在博客上总结这趟旅程，回到美国后，学生会讨论关于这次旅程学到的东西。当参与者参观跨国公司和地方企业的运作时，将会学习到美国企业和亚洲企业的经营模式（尤其是中国的）。参与者将游览中国的大、小城市（如杭州和苏州），融入到当地的文化中去。

Note that in time we may change the venue of the trip to India, or perhaps do an 8 days in China and 8 days in India trip.

注意：我们有可能把目的地改为印度，或者8天在中国和8天在印度。

Either venue will be of great interest and value, in particular to a student from Asia. In the past our students from China have even helped set up some of the company visits on the tour and helped with translation issues that arose on the trip.

无论是中国还是印度都有他们只得考察的地方，尤其是对于亚裔的学生来说。在过去，我们来自中国的学生曾帮助安排公司考察和旅途中的翻译工作。

Career and Placement:

工作与事业

Cal Poly's Career Services Office offers students assistance with job searches and career planning through workshops, counseling sessions, job fairs, and online databases and résumé books. Hundreds of companies recruit on campus during the year; with a number of them focusing on our MBA students. A number of organizations also routinely request that we post for our MBA students their available job opportunities specifically.

Cal Poly的工作服务办公室为学生提供各种各样的求职帮助，如找工作、职业生涯规划等。全年都有数百家企业在我校招收职员，部分企业更将焦点投在我们的MBA学生身上。一部分组织机构更要求我们帮助他们定期对MBA学生发布招工信息。

With a highly successful job placement track record, graduates of the OCOB Graduate Programs move into high-paying jobs at highly reputable companies. Below is a sampling of companies that employ our alumni.

根据我们的职位追踪纪录，从我们MBA课程毕业出来的学生大部分都在知名企业里得到了高薪的工作。以下是部分招收了我们校友的公司：



Agilent delivers innovative technologies, solutions and services to a wide range of customers in communications, electronics, life sciences and chemical analysis.



Merrill Lynch is one of the world's leading financial management and advisory companies, with offices in 35 countries and private client assets of approximately \$1.5 trillion.



Amgen is a science-based, patient-focused organization, discovering and developing innovative therapies to treat grievous illness.



Monsanto Agricultural is a leading provider of agricultural products and solutions.



The **E. & J. Gallo Winery** has become the world's foremost winery in the art and science of grape growing and winemaking and in the distribution and



Northrop Grumman Corporation is a global defense company providing technologically advanced, innovative

marketing of wines worldwide.

products, services and solutions in systems integration, defense electronics, information technology, advanced aircraft, shipbuilding and space technology.



Hewlett-Packard is the largest consumer IT company, the world's largest small and medium business IT company and a leading enterprise IT company.

Raytheon

Raytheon is an industry leader in defense and government electronics, space, information technology, technical services, and business aviation and special mission aircraft.



Lawrence Livermore National Laboratory is a U.S. Department of Energy national laboratory and has become one of the world's premier scientific centers, where cutting-edge science and engineering is used to break new ground in areas of national importance, including energy, biomedicine, and environmental science.



RRM Design Group is a professional firm of planners, architects, landscape architects, restoration ecologists, civil engineers, and surveyors specializing in the design and implementation of projects for public and private clients.

Other prominent employers of OCOB Graduate Program graduates are:

其他招收了我们毕业生的著名企业:

Accenture
Acuson
American Mmgt. Systems
Andersen Consulting
Apio Inc.
Apple Computer
Ariba

Hilmar Lumber
Hitachi America
Honeywell
IBM
Injection Logic LLC
Inland Pacific Builders
Intel Corporation

Austin Veum Robbins Parshalle	Intuit
Berkeley BioWorks	KPMG
Blakeslee and Blakeslee	Lam Research Corp.
Call America - Business	LeCuvier Winery
Cannon Associates	Lieberman Research
Castle & Cooke, Hawaii Inc.	Worldwide
Chevron	Lam Research
CH2M Hill	Lincoln Financial
Children to Love, Intl.	Lonely Planet
CNet Download.com	LXE, Inc
Columbia Sportswear	Marriott Corp
Continental Broker-Dealer Corp	Medtronic Inc
Cranite Systems	Merck & Co
Creative Arts Dental Lab	Mendocino Forest Products
Creative Mediation	Mid-State Bank
Dean Witter	Pacific Bell
Deloitte US	Paramount Farms
Dept of Veterans Affairs	Preston Pipelines
Eagle Castle Winery	Phacor Inc.
Eli Lilly and Co.	PWC
Empire Engineering	Qualcomm
Ernest & Young	Revlon
Floratine Products Group	Sandia National Labs
General Dynamics	Sandman Designs
Google.com	Selectron Corporation
Grant Thornton	Seneca Timber Co
GTE	State Street Investment
Harris Corporation	Stryker Endoscopy
Hays Container Services	Sun Microsystems
Heritage Oaks Bank	Sunterra Corporation
Hilmar Cheese Co.	TRW
	VNUS Medical Technologies
	Wells Fargo

