MASTER OF BUSINESS ADMINISTRATION (MBA)

MBA 5010 - Accounting for Managers
Credit(s): 3 Credits
Managers must consider both financial and non-financial information in order to make rational decisions. The purpose of this course is to introduce and integrate the use of external financial statements in this decision making process. The approach taken to understanding financial statements is a 'user' rather than a 'preparer' perspective. Fundamentals of Accounting and Financial Management are integrated throughout to enable the student to understand how various types of decisions they may make will effect the financial statements of the firm. Short cases are used that integrate other disciplines such as Marketing, Strategy, etc. in order to make the learning experience as realistic and relevant as possible.

MBA 5750 - Professional Effectiveness Sem
Credit(s): 1 Credit

MBA 5910 - Graduate Internship
Credit(s): 1-3 Credits (Repeatable for credit)

MBA 5930 - Special Topics
Credit(s): 3 Credits (Repeatable for credit)
Restrictions:
Students in the Schl for Professional Studies college may not enroll.

MBA 5980 - Graduate Reading Course
Credit(s): 0-3 Credits (Repeatable for credit)
Restrictions:
Students in the Schl for Professional Studies college may not enroll.

MBA 6000 - Professional Skills and Business Concepts
Credit(s): 2 Credits
This course provides an introduction to business concepts and disciplines as well as an introduction to the core professional skills - teamwork, leadership, MS Excel, and data analytics covered throughout the program. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
- MBA International Bus-One Year
- MBA Info Tech Mangmnt-One Year
- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6001 - Organizational Structure, Money, Markets, Metrics and Morality
Credit(s): 3 Credits
This course will analyze organizational structure and development, providing insight on strategies for making ethical business decisions and provide students with the key concepts of accounting and financial reporting. Students will gain an understanding of the national economy and the interaction of groups within the economy. Foundations of statistical analysis and modeling will be established to facilitate the search for optimum business decisions. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
- MBA International Bus-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6002 - Management of People and Accounting Information
Credit(s): 2 Credits
Under accounting information, we discover financial statements and financial analytics. Under people management we cover issues such as HR, diversity, organizational justice, employment law, negotiation, and personal effectiveness. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year
MBA 6003 - Financial Decision Making
Credit(s): 3 Credits
The objective of the course is to provide the student with the basic analytical tools and critical thinking skills that managers use to make value creating financial decisions. The student is provided with an introduction to theoretical foundations and practical applications in financial decision making. Topics covered in the course include the shareholder wealth maximization, time value of money, capital budgeting, valuation of financial assets, risk-return trade off and investment principles, cost-volume-profit (CVP) analysis and cost management.

Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6004 - Managing Markets, Consumers and Competition
Credit(s): 4 Credits
This provides an understanding of contemporary marketing management, with a particular focus on the strategic foundations of marketing. The overall goal of the course is for students to understand the role of marketing and brand development in driving sales and profitability for firms. Students will gain competency in developing effective brand architectures that will be used in the study abroad course. Limited to students enrolled in the MBA one-year program.

Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
- MBA International Bus-One Year
- MBA Info Tech Mangmnt-One Year
- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6005 - Leading People and Organizations
Credit(s): 2 Credits
Businesses are constantly undergoing change which requires leaders and teams to learn rapidly and adapt quickly, focusing on horizontal and vertical leadership, team building and performance, and team leadership. This course introduces students to strategic management and leadership concepts, models and theories developed to optimize organizational effectiveness in challenging work environments. Limited to students enrolled in the MBA one-year program.

Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
- MBA International Bus-One Year
- MBA Info Tech Mangmnt-One Year
- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6006 - Firm and Operational Performance
Credit(s): 2 Credits
The course is designed to familiarize the student with decision-making tools and models that operational managers use in analyzing and examining business strategic process planning from a cross-functional perspective. Limited to students enrolled in the MBA one-year program.

Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Marketing-One Year
- MBA Project Managemnt-One Year
- MBA Supply Chain Mgmt-One Year
MBA 6007 - Decision Tools and Traps
Credit(s): 1 Credit
The primary goal of this course examines the interconnections between data and decision making. This is done within the context of business decision making and focuses on the key areas of strategy development as it pertains to business strategy in general and marketing strategy in particular. This course also considers how good decision making is required of managers and executives in their role as both effective and ethical leaders. Insofar as research over the past few decades has also focused on decision biases, traps and blind spots, these topics are likewise covered. Limited to students enrolled in the MBA one-year program.

Restrictions:
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- MBA Accounting-One Year
- MBA-One Year (Dual JD)
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- MBA Project Management-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6008 - Decision in Action: Making the Right Decisions
Credit(s): 1 Credit
Designed around the ethical imperative that recognizes that organizational decision-making must, at critical junctures, be disciplined by values. Student exercises in values-based decision-making, consisting of the when, where, and how of the issues at hand, lead to an understanding of the relationship between professional ethics and personal values. Identification of existing norms that influence ethical judgments is considered in the context of adequacy, applicability and appropriateness. Limited to students enrolled in the MBA one-year program.

Restrictions:
Enrollment limited to students in the following programs:

- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
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- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Supply Chain Mgmt-One Year

MBA 6009 - Optimization of Resources
Credit(s): 3.5 Credits
The course focuses on the integration of predictive and prescriptive analytics to guide the allocation of limited resources. Via several projects, students will construct forecasting models to serve as input for decision-making in various business functions, cutting across problems in marketing, finance, accounting, operations, and economics. Limited to students enrolled in the MBA one-year program.

Restrictions:
Enrollment limited to students in the following programs:

- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Management-One Year
- MBA Supply Chain Mgmt-One Year
MBA 6010 - Digital Marketing and Analytics
Credit(s): 3.5 Credits
With the proliferation of the Internet and social networking platforms, organizations are faced with the challenge of deciding how to allocate their advertising and promotional spending between online and offline outlets. Students will learn to how to develop, assess, and refine digital marketing activities ranging from online advertising to social marketing using big data, quantitative analytics including data mining, and qualitative methods. The course will take an integrative approach with an emphasis on how digital marketing and practice can be integrated into organizations’ overall strategy. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
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- MBA Economics-One Year
- MBA Entrepreneurship-One Year
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- MBA Supply Chain Mgmt-One Year

MBA 6011 - Building and Sustaining Global Excellence
Credit(s): 3.5 Credits
A multinational perspective has become critical to the success in business. This course is designed to develop a broad understanding of critical business thinking in a global business environment. The course integrates several disciplines of business and analytical tools to map several strategic choices that managers and multinational enterprises can implement to build and sustain competitive advantage on a global scale. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
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- MBA Supply Chain Mgmt-One Year

MBA 6012 - Global Immersion: Doing Business in China
Credit(s): 1-3 Credits (Repeatable for credit)
The objective of this course is to allow students to apply the key concepts of global environment to a regional economy. The course combines case discussion with guest lectures by local business executives and scholars, and company visits. Students are expected to have a practical knowledge of the complexity of the business environments of the region. Limited to students enrolled in the MBA one-year program.
Restrictions:
Enrollment limited to students in the following programs:
- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
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- MBA Economics-One Year
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- MBA Health Industries-One Year
- MBA International Bus-One Year
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- MBA Supply Chain Mgmt-One Year
MBA 6013 - Corporate Risk Management  
**Credit(s): 3.5 Credits**  
This course will explore different key dimensions of risk encountered in firms. The course will help the student understand the financial models that firms employ to determine optimal investment and financing policies under risk and uncertainty. The emphasis is to ensure that maximizing value are those that are chosen whenever a decision is made. The course also puts into the context of both the current and prospective regulatory environment encompassing each of the main dimensions of risk. Limited to students enrolled in the MBA one-year program.  
**Restrictions:**  
Enrollment limited to students in the following programs:

- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
- MBA International Bus-One Year
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- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Management-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6014 - Through Innovation and Entrepreneurship  
**Credit(s): 3.5 Credits**  
This course emphasizes the need for clear, fast, and informed decision-making, considering the ever-changing nature of business. It cultivates entrepreneurial thinking, in the context of fluid innovation and constant global competition. Limited to students enrolled in the MBA one-year program.  
**Restrictions:**  
Enrollment limited to students in the following programs:

- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
- MBA Entrepreneurship-One Year
- MBA Finance-One Year
- MBA Health Industries-One Year
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- MBA Marketing-One Year
- MBA Project Management-One Year
- MBA Supply Chain Mgmt-One Year

MBA 6015 - Industry Practicum  
**Credit(s): 6 Credits**  
Students will work in teams 3 days a week under the supervision of a faculty member for approximately sixteen weeks at corporate sites throughout the Saint Louis area on client based problems. The team will be required to make a presentation and provide a written solution to the client’s problem. Limited to students enrolled in the MBA one-year program.  
**Restrictions:**  
Enrollment limited to students in the following programs:

- MBA Accounting-One Year
- MBA-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-One Year
- MBA Economics-One Year
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- MBA Info Tech Mangmnt-One Year
- MBA Management-One Year
- MBA Marketing-One Year
- MBA Project Management-One Year
- MBA Supply Chain Mgmt-One Year
MBA 6016 - Professional Effectiveness  
Credit(s): 0.5-3 Credits (Repeatable for credit)  
This multi-semester course provides professional development throughout the year. There are three focus areas: Career management, managerial communication, and business connections. Career management includes all aspects of career plan development and execution, including gaining practical experience and completing a successful job search. Managerial communication provides methods to enhance skills in intra/interpersonal communication, small group facilitation, large group presentation, and strategic communication. Business connections provide opportunities to learn from business leaders, faculty and other academic experts on current and emerging business topics. Limited to students enrolled in the MBA one-year program.  
Restrictions:  
Enrollment limited to students in the following programs:

- MBA Accounting-One Year  
- MBA-One Year (Dual JD)  
- MBA-One Year (Dual MD)  
- MBA-One Year (Dual MHA)  
- MBA-One Year  
- MBA Economics-One Year  
- MBA Entrepreneurship-One Year  
- MBA Finance-One Year  
- MBA Health Industries-One Year  
- MBA International Bus-One Year  
- MBA Info Tech Mangmnt-One Year  
- MBA Management-One Year  
- MBA Marketing-One Year  
- MBA Project Management-One Year  
- MBA Supply Chain Mgmt-One Year  

MBA 6020 - Emerging Bus Issues II  
Credit(s): 1 Credit  

MBA 6030 - Emerging Bus Issues III  
Credit(s): 1 Credit  

MBA 6040 - Ethics and Values-Based Decision Making  
Credit(s): 1 Credit  
Designed around the ethical imperative that recognizes that organizational decision-making must, at critical junctures, be disciplined by values. Student exercises in values-based decision-making, consisting of the when, where, and how of the issues at hand, lead to an understanding of the relationship between professional ethics and personal values. Identification of existing norms that influence ethical judgments are considered in the context of adequacy, applicability and appropriateness.  

MBA 6070 - Career Management  
Credit(s): 1 Credit  
Emphasizes career success through the seven steps of career management: self-assessment, career exploration, goal setting, designing strategy, implementing strategy, evaluating and negotiating, and working. Addresses the impact of organizational culture on career success and derailment along with the importance of lifelong networking and negotiating skills.  

MBA 6100 - Integ Consulting Module  
Credit(s): 3 Credits  
Emphasizes cross-functional learning and team-based, experiential learning. Designed around the elements of a strategic plan, and specific issues identified by a 'real world' client-company. A team teaching format, involving a 'live case' approach in which senior-level managers from a company will present an existing strategic problem to be addressed by student teams.  

MBA 6150 - Global Business Ethics  
Credit(s): 3 Credits  
The course will consist of two elements. The first is based on a study of the conceptual and theoretic foundations of business ethics. Readings will be drawn from moral philosophy, business history, global culture, economics, religion and other disciplines. The second component, and effort to simulate ethical decision-making, is centered on case study and discussion. An important organizing theme for course study revolves around the tension between the standardization of global business practices and the diversity of cultural, religious, and national mores that exist.  

MBA 6200 - Professional Effectiveness Series I  
Credit(s): 1 Credit  
This three-part series provides professional development throughout the year. There are three focus areas: career management, managerial communication, and business connections. Career management includes all aspects of career plan development and execution, including gaining practical experience and completing a successful job search. Managerial communication provides methods to enhance skills in intra/interpersonal communication, small group facilitation, large group presentation, and strategic communication. Business connections provides opportunities to learn from business leaders, faculty and other academic experts on current and emerging business topics. In addition, students build their personal networks by participating in a variety of programs and events.  
Restrictions:  
Students in the SchHl for Professional Studies college may not enroll.  

MBA 6210 - Information Technology  
Credit(s): 1 Credit  
This course focuses on the management of information technology in organizations. Foundational concepts regarding information technologies will be covered. These foundational concepts include: (1) enterprise software; (2) information technology supported business process design; (3) managing information systems in the service management context and as a value creating asset; (4) data management, database management systems and data warehousing; (5) business intelligence and decision making models; (6) e-commerce and (7) emerging technologies.  
Restrictions:  
Students in the SchHl for Professional Studies college may not enroll.
MBA 6220 - Operations Management  
Credit(s): 2 Credits  
The objectives of this course are: (1) to familiarize the student with decision-making tools and models that operational managers use; (2) to present business firms' integrated operational practices in manufacturing and service sectors; and (3) to analyze and examine business strategic process planning from a cross-functional perspective using short case studies. Topics will include: facility capacity and location decisions, scheduling and control problems, aggregate planning, inventory systems, and project management and control.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6230 - Supply Chain Management  
Credit(s): 1 Credit  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6240 - Managerial Economics and Applied Statistics  
Credit(s): 2 Credits  
The course will focus on developing the tools of economic reasoning and statistical analysis necessary to make sound managerial decisions. Towards that goal, economic and statistical analysis as they pertain to markets, firms, and competition among firms will be developed. The use of applied empirical models for economic and statistical analysis and managerial decisions will be explored.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6250 - Essentials of Marketing Strategy  
Credit(s): 2 Credits  
This course is an introduction to the fundamentals of contemporary marketing management, with a particular focus on the strategic foundations of marketing. The overall goal of the course is for students to understand the role of marketing and brand development in driving sales and profitability for firms. Product differentiation, segmentation, positioning, target audience development and their inter-relationships will be emphasized. Additionally, students will gain competency in developing effective brand architectures.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6260 - Legal and Ethical Environment  
Credit(s): 2 Credits  
This course examines the legal and ethical issues that business managers confront. The course provides an overview of the relationship of the business organization to the legal system, including various modes of dispute resolution. In addition, the course addresses areas of legal risk and responsibility, encompassing how business is affected by, and interacts with, state and federal laws and regulation. Case studies are employed in the course to challenge students to consider how legal and ethical judgments are implemented in practical and effective ways.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6270 - Leadership and Strategic Management  
Credit(s): 2 Credits  
Businesses have undergone enormous changes in recent years, requiring leaders and teams to learn rapidly and adapt quickly, focusing on horizontal and vertical leadership, team building and performance, and team leadership. This course introduces students to strategic management and leadership concepts, models and theories developed to optimize organizational effectiveness in challenging work environments. The course presents opportunities for students to explore issues central to an enterprise's long- and short-term competitive position.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6280 - Integrated Decision Making  
Credit(s): 2 Credits  
The primary goal of this course is to coalesce previous course material in such a way that students will view business as an integrated whole rather than a set of isolated decisions. Another important goal of the course is to help students develop the analytical thinking skills necessary to make effective decisions in complex, uncertain environments. The format of the course is a series of team-taught weekly cases and simulations. Students will be asked to prepare and present the results of their analysis on a weekly basis.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6290 - Accounting and Financial Management  
Credit(s): 4 Credits  
This course introduces the fundamentals of finance, financial accounting and management accounting. The use of accounting information in decision-making is one major theme in this course. Issues involving cash flows make up a particularly significant focus area of this course. Another objective of the course is to develop an understanding of the financial environment in which managers and individuals operate. A section of the course is designed to provide a systematic understanding of the role of management accounting systems and strategic cost management. Throughout the course, the development of an ethical perspective is stressed.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6300 - Applied Statistics  
Credit(s): 2 Credits  
Data analysis is an everyday reality of the business world. This course challenges students to think about business problems in a systematic fashion by reviewing mathematical concepts and developing statistical thinking skills. Statistical thinking can lead to both a better understanding of the problem and can result in higher quality solution options. The course provides coverage of the widely used statistical methods to aid in problem formulation, data analysis and managerial decision-making. At the end of this course, students will have a more sophisticated understanding of the mathematics that underlie probability and statistical concepts, issues involving data interpretation, and decision-making under conditions of uncertainty. This course also serves as a prerequisite for other analytical coursework in the MBA curriculum.  
Restrictions:  
Enrollment limited to students with a classification of Full Time Business.  
Students in the Schl for Professional Studies college may not enroll.
MBA 6310 - Legal Aspects of Business
Credit(s): 1 Credit
Overview of the U.S. legal system and specific areas of law such as contracts, torts (including product liability), agency, selection of business entity, corporate governance, and intellectual property.
Restrictions:
Enrollment limited to students with a classification of Full Time Business.
Students in the Schl for Professional Studies college may not enroll.

