

MASTER OF BUSINESS ADMINISTRATION (MBA)

MBA 5910 - Graduate Internship

Credit(s): 1-3 Credits (Repeatable for credit)

MBA 5930 - Special Topics

Credit(s): 1-3 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 (Repeatable for credit)

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 MBA-One Year (Dual JD), MBA-One Year (Dual MD), MBA-One Year (Dual MHA) or MBA-One Year programs.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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:

Enrollment limited to students in the MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

MBA 6012 - Global Immersion**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-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-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-One Year (Dual JD)
- MBA-One Year (Dual MD)
- MBA-One Year (Dual MHA)
- MBA-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 MBA-One Year program.

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 MBA-One Year program.

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 MBA-One Year program.

MBA 6930 - Special Topics**Credit(s): 1-3 Credits** (Repeatable for credit)**MBA 6980 - Independent Study****Credit(s): 1 or 3 Credits** (Repeatable for credit)