

# Master of Bus Admin (MBA)

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## Courses

### **MBA 5599 Experimental Course: 1-6 semester hours.**

The content of this course is not described in the catalog. Title and number of credits are announced in the Class Schedule. Experimental courses may be offered no more than three times with the same title and content. May be repeated.

### **MBA 6610 Applied Economics: 3 semester hours.**

Applied principles and techniques of analysis in micro and macro economics. Equivalent to ECON 6610.

### **MBA 6611 Financial Reporting and Managerial Accounting: 3 semester hours.**

Integrates study of accounting concepts with understanding of financial reports. Use of accounting information in managerial decision making and control.

### **MBA 6612 Human Behavior in Organizations: 3 semester hours.**

Study of human behavior in organizations. Decision-making and problem-solving, interpersonal relations and communications, and negotiations.

### **MBA 6613 Marketing: 3 semester hours.**

Analysis of forces producing changes in general business conditions. Principles of market-driven decision-making. Application to marketing management decisions and marketing strategy.

### **MBA 6614 Operations Management: 3 semester hours.**

Decision-making techniques for analysis of operational systems. Topics include operations/production planning, process analysis, project planning and control, and quality control. Include GC, MBA.

### **MBA 6615 Finance: 3 semester hours.**

Study of the allocation of scarce resources, domestic and international financial management.

### **MBA 6616 Business Policy: 3 semester hours.**

Study of strategic decision-making in a firm and its relation to the functional area of a business. Techniques of industry analysis. Study of ethics/social responsibility in the business organization.

### **MBA 6619 Statistical Tools for the MBA: 1 semester hour.**

This course provides a review of basic statistics for MBA students. Because it is a tools' course that is applicable to other courses in the MBA program, it should be taken early in the student's program. The course covers summary statistics, descriptive measures, basic probability theory, normal distributions, confidence intervals, and simple and multiple linear regressions. Microsoft Excel will be used to analyze data.

### **MBA 6620 Quantitative Information for Business Decisions: 3 semester hours.**

Development and use of financial and non-financial information to support business analysis and decision-making. Develops and applies analytical tools and framework through readings and case analysis.

### **MBA 6621 Managerial Decision Making and Negotiation: 3 semester hours.**

Students will engage with the concepts and skills required by systematic approaches to decision making and negotiation. Topics include full-cycle decision making and implementation, collective deal-making, and dispute resolution in dyads and with multiple parties.

### **MBA 6622 Financial Management: 3 semester hours.**

Integrated analysis of a firm's decisions with emphasis on the financial aspects of these decisions. Topics include advanced capital budgeting, working capital management, modern portfolio theory, the cost of capital, and international corporate finance.

### **MBA 6623 Marketing in a Consumer Culture: 3 semester hours.**

This course integrates insights from marketing strategy, consumer behavior, and branding to provide students with theoretical knowledge and practical experience for the 21st century marketplace.

### **MBA 6624 Information Systems for Business: 3 semester hours.**

Course aims to present students with an understanding of a variety of information systems and technologies that support enterprise strategies and objectives, facilitate business operations and decision making, and allow organizations to achieve a sustainable competitive advantage in the market. Topics include fundamental concepts of hardware, software, computer networks, and data management; enterprise information systems and their applications in different industries; electronic commerce adoption, implementation, and management; and information systems development processes and methodologies. Behavioral, social, and ethical implications of information technology adoption and use in different domains will also be discussed.

### **MBA 6625 Managerial Control Systems: 3 semester hours.**

The managerial and strategic use of control systems. The impact of control systems on organizational behavior and decision making.

### **MBA 6626 Business Policy and Strategy: 3 semester hours.**

Strategic management of the firm, with emphasis on strategic direction, governance, external and internal analysis, strategy formulation, and implementation. Includes coverage of strategy and ethics and strategy in a global environment.

### **MBA 6628 Applied Business Solutions: 3 semester hours.**

Student teams participate in applied business projects or manage a simulated company's operations. Focus is on enhancing broad-based skills developed in other MBA courses. This course must be taken in the last semester in which a student is enrolled. PREREQ: MBA 6623. PRE-or-COREQ: MBA 6626.

### **MBA 6629 Productivity Management: 3 semester hours.**

This course is directed at improving a firm's efforts to increase performance and competitiveness through developing and managing the elements of the value chain.

### **MBA 6637 Business Analytics: 3 semester hours.**

Survey course that includes topics from major areas of business use of data analytics: modeling, predictive analytics, and data mining. The course will also include discussion of data warehousing and data cleaning. Using software, students will be expected to do case work with data providing an executive summary with supporting statistical analyses for business decision making.

### **MBA 6639 MBA Paper: 3 semester hours.**

May be repeated.

### **MBA 6641 Relational Leadership: 3 semester hours.**

Students build knowledge and skills in leading others through a relational lens. Topics include self-management, leading teams; managing conflict constructively, facilitating change, and coaching and motivating others.

### **MBA 6650 Thesis: 1-6 semester hours.**

May be repeated. Graded S/U.

### **MBA 6692 Special Problems in Business Administration: 2-3 semester hours.**

Research readings or reports on selected problems and topics. May be repeated under a different title for a maximum of 6 hours credit. Requires the consent of the instructor.

### **MBA 6693 Graduate Internship: 1-3 semester hours.**

A program of significant business experience coordinated by the faculty to provide broad exposure to issues. May be repeated for up to 3 credits. Graded S/U.

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