

MASTER BUSINESS ADMINISTRATION (MBA)

MBA Graduate Courses

MBA 8000 BUSINESS ETHICS: ACHIEVING SOCIAL RESPONSIBILITY (2 credits)

This core MBA course will explore the relationship between law and ethics, will examine the generally-accepted theoretical principles associated with doing business ethically, and will examine practical ethical issues associated with various facets of business.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent) or admission to the MAcc program. Students with an undergraduate major or a graduate degree in Law may not include this course in a plan of study for the MBA degree. Not open to non-degree students

MBA 8040 BUSINESS AND INFORMATION TECHNOLOGY: CONNECTING PEOPLE AND INFORMATION (2 credits)

The premise of this course is that today's managers must learn to use information technology to create competitive firms, manage global corporations and provide useful products and services to customers. Accordingly, the content of this course is focused on use of information technology for competitive advantage. Students will develop case studies of firms who have achieved this objective. Furthermore, the course will address emerging technologies and their current and potential application.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent). Students with an undergraduate major or a graduate degree in management information systems may not include this course in a plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8060 PEOPLE: CULTIVATING SKILLS FOR LEADERSHIP (2 credits)

This course will prepare students with the skills to effectively enact the critical leadership skills of listening, performance feedback and coaching, goal-setting, empowerment/delegation, conflict, negotiation, and team discussions.

Prerequisite(s): Admission to the MBA program. Not open to non-degree graduate students.

MBA 8150 ECONOMICS: ESSENTIAL CONCEPTS FOR MANAGERS (2 credits)

This course exposes MBA students to fundamental economic concepts necessary for successful business planning and financial success. Topics include: Comparative advantage and international trade, market dynamics, the role that the competitive landscape plays in company decision-making, macroeconomic growth and development, and monetary and fiscal policy and their impact on business activity.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent). Students with an undergraduate major or a graduate degree in economics may not include this course on their plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8210 ACCOUNTING: DECISIONS & CONSEQUENCES (2 credits)

Managers and administrators must be able to understand, analyze, and use accounting information to make operational and strategic business decisions. In this course, we will study practical uses of accounting information to address the problems and decisions managers face in business. Emphasis is placed on the user of accounting information rather than the preparer. Upon completion of this course, a student should be able to use accounting information to make management decisions, understand how accounting rules inform those decisions, and consequently, how those decisions affect a company's financial reports.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent). Students with an undergraduate major or graduate degree in accounting may not include this course on their plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8250 ORGANIZATIONAL BEHAVIOR: ENHANCING HUMAN & ORGANIZATIONAL CAPABILITIES (2 credits)

This course will prepare students with the knowledge necessary to manage and lead organizations effectively. Students will learn management theories, understand important research findings in organizational behavior, and apply both theory and research results to real organizational situations, thus giving them the capacity to use OB theories to enhance organizational effectiveness.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent). Students with an undergraduate major or a graduate degree in management may not include this course on their plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8420 MARKETING: UNDERSTANDING CONSUMERS AND MARKETS (2 credits)

This course exposes MBA students to the fundamental concepts, practices and issues of marketing. A wide range of marketing practices and structures will be explored including product and service firms, consumer and business markets, profit and not-for-profit organizations, domestic and global companies, and small and large businesses.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent). Students with an undergraduate major or a graduate degree in marketing may not include this course on their plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8630 FINANCE: UNDERSTANDING CAPITAL AND CASH (2 credits)

As a comprehensive introduction to financial management, the course will cover various fields of finance and discuss topics including the time value of money, bond and stock valuation, capital budgeting.

Prerequisite(s): BSAD 8060 or BSAD 8070, 8150 and 8210. Students with an undergraduate major or a graduate degree in finance or accounting may not include this course on their plan of study for the MBA degree. Not open to non-degree graduate students.

MBA 8700 BUSINESS ANALYTICS: MAKING SENSE OF DATA (2 credits)

The purpose of this course is to provide business managers with an understanding of the important role data analytics has assumed in today's organizations. Data analytics has become a key component in accomplishing strategic and operational goals. This course is designed to familiarize students with the concepts and principles of analytics. It is targeted for graduate or MBA students who have little or no background in analytics. Therefore, it focuses on breadth of coverage rather than depth in any specific area.

Prerequisite(s): BSAD 8060 or BSAD 8070 (prior to or concurrent); or admission to the MAcc program. Not open to non-degree graduate students.

MBA 8720 STRATEGIC FINANCIAL MANAGEMENT (2 credits)

This course is intended to be advanced financial management. It will stress the theory and application of topics including, but not limited to capital budgeting, cash flow estimation, real options, capital structure, dividends and share repurchases, working capital management, budgeting, planning and forecasting, and lease management. The material covered in Strategic Financial Management will increase the student's knowledge of how to strategically manage financial resources to increase the intrinsic value of the organization.

Prerequisite(s): For MBA students, BSAD 8630. For MAcc students, completion of all Master of Accounting (MAcc) foundation courses. Not open to non-degree graduate students.

MBA 8800 MBA PROJECT-FOCUSED CAPSTONE (2 credits)

In this Master's of Business Administration (MBA) required project-focused capstone course, students complete a service-learning consulting project for a non-profit or other type of organization. This consulting project will focus on the application of the knowledge and skills learned in the MBA program.

Prerequisite(s): Students must obtain a permission number from the MBA office, successfully complete BSAD 8630, BSAD 8420, and BSAD 8830 & may only enroll in their final semester/within the last 9 hours of their MBA program. Not open to non-degree graduate students.

MBA 8830 STRATEGY: DEVELOPING SUSTAINABLE COMPETITIVE ADVANTAGE (2 credits)

This course centers on the theme that a company achieves sustained success if and only if its managers (1) develop, and revise as needed, an action-oriented strategic plan and (2) implement and execute the plan with some proficiency. The primary objective of this course is to sharpen the ability of students to think strategically, to diagnose situations from a strategic perspective and to develop creative solutions to enable firms to achieve a sustainable competitive advantage.

Prerequisite(s): Students must successfully complete BSAD 8150 and BSAD 8210 before enrolling in this course. This course must be taken within the first 20 hours of the MBA program. Not open to non-degree graduate students.