MBA 6320 - Financial Accounting
Credit(s): 1 Credit
Financial Accounting presents accounting as an information system that produces summary financial statements, primarily for users external to a business or other enterprise. Students study the forms of business organization and the common transactions entered into by businesses. The emphasis is on understanding and applying basic accounting principles and other concepts that guide the reporting of the effect of transactions and other economic events on the financial condition and operating results of a business. How to analyze and interpret historical financial statements, as well, as the limitations of using these in making forward-looking business decisions is included. The primary content emphasis will be the basic accounting cycle and the four major financial statements: income statement, balance sheet, retained earnings and cash flow. We will also learn about financial statement analysis.

MBA 6330 - Managerial Economics
Credit(s): 2 Credits
This course will introduce you to the core ideas and economic tools that are used for analysis of markets and of firms that produce and sell goods and services in these markets. Using simple economic models designed to simulate markets, this course will explore tools and analytical techniques that can be used to study real markets. The first section of the course will focus on competitive markets and the short and long run decision made by firms that operate within competitive markets. The latter part of the course will focus on strategic interaction between firms in markets in which firms exercise some degree of monopoly power.
Restrictions:
Enrollment limited to students with a classification of Full Time Business.
Students in the Schl for Professional Studies college may not enroll.

MBA 6340 - Nexus I
Credit(s): 1 Credit
This three-part course provides integration and professional development throughout the year. There are four focus areas in Nexus: Interlinking the MBA Curriculum, Career Management, Managerial Communication, and Business Connections. Interlinking the MBA Curriculum includes reflection, a research project on a pre-specified company, and a set of current topics presented by speakers. Career Management includes class sessions and seminars on key aspects of career development, including career, industry and company exploration; and job search strategy and skill development. Activities include networking and informational events, mock interviews with MBA-level recruiters, and a business etiquette lunch. Managerial Communication provides methods to enhance skills in written and oral communication, through writing and presenting an idea paper and creating an ePortfolio. Business connections provides opportunities to learn from business leaders, faculty and other academic experts on relevant business topics. In addition, students build their personal networks by participating in a variety of programs and events.
Restrictions:
Enrollment limited to students with a classification of Full Time Business.
Students in the Schl for Professional Studies college may not enroll.

