MBA Master of Business Administration

MBA 600 RAPID IMMERSION IN ACCOUNTING. (3)
An immersive four-week introduction to the use of key financial and managerial accounting statements in analyzing business problems. Open only to students in the daytime MBA track.

MBA 601 RAPID IMMERSION IN DECISION MAKING. (3)
An immersive four-week introduction to the use of key financial and managerial accounting statements in analyzing business problems. Open only to students in the daytime MBA track.

MBA 602 RAPID IMMERSION IN LEADERSHIP. (2)
An immersive, largely experiential four-week course designed to help build students team work, communication and leadership skills. Open only to students in the daytime MBA track.

MBA 603 MARKETS – STRUCTURE AND DYNAMICS. (1)
An immersive one-week course that explore how markets work. Open only to students in the daytime MBA track. Prereq: MBA 600, MBA 601 and MBA 602.

MBA 604 BUSINESS PROCESSES AND FUNCTIONS. (3)
An immersive multidisciplinary course that introduces students to key business functions and processes. Open only to students in the daytime MBA track. