

**LUMPKIN COLLEGE OF BUSINESS AND TECHNOLOGY**  
**EASTERN ILLINOIS UNIVERSITY**

EA-LCBT-19-51 Effective Spring 2020
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**TO:** Council on Graduate Studies

**FROM:** Dr. Austin Cheney, Dean

**SUBJECT:** EXECUTIVE ACTION

**DATE:** November 15, 2019

**ACTION REQUESTED:**

Revised MBA Admission Requirements

**EFFECTIVE DATE:** Spring 2020

## **Proposal to Change MBA Admission Requirements**

The EIU School of Business Graduate Committee, on behalf of the Graduate Faculty, propose changing the admission requirements for the MBA program beginning Spring 2020.

### **Proposed Rational For Change**

The rationales/motivations for the change include:

1. Since it was initiated four years ago, our online MBA program has not required the GMAT/GRE for admission, and this has worked, suggesting it will also work for our on-campus program.
2. The new standard aligns with EIU's mission statement, which specifically mentions that our mission is to offer "accessible" graduate education at a university that "fosters opportunities" and is "committed to diversity and inclusion."
3. Six out of eight of our geographically close competitors, including the U. of I, SIUE, IL State, WIU, NIU, and Millikin) no longer require the GMAT/GRE for MBA admission. Most of their policies are similar to the EIU MBA admissions policy proposed above, with admission based on GPA and without a GMAT/GRE requirement but optional submission of GMAT/GRE (which may be considered for GA positions or students with low GPAs).
4. Many local students (and non-local), including good students who perform well on standardized tests, do not like to take the GMAT/GRE because it costs hundreds of dollars, requires registering, traveling a far distance, and taking a day off to complete the exam, and it adds stress and perhaps weeks or months of preparation, slowing and adding uncertainty to the application process.
5. MBA enrollments are down at Eastern and across the nation, and some evidence suggests that students are increasingly drawn to programs that provide an application and enrollment experience that has fewer barriers than has been the norm historically. U of I's MBA program has grown from about 100 students to over 2000 students since eliminating the GMAT 4 years ago. Eastern has definitely lost students to our competitors who do not require the GMAT/GRE.
6. Currently we have two different admissions policies, one for online and the other for on-campus, yet often students desire to enroll in a course with a different delivery method than that of the program to which they were admitted. The new standard would be applicable to both our on-campus and online students. This would make communicating admissions requirements more straightforward and also not require a new application if a student expresses a wish to change from one program to another.
7. The GMAT/GRE would still be recommended and considered for awarding of GA positions, or admissions for students with low GPAs (below 3.0), or degrees from domestic or foreign universities whose accreditation or quality is not clearly established.

### **Current MBA Admission Requirements for On-Campus and Online Programs**

Satisfy all admission requirement for the Graduate School including:

1. Satisfy all university general admission requirements,
2. Hold a bachelor's degree from an accredited college or university, and
3. Submit a complete and official transcript from each institution attended.

### **Current On-Campus MBA Admission Requirements**

1. Submit an [online MBA Program Application](#)

2. Submit official [GMAT](#) or [GRE](#) scores, taken within the past five years
  - a. Minimum GMAT score is 400-Verbal 18, Quantitative 23, Analytical Writing 3.5, Integrative Reasoning 3.
  - b. Minimum combined Verbal and Quantitative GRE score total = 292; Verbal 140, Quantitative 146, Analytical Writing 3.5
  - c. GRE equivalent to GMAT calculated using [a readily available conversion tool](#)
  - d. Score at least 1,000 points based on the following formula:  $(200 \times \text{GPA}) + \text{GMAT (or GMAT equivalent) total score}$
  - e. Members of Beta Gamma Sigma can submit proof of current membership in lieu of qualifying GMAT or GRE scores.
  - f. EIU School of Business students can submit ETS Business Capstone Exam Score results demonstrating achievement at the 80th percentile or higher, in combination with a GPA of 3.2 or greater (as calculated by the EIU Graduate School for purposes of admission) in lieu of qualifying GMAT or GRE scores.
3. Submit completed and signed [Honor Code](#)
4. Submit current resume clearly describing employment experience.
5. Submit two completed [Recommendation Forms](#) sent directly to the MBA Office (preferably one should be from a previous or current employer)
6. Submit a one-page professional goal statement, with your name clearly identified, describing personal career and academic goals and the preparation required to meet those goals

## Current Online MBA Admission Requirements

1. Submit an [online MBA Program Application](#)
2. Requirements:
  - a. Submit official GMAT or GRE scores (requirements below), taken within the past five years OR see 2b.
  - b. Applicants may substitute the GMAT or GRE requirement with the following:
    - A 3.00 undergraduate GPA and 3 years of professional work experience post-baccalaureate as demonstrated on resume
    - A 2.90 undergraduate GPA and 4 years of professional work experience post-baccalaureate as demonstrated on resume
    - A 2.80 undergraduate GPA and 5 years of professional work experience post-baccalaureate as demonstrated on resume
3. Submit completed and signed [Honor Code](#)
4. Submit current resume clearly describing employment experience.
5. Submit two completed [Recommendation Forms](#) sent directly to the MBA Office (preferably one should be from a previous or current employer)
6. Submit a one-page professional goal statement, with your name clearly identified, describing personal career and academic goals and the preparation required to meet those goals

### GMAT/GRE Information:

- Minimum GMAT score is 400-Verbal 18, Quantitative 23, Analytical Writing 3.5, Integrative Reasoning 3.
- Minimum combined Verbal and Quantitative GRE score total = 292; Verbal 140, Quantitative 146, Analytical Writing 3.5
- GRE equivalent to GMAT calculated using [a readily available conversion tool](#).
- Score at least 1,000 points based on the following formula:  $(200 \times \text{GPA}) + \text{GMAT (or GMAT equivalent) total score}$

## Proposed EIU MBA Admission Requirements

All applicant must:

1. Be admitted to the EIU Graduate School
2. Have a GPA of 3.0 or higher; or, have a GPA of 2.75 or higher in combination with either two years of relevant work experience or GMAT/GRE equivalent of 450 or higher
3. Complete the MBA program application
4. Submit a current resume that clearly describes employment experience

RECOMMENDED (May be used to select graduate assistants or grant provisional admission):

1. GMAT or GRE scores
2. Two letter of recommendation
3. Cover letter summarizing qualifications and professional goals

**Date approved by the School of Business Graduate Committee: November 5, 2019**

**Date approved by the School of Business Graduate Faculty: November 15, 2019**