MBA 6360 - Financial Management
Credit(s): 3 Credits
In-depth studies of principles of corporate finance to develop the theoretical knowledge and practical judgment necessary for financial decision-making. The specific topics covered include, but are not limited to: the time value of money, valuation of financial assets, capital budgeting, market efficiency, risk and uncertainty, portfolio theory, the CAPM and APT models, capital structure, dividend policy, and option pricing theory.
Restrictions:
Enrollment limited to students with a classification of Full Time Business.
Students in the Schl for Professional Studies college may not enroll.
MBA 6370 - Ethical Environment of Business  
Credit(s): 1 Credit  
Special emphasis in this course is given to the analysis of ethical issues that business managers confront. A complementary objective is to focus on the implementation of ethical judgments and to formulate appropriate strategies for addressing barriers to such implementation. Throughout the course, however, the connection between reflection and action will be our chief concern. Existing norms for business practice will be studied and examined as they represent important guidelines for decision-making, but students will also be challenged to consider their adequacy, applicability, and appropriateness in various contexts. The course will consist of two broad elements. One component takes up the conceptual and theoretical foundations of business ethics. Readings, tools and perspectives will be drawn from various sources: moral philosophy, business history, economics, religion, and other disciplines. The focus in this section is on ethical analysis and moral reasoning. The second component, representing a serious effort to simulate actual ethical decision making and implementation of those decisions, is based on case study and discussion. Cases cover various functional emphases as well as highlighting the multiple roles and responsibilities that fall to business men and women. The cases portray in a realistic fashion how different but interrelated ethics issues unfold and how these dilemmas frequently resist simple classification or easy resolution.  
Restrictions:  
Enrollment limited to students with a classification of Full Time Business.  

Students in the Schl for Professional Studies college may not enroll.  

MBA 6380 - Managerial Accounting  
Credit(s): 1 Credit  
This course introduces students to the fundamentals of management accounting. The emphasis is on the use of accounting information to satisfy specific management objectives. After taking this course, students will understand the three broad objectives of a management accounting information system: to provide information for costing out services, products, and other objects of interest to management; to provide information for planning, controlling, evaluation and continuous improvement; and to provide information for decision making.  
Restrictions:  
Enrollment limited to students with a classification of Full Time Business.  

Students in the Schl for Professional Studies college may not enroll.  

MBA 6400 - Professional Effectiveness Series II  
Credit(s): 2 Credits  
This three-part series provides professional development throughout the year. There are three focus areas: career management, managerial communication, and business connections. Career management includes all aspects of career plan development and execution, including gaining practical experience and completing a successful job search. Managerial communication provides methods to enhance skills in intra/interpersonal communication, small group facilitation, large group presentation, and strategic communication. Business connections provides opportunities to learn from business leaders, faculty and other academic experts on current and emerging business topics. In addition, students build their personal networks by participating in a variety of programs and events.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.  

MBA 6410 - Global Business Integration I  
Credit(s): 2 Credits  
All business, whether domestic or multinational, are directly or indirectly affected by global business environments - imports, exports, foreign direct investment, foreign currency, outsourcing, and service agreements. This course offers a broad examination of how these factors impact the operation of international business from the view points of political, economic, financial, cultural, legal, and business practices.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.  

MBA 6420 - Data and Decisions  
Credit(s): 3 Credits  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.  

MBA 6430 - The Organization: Governance and Compliance  
Credit(s): 3 Credits  
This course explores the governance and compliance aspects of management and their impact on an organization's operating environment. The course will consider the statutory and regulatory sources of governance and compliance as well as how shareholders, directors and management teams shape and respond to: governance structures and practices; and recognize and monitor numerous compliance requirements.  