Housing: 居住:

Because of limited on-campus housing, graduate students are not eligible for what is available on-campus. Having said that, most graduate students do not want to live on-campus among all the university freshman anyway.

因为学校只拥有有限的宿舍，所以研究生对宿舍没有选择权。但可以这样说，大部分研究生都不会跟新生一样选择在宿舍住。

Student use a variety of ways to secure housing. Some students live right next to campus in a house or apartment; others live farther away.

学生通过不同的途径找到房子居住。一些学生就住在学校隔壁的房屋或公寓，有的住得远一些。

Students normally start with the Cal Poly campus housing listing which is quite helpful in locating off-campus housing (<http://www.housing.calpoly.edu/>).

学生一般都通过 Cal Poly 的相关住宿帮助找到校外居住地 (<http://www.housing.calpoly.edu/>)。

Other students review the ads or come to San Luis Obispo early and before classes start to locate a place. The local paper, *The Tribune*, does have an online presence that we encourage students to utilize (<http://www.sanluisobispo.com/mld/sanluisobispo/>).

有的学生通过广告或在开学前提前来到圣.路易思.欧比斯勃市找地方居住。我们鼓励学生使用当地报纸 *The Tribune* 所提供的网上帮助 (<http://www.sanluisobispo.com/mld/sanluisobispo/>)。

Other incoming students have asked our College graduate programs office to forward an email, to current and incoming students, in an attempt to link them with a housemate or find housing that is being left by a graduating student, which we are happy to do. If you choose this option, please make sure to provide us information about yourself, your housing requirements and contact info.

有的学生通过问我们学生办公室索取其他学生的电子邮件，问他们是否需要室友或向快要毕业的学生租房子，我们也很乐意提供他们这些信息。如果您选择这种方式，请确保留下您的相关信息、房屋要求和联系方式。

In summary, in recent years housing for our graduate students has NOT been difficult to obtain. Students who are organized and start on this process early normally find a place they are very happy with in a timely manner.

总之，这些年来，住房问题对于我们的研究生来说都不是问题。通常来说，提早准备的学生都能找到合心意的房子。

Getting To Campus:

交通:

You should not need a car if you live and go to school in San Luis Obispo. The public bus system is free to all Cal Poly students with a student identification card, and the bus stops around town are plentiful.

如果您住在圣.路易思.欧比斯勃市，您不需要开车。Cal Poly 的学生只要凭学生证就可以免费乘坐公共汽车，而且，市内的公交车站也很方便。

A number of students also bicycle to school.

一些学生会骑自行车上学。

Student Organizations and Activities, and Off-Campus Activities: 学生组织和活动，校外活动：

With 300 clubs on campus, MBA students have many venues for participation in activities outside the classroom. Offering the ability to demonstrate leadership and collaboration at the graduate level, the MBA Association is a popular choice. This club hosts a variety of fundraising, professional and social events throughout the school year. The MBA Association also organizes a **Professional Speaker Series** which provides students the opportunity to meet and network with industry professionals during the year. Many firms also find the Professional Speaker Series to be a valuable recruitment tool.

学校有300个社团，MBA学生在课堂以外也有很多去处。MBA协会为研究生提供了一个锻炼领导能力和合作能力的场所。此协会每年都在学校举办各种各样的募捐活动、专业活动和社交活动。MBA协会每年会举办一个叫专业交流会的活动，为学生提供与各种专业人士交流的机会。很多企业都认为这活动是一个很好的发掘人才的机会。

Our MBA students have a proud tradition of competition and getting involved. For example, they have participated in the International Collegiate Business Strategy Competition nine consecutive years. This competition requires students to develop and develop a comprehensive business plan and implement strategic business decisions on a global basis. Students also participate in an annual MBA Business Ethics Competition held in southern California. There is also the Bank of America Low Income Housing Challenge competition, comprised of a multidisciplinary team of City Planners, Architects, Constructions Managers and Business Managers. This competition involves partnering with community organizations and developers to identify a viable site and affordable housing development proposal.

