



Full-Time MBA Core Courses (32 Credits)

ACCTG 6000—FINANCIAL ACCOUNTING (3)

Designed to provide students with an understanding of the financial-reporting process followed by all public and many private companies. Students gain the ability to read and understand published financial statements and perform formal financial analysis.

ACCTG 6001—MANAGERIAL ACCOUNTING I (1.5)

Prerequisites: ACCTG 6000 This course focuses on firms' internal accounting information systems and their use in decision making, planning, and control. The objectives are to increase an understanding of the data accumulation and allocation processes; to illustrate the proper application of these accounting data to solving managerial problems; and to expose the students to the strategic implications and limitations of the accounting systems and data. Applications considered include cost estimation, pricing and product mix decision, activity-based costing, and measuring opportunity costs for decision making. The course integrates the knowledge of firms internal accounting systems with problems confronting managers in the areas of finance, accounting, marketing, operations management, and human resources.

FINAN 6020—FINANCIAL MANAGEMENT (3)

Prerequisites: ACCTG 6001 Topics include financial analysis, planning, working-capital management, financial math, valuation, and capital budgeting.

FINAN 6025—MANAGERIAL ECONOMICS (3)

Addresses fundamental principles of economics from the managerial perspective. Topics include supply and demand in markets, analysis of production and cost, consumer theory, analysis of market structure, the banking system, and macroeconomics.

IS 6010—INFORMATION SYSTEMS (1.5)

Deals with the application of current information-related technology in management. Includes the role of info technology in gaining a competitive advantage, as well as in planning, control, and decision making. Management's responsibilities and activities in making investments in technology.

MBA 6000—CAREER STRATEGIES (0.5) Overview of all the elements of the MBA career search experience as well as a career self-assessment process utilizing the on-line CareerLeader program. Info on

preparing effective resumes, cover letters, behavioral interviewing, networking, identifying job and/or internship experiences.

MGT 6050—LAYING THE FOUNDATIONS OF TEAMWORK (1.5)

Understand the theory and processes of working in a group or team. The course is designed to be relevant to the broad spectrum of problems that are faced in a variety of group settings. Students will learn analytical and behavioral tools to effectively diagnose complex dynamics in work groups and take action to improve group performance. Students will also learn practical interpersonal skills useful for implementing effective strategies in group situations. The course is intended to help students become more effective while working in groups and teams. Considerable emphasis placed on simulations, role-playing, & cases.

MGT 6051—MANAGING AND LEADING IN ORGANIZATIONS (3)

Emphasizes human behavior concepts and principles useful in creating high performance work places. Personal leadership effectiveness is enhanced through self-assessment, feedback, and studying the practices of exemplary leaders. Methods of managing individuals, groups and organizations to elicit high levels of performance are introduced through discussion of topics such as motivation, power and influence, group behavior and teams, decision making, conflict and collaboration, organization design, culture and leading change. Cases, group discussion and team exercises are used extensively.

MGT 6053—ADVANCED WRITING FOR BUSINESS (1.5)

The main focus of this course is on written expression in the business context. In particular, we concentrate on how the written word acts as a principal means of implementing business strategy and solving managerial problems. Students will enhance their proficiency as writers, regardless of current skill level, and will improve their writing through a series of workshops and revisions. Students will gain a clear understanding of the communication process, audience analysis, and message development. Further, 2 students will learn how to integrate ethical dimensions of business writing when writing to both domestic and global business audiences. Assignments include traditional correspondence such as memos, letters, proposals, and case analyses; and electronic correspondence such as email, blogging, instant messaging, and text messaging.

MGT 6054—ADVANCED PUBLIC SPEAKING FOR BUSINESS (1.5)

This course provides students with an opportunity to improve their spoken communication skills in a variety of settings from informal meetings to large, formal presentations. Students will learn how to craft a speech by integrating Aristotle's three means of persuasion/ethos (ethical appeal, credibility), pathos (emotional appeal), and logos (logical appeal) as a framework for their message. In addition, students will learn how to deliver a speech using a conversational, kinesthetic, authentic style of speaking. Students will receive extensive peer and instructor feedback on every aspect of oral communication including delivery, non-verbal behavior, content, organization, and visual support. Students will complete multiple self-assessments after close examination of their videotaped presentations.

MGT 6070—BUSINESS STRATEGY (1.5)

Introduces the basic concepts and tools for formulating business strategy. Focuses on how firms can develop sustainable competitive advantages. Central topics include assessing industry economics and dynamics to identify strategic threats and opportunities, evaluating the profit potential of strategic resources and capabilities. Other topics include assessing actual and potential cost and differentiation advantages, and the impact of technology on strategy.