MBA 6440 - Nexus II  
Credit(s): 1 Credit  
This three-part course provides integration and professional development throughout the year. There are four focus areas in Nexus: Interlinking the MBA Curriculum, Career Management, Managerial Communication, and Business Connections. Interlinking the MBA Curriculum includes reflection, a research project on a pre-specified company, and a set of current topics presented by speakers. Career Management includes class sessions and seminars on key aspects of career development, including career, industry and company exploration; and job search strategy and skill development. Activities include networking and informational events, mock interviews with MBA-level recruiters and a business etiquette lunch. Managerial Communication provides methods to enhance skills in written and oral communication, through writing and presenting an idea paper and creating an ePortfolio. Business Connections provides opportunities to learn from business leaders, faculty and other academic experts on relevant business topics. In addition, students build their personal networks by participating in a variety of programs and events.  
Restrictions:  
Enrollment limited to students with a classification of Full Time Business.  

Students in the Schl for Professional Studies college may not enroll.  

MBA 6500 - Professional Effectiveness Series III  
Credit(s): 1 or 2 Credits  
This three-part series provides professional development throughout the year. There are three focus areas: career management, managerial communication, and business connections. Career management includes all aspects of career plan development and execution, including gaining practical experience and completing a successful job search. Managerial communication provides methods to enhance skills in intra/interpersonal communication, small group facilitation, large group presentation, and strategic communication. Business connections provides opportunities to learn from business leaders, faculty and other academic experts on current and emerging business topics. In addition, students build their personal networks by participating in a variety of programs and events.
MBA 6510 - Study Abroad  
Credit(s): 1-3 Credits  
(Repeatable for credit)  
The objective of this course is to allow students to apply the key concepts of global environments to a regional economy. The course combines case discussions with guest lectures by local business executives and scholars, and company visits. Students are expected to have a practical knowledge of the complexity of the business environments of the region.  
Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6520 - Global Business Integration II  
Credit(s): 1 Credit  
This course focuses on analyzing various national markets in key regions in terms of competitive strengths and weaknesses in different industries by integrating the various functional aspects managing international business operations and the key concepts and tools learned in global environments and study abroad courses.

Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6530 - Integrated Consulting Module  
Credit(s): 3 Credits  
Emphasizes cross-functional learning and team-based, experiential learning. Designed around the elements of a strategic plan, and specific issues identified by a 'real world' client-company. A team teaching format, involving a 'live case' approach in which senior-level managers from a company will present an existing strategic problem to be addressed by student teams.

Restrictions:  
Students in the Schl for Professional Studies college may not enroll.

MBA 6540 - Nexus III  
Credit(s): 1 Credit  
This three-part course provides integration and professional development throughout the year. There are four focus areas in Nexus: Interlinking the MBA Curriculum, Career Management, Managerial Communication, and Business Connections. Interlinking the MBA Curriculum includes reflection, a research project on a pre-specified company, and a set of current topics presented by speakers. Career Management includes class sessions and seminars on key aspects of career development, including career, industry and company, exploration; and job search strategy and skill development. Activities include networking and informational events, mock interviews with MBA-level recruiters and a business etiquette lunch. Managerial communication provides methods to enhance skills in written and oral communication, through writing and presenting an idea paper and creating an ePortfolio. Business Connections provides opportunities to learn from business leaders, faculty and other academic experts on relevant business topics. In addition, students build their personal networks by participating in a variety of programs and events.

Restrictions:  
Enrollment limited to students with a classification of Full Time Business.

Students in the Schl for Professional Studies college may not enroll.

MBA 6930 - Special Topics  
Credit(s): 3 Credits  
(Repeatable for credit)

MBA 6980 - Independent Study  
Credit(s): 1 or 3 Credits  
(Repeatable for credit)