MASTER OF ARTS IN INTELLECTUAL PROPERTY AND INNOVATION MANAGEMENT
WELCOME TO THE M.A. IN IPIM PROGRAM!

“

In the School of Business Administration (SBA) at the American University in Dubai (AUD), we seek to graduate job ready students. To that end, the School combines innovative teaching practices with the most up-to-date knowledge. The prime location of AUD in Dubai’s Media City and Internet City and the strong partnerships with key industries are creating a unique learning experience for our students. In our classes, in addition to faculty with doctorates from renowned western universities, students continuously benefit from field trips to local and multinational firms, live case studies led by industry experts, VIP guest speakers and lecturers, coaching, consulting projects and internship opportunities.

The SBA offers a rigorous American style education with a Bachelor of Business Administration, a Master of Business Administration, an Executive Master of Business Administration and a Master of Intellectual Property and Innovation Management. The School of Business Administration at AUD is accredited by the Association to Advance Collegiate Schools of Business (AACSB), which represents the most prestigious business accreditation in the world.

It is my pleasure to welcome you to the School of Business Administration at the American University in Dubai.”

Dr. Assaad Farah
Dean, School of Business Administration
ABOUT
THE M.A. IN IPIM

M.A. in IPIM Program Mission
The mission of the Master of Arts in Intellectual Property and Innovation Management is to equip professionals of today and tomorrow with the knowledge and skills needed to convert intellectual property and innovations into competitive advantages.

The program through its courses and thesis is dedicated to conducting impactful research in the field by means of collaboration between expert faculty and students. It provides students with a rigorous conceptual foundation and strong research skills, coupled with real-world experiences from local and global settings.

M.A. in IPIM Program Learning Outcomes
Upon completion of the MA in IPIM, students will be able to:

• Critically evaluate the intricate theories and practices in intellectual property management and innovation.

• Design solutions for complex and ambiguous intellectual property and innovation problems from various types of organizations.

• Formulate advanced intellectual property strategies to help local and global organizations achieve competitive advantage in multifaceted and highly dynamic environments.

• Develop detailed innovation strategies for entrepreneurs and leaders of innovative business entities using a large set of internal and external variables.

• Analyze complex business models and intellectual property laws from an ethical perspective.

• Contribute to the body of knowledge and practice in intellectual property and innovation through advanced research.
SUMMARY OF DEGREE REQUIREMENTS

The M.A. in IPIM program is a graduate-level, eight-course, one-thesis, 30 credit-hour program. The thesis is mandatory for all students and counts as core course.

<table>
<thead>
<tr>
<th>Course Classifications</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common Core</td>
<td>27</td>
</tr>
<tr>
<td>Electives</td>
<td>3</td>
</tr>
<tr>
<td>Total</td>
<td>30</td>
</tr>
</tbody>
</table>
The following is a proposed course sequence for students who wish to pursue their M.A. in IPIM program on a full-time basis:

### Course Sequencing

<table>
<thead>
<tr>
<th>Year/Semester</th>
<th>Fall</th>
<th>Spring</th>
<th>Summer I</th>
<th>Summer II</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>IPIN 601</td>
<td>IPIN 603</td>
<td>No classes Work on thesis (IPIN 608)</td>
<td>No classes Work on thesis (IPIN 608)</td>
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<tr>
<td></td>
<td>IPIN 602</td>
<td>IPIN 606</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 2</td>
<td>IPIN 604</td>
<td>IPIN 607</td>
<td>No classes Work on thesis (IPIN 608)</td>
<td>No classes Work on thesis (IPIN 608)</td>
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<tr>
<td></td>
<td>IPIN 605</td>
<td>Elective</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Curriculum/Courses

<table>
<thead>
<tr>
<th>Common Core</th>
<th>Course Description</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>IPIN 601</td>
<td>Fundamentals of Intellectual Property</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 602</td>
<td>Innovation and Entrepreneurship</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 603</td>
<td>Intellectual Property Protection in The Digital Age</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 604</td>
<td>Intellectual Property for Entrepreneurs</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 605</td>
<td>Social Innovation</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 606</td>
<td>Research Methodology</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 607</td>
<td>Commercialization of Innovation</td>
<td>3</td>
</tr>
<tr>
<td>IPIN 608</td>
<td>Master Thesis</td>
<td>6</td>
</tr>
</tbody>
</table>

**Total Core Requirements** 27

<table>
<thead>
<tr>
<th>Electives</th>
<th>Course Description</th>
<th>Credit Hours</th>
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</thead>
<tbody>
<tr>
<td>MGMT 601</td>
<td>Managing Organizations and Leading People</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 621</td>
<td>Leadership</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Electives Requirements** 3

**Total M.A. in IPIM Degree Requirements** 30
ADMISSIONS CHECKLIST

Academic Requirements
An earned undergraduate degree from an institution accredited by the UAE Ministry of Education or by the relevant national or regional institutional accrediting body in the case of international applicants.

Documents Requirements
- A completed online Application for Admission.
- A 3.00 GPA (on a 4.00 scale) or better in undergraduate study.
- Official and attested transcripts (in English) of academic records from all universities attended (e-transcripts accepted).
- Undergraduate / Graduate Diplomas.
- Confirmation of University Records.
- Equivalency letter from the UAE Ministry of Education.
- Statement of the applicant's career objectives, special professional and academic interest, and other reasons why the candidate wishes to pursue the M.A. in IPIM program.
- Recent CV highlighting the applicant's special skills, expertise, and interests.
- Two Professional or Educational References (including contact information).
- Army exemption letter for UAE nationals.
- Official test scores: TOEFL®/IELTS™.

Financial Requirements
Non-refundable application fee of AED 420.

Program-specific Admission Criteria
- Selection of students for the Master of Arts in IPIM program will be based on an individual assessment of each applicant and will take into consideration, besides the requirements mentioned above, the applicant's interests, talents, experiences and potential contribution to enriching the learning experience.
- A final interview with the M.A. in IPIM Admissions Committee will be considered for admission.
The School of Business Administration at AUD is AACSB Accredited. AACSB accreditation assures the highest standards of quality in business education. Currently, less than five percent of the world’s business schools have earned AACSB accreditation. SBA is inspired by the AACSB high standards of excellence, forward-looking, and globally leading business learning.
AGREEMENTS & MEMBERSHIPS

AUD is in partnership with the Dubai Economy Department (DED) in this program.
The School of Business Administration at the American University in Dubai is widely recognized by students and employers for its tradition of combining academic rigor with practical applications in teaching and research. It aims to provide “job ready” graduates with a range of skills and professional knowledge that is desired by employers.

ADMISSIONS AT AUD

The Mission of the Office of Admissions is to admit to AUD’s degree programs students who possess appropriate credentials and the demonstrated capacity and potential to successfully complete the educational programs provided by the university and meaningfully participate in the total educational experience offered by AUD.

The Office of Admissions consists of a professional team that assists prospective students gain accessibility to opportunities in higher education. The Admissions team is held to a high level of integrity and is charged with providing quality service and accurate information to all students.

AUD OFFICE OF ADMISSIONS
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admissions@aud.edu
www.aud.edu

For specific admissions requirements, please check the AUD Graduate Catalog at our website or contact the Office of Admissions.

ACCREDITED IN THE UAE & THE USA
AUD is officially licensed by the U.A.E. Ministry of Education – Higher Education Affairs (MOE-HEA) The Ministry has accredited the university’s undergraduate and graduate programs, in addition to Certificate programs in Middle Eastern Studies and Professional Teaching.

AUD is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) to award Baccalaureate and Master’s degree levels. Questions about the accreditation of AUD may be directed in writing to the Southern Association of Colleges and Schools Commission on Colleges at 1866 Southern Lane, Decatur, GA 30033-4097 USA, by calling +1 (404) 679-4500, or by using information available on SACSCOC’s website (www.sacscoc.org).