MGT 6071—CORPORATE STRATEGY (1.5)

Prerequisites: MGT 6070 Corporate Strategy adopts a general management perspective that involves internal and external analysis, complex decision-making, and implementation of these decisions. The course has four goals: 1) to develop an awareness of potential corporate strategy decisions 2) to provide a conceptual framework for identifying, evaluating, and formulating strategies; 3) to convey an understanding of the formal and informal processes involved in implementing strategies; and 4) to integrate material learned in the business level strategy course (MGT 6070) to corporate strategies. Topics addressed include: vertical integration, partnerships, outsourcing, diversification and globalization strategies.

MKTG 6090—MARKETING MANAGEMENT (3)

Focuses on developing analytical skills to make basic marketing decisions: target market, positioning, and marketing mix. Instructional approaches include lectures, case analyses, and a competitive situation. Written and oral communications are stressed.

OIS 6040—DATA ANALYSIS AND DECISION

MAKING I (1.5) Prerequisites: MATH 1090 AND OIS 3440 This course will develop decision making abilities with data-analysis and decision models. Applications will be in the business functional areas. Students will use computers to solve business problems. Course topics will include advanced statistical analysis, regression models, decision analysis basics, and portfolio management.

OIS 6041—DATA ANALYSIS AND DECISION

MAKING II (1.5) Prereq: OIS 6040 Continuation of OIS 6040. Course topics include advanced regression, simulation, Bayes theorem and the value of information in decision analysis.

OIS 6060—OPERATIONS MANAGEMENT I (1.5)

Operations Management involves designing, operating, and improving the processes whereby any firm (such as a hospital) transforms raw materials (e.g., sick patients) into finished goods (e.g., cured patients). A key role of Operations is to manage the flow of work through these process steps, with the goal of closely matching supply with demand while enhancing quality and minimizing cost. Thus we develop a framework for analyzing business process flows within a firm and across firms, applying the principles not only to service industries but also to manufacturing.

OIS 6061—OPERATIONS MANAGEMENT II (1.5)

Prerequisites: OIS 6060 This course builds on OIS 6060 by looking more closely at how the management of supply chains, capacity, inventory, quality, and product design can have a positive impact on the match between supply and demand, and on profitability. Examines how firms in both service industries and manufacturing have used the Operations function to help create a competitive advantage, and how firms have achieved a strategic fit between the Operations function and other business disciplines.

Full-Time MBA Sample 2 Year Plan

MBA WEEK ZERO			MGT 6050: Team Foundations (1.5)							1.5
1ST YEAR	FALL	ACCTG 6000 (3)		FINAN 6025 (3)	MBA 6000 (.5)	OIS 6040 (1.5)	OIS 6060 (1.5)	MKTG 6090 (3)	MGT 6051 (3)	15.5
	SPRING	ACCTG 6001 (1.5)	FINAN 6020 (3)	MGT 6053 (1.5) (*Student Register)	OIS 6041 (1.5)	OIS 6061 (1.5)	IS 6010 (1.5)	Bus Elective (1.5)	Bus Elective (3)	15
	SUMMER	<i>**Students should consider internship options for summer terms in between full load semesters**</i>								
MBA WEEK ZERO			MGT 6054 (1.5)							1.5
2ND YEAR	FALL	PLAN A	MGT 6070 (1.5)	MGT 6071 (1.5)	MBA 6800 (3)	MBA 6810 (1.5)	Bus Elective (1.5)	Bus Elective (3)	Bus Elective (1.5)	13.5
		PLAN B	MGT 6070 (1.5)	MGT 6071 (1.5)	Bus Elective (3)	Bus Elective (3)	Bus Elective (3)	Bus Elective (3)		15
	SPRING	PLAN A	Bus Elective (3)	Bus Elective (3)	Bus Elective (3)		Bus Elective (3)		Bus Elective (3)	15
		PLAN B	MBA 6800 (3)	MBA 6810 (1.5)	Bus Elective (3)		Bus Elective (3)		Bus Elective (3)	13.5
TOTAL = 62										

- Total hours to complete the MBA degree = 62 (32 MBA Core + 25.5 Electives + 4.5 Field Study)
- All work for the master's degree must be completed within 4 consecutive calendar years; the dean of the Graduate School can modify or waive this requirement in meritorious cases. Students should be enrolled in at least 3 credits per long semester to be considered a current student
- Students may take up to 6 credits/hours from the School of Business at the 5xxx level and/ or outside of Business, ANY courses outside of Business must be approved in advance by the Program Director
- Submit a "Elective or Substitution Approval Form" to an advisor for any courses outside of Business for approval by the MBA Program Director or for substitutions to the MBA Core
- Students will need to choose either Plan A or B to complete their second year, for example, if a student follows Plan A in the fall he or she should follow Plan A in the spring too