

MBA Core Courses (27 credit hours: Required for All students)

MGMT 605 The Art of Leadership and Communication	3.0 hrs
ACCT 610 Managerial Accounting	3.0 hrs
ECON 610 Managerial Economics	3.0 hrs
MGMT 610 Management Science	3.0 hrs
MGMT 615 Organizational Behavior	3.0 hrs
MIS 620 Management Information Systems	3.0 hrs
FINC 620 Financial Management	3.0 hrs
MKTG 640 Marketing Management	3.0 hrs
MGMT 650 Business Policy and Strategy	3.0 hrs

Core Course Description

MGMT 605 The Art of Leadership and Communication (3.0): This course is the first step in the development of the path that students will take as they move through the MBA program. The course focuses on three core activities. First, they will work on the development of goals they hope to achieve in their MBA education. Next, students will discuss and receive individualized guidance from 360 Degree feedback assessments designed to help them improve and enhance critical career and professional skills. Finally, students participate in experiential exercises that focus on the communication skills and behaviors required for successful leadership. Students' written and oral skills are enhanced through report preparation and presentation, and public speaking.

Prerequisite: None

ACCT 610 Managerial Accounting (3.0): The primary objective of the course is to enable the student to make effective use of management accounting data within his/her own organization or business practice. A secondary objective is to develop the analytical skills necessary to diagnose complex business issues in an accounting context. In addition, the course touches on global issues facing corporations such as transfer pricing and outsourcing. The course also introduces students to management accounting practices across borders and compares these practices to US practice (such as budgeting, value chain management, pricing).

Prerequisite: ACCT 550 or equivalent

ECON 610 Managerial Economics (3.0): The application of economic theory and quantitative methods to an analysis of managerial decision-making in national and international settings. Topics include empirical estimation of demand functions, cost and production functions, product pricing, application of cost-benefit analysis to non-profit sector, risk analysis, technology change management and plant selection strategies in a global economy.

Prerequisite: ECON 540, MGMT 610 or equivalent

MGMT 610 Management Science (3.0): This course is designed to provide students with a conceptual understanding of the role that management science plays in the decision-making process. Various quantitative methods will be discussed, including linear programming, decision analysis, project management, inventory models, forecasting, simulation and queuing models. There will be an emphasis on modeling, problem solving, and showing how quantitative approaches can be used to enhance the decision making process.

Prerequisite: BADM 530 or equivalent

MGMT 615 Organizational Behavior (3.0): The importance of human behavior in reaching organizational goals. Course emphasis: managing individual and interpersonal relations; group and inter-group dynamics; leadership, communication and motivation skills in managing organizational performance and change.

Prerequisite: None

MIS 620 Management Information Systems (3.0): Information systems have become essential for creating competitive firms, managing global corporations, and providing useful products and services to customers. This course provides the concepts of management information systems that students will find it vital to their professional success. It is a computer-based approach to planning, design, implementation and evaluation of information systems in complex organizations. International issues related to the transnational firms, and social, ethical and cultural issues related to information systems will be discussed too.

Prerequisite: None

FINC 620 Financial Management (3.0): An evaluation of the key techniques in solving common financial management problems including the cost of capital, capital budgeting, financial analysis, valuation and working capital. Other topics include capital markets and international money, portfolio theory in an international context and exchange rate determination.

Prerequisite: ACCT 550, FINC 560 or equivalent

MKTG 640 Marketing Management (3.0): A study of the organization and coordination of the total marketing program: sales, advertising, product development, pricing decision making, marketing research, materials management, market segmentation and product differentiation, planning and policy determination.

Prerequisite: MKTG 570 or equivalent, MGMT 605, ACCT 615, ECON 615, FINC 620

MGMT 650 Business Policy and Strategy (3.0): A capstone course designed to develop a framework of analysis for long-term policy formulation in a global economy. Case materials and computer simulation are used to integrate strategic concepts and techniques learned in earlier core courses. Emphasis will be placed on social and ethical responsibilities of management.

Prerequisite: MGMT 605, ACCT 610, ECON 610, MGMT 615, FINC 620, MIS 620