我们的MBA学生有勇于参加竞争的光荣传统。例如，他们以连续九年参加了国际在校商业战略竞赛。此竞赛要求学生在全球经济的前提下做出综合性的商业计划和执行战略性的商业决策。学生也会参加南加州举办的每年一度的MBA经营道德竞赛。学生也可以参加美国银行低收入住房挑战赛。此竞赛吸引了包括各项目的城市规划者、建筑师、建造经理和商业经理组队参加。此比赛与社区组织和发展机构合作，制定出一个符合实际的、支付得起的房屋发展计划。

Financial Support/Tuition Remission: 财政支援/学费缓减

Each year the University awards, across all graduate programs on campus, ten (10) out-of-state fee waiver awards. Typically the Orfalea College of Business is allotted two (2) of those waiver awards. If awarded to an international student, this can result in a savings of approximately \$10,000 (US) for their accelerated MBA degree.

每年大学会在研究生中评选出10位非本州（加州）的奖学金获得者。欧法利商学院能从中分得两个名额。如果国外学生能得到这笔奖学金，这能为他们省去10,000美金的学费。

The awarding of these waivers is a competitive process – strong undergraduate grades, solid full-time work experience, and excellent GMAT score are required to have a reasonable chance of being awarded such a waiver.

此奖学金是择优评比的。高的大学分数，可靠的全职工作经验和优越的GMAT成绩是参与评比的要求。

Further, nominations for this waiver, for use the following academic school year, are due in early May. Thus, we strongly encourage international students to plan accordingly – they need to apply, complete and submit their application as early as possible so that a decision to admit them can be made before May and the stronger candidates in the admission pool can then be nominated for a waiver award in a timely manner.

此奖学金的提名是在五月上旬开始的。因此，我们强烈建议国外学生在五月之前尽早准备好完备的申请资料。

Working While in School: 在读期间的工作：

The ability of an international student to work during their MBA studies will depend on the type of Visa the student holds.

国际生是否能在在读期间参加工作，取决于他们所持有的签证类型。

In the past, we have had a very small number of international students work as research assistants for professors in the building, e.g., 5-10 hours a week at \$10.00 per hour (US). If/when a professor has the need for such a student he/she will send out an announcement and students apply for the position.

过去，我们有少数的国际生为教授做研究助手，如每星期5到10个小时，每小时10美金。当教授们需要此类助手时，他们会让学生知道。

However, because of the intensive nature of our MBA program, as a practical matter we discourage our students from doing this so that they can and will focus on their academic MBA studies. We also want our students to be well-rounded people and have some time outside of their studies to explore other facets of the campus, the local San Luis Obispo community and California.

然而，由于我们MBA课程的密集，我们不太鼓励我们的学生因参加过多的工作而不能把注意力集中到学习上。同时，我们也希望学生能有多姿多彩的生活，希望他们在课外时间探索一下学校和圣.路易思.欧比斯勃市乃至加州的其他方面。

Other International Student Support: 其他国际学生援助：

The Cal Poly International Student Programs & Services (ISPS) supports the MBA program by offering a variety of comprehensive programs and services that assist international students to achieve their academic goals. ISPS offers orientation services; personalized advising services on cultural adjustment, and federal, state and local regulations pertaining to immigration and taxation; and assistance with the application processes and endorsements for various nonimmigrant benefits. ISPS also serves as club adviser for the Association of International Students, a multicultural organization that sponsors numerous events and cultural activities, including an international "potluck" with local community members.

Cal Poly的国际学生服务中心(ISPS)为MBA学生提供各种各样的计划和服务来帮助他们达到学术上的目标。ISPI提供导向服务、文化适应辅导、关于移民和税收的规章、协助申请

和非移民福利等。ISPS同时也是国际生协会的辅导机构。此协会赞助许多文化交流活动，如与当地会员合办的"potluck"（每人自带一个菜的家庭聚会）。

For more information about San Luis Obispo, Cal Poly, the Orfalea College of Business and our MBA program, see the following web sites:

详情请浏览：

<http://www.nxtbook.com/nxtbooks/cmgslo07/index.php?startpage=34> (San Luis Obispo and surrounding area)

<http://www.sanluisobispocounty.com/listings/index.cfm?action=cover&catID=5> (San Luis Obispo and surrounding area)

<http://www.calpoly.edu/> (Cal Poly)

<http://www.cob.calpoly.edu/about/index.html> (College)

<http://www.cob.calpoly.edu/gradProgram/index.html> (MBA and other College graduate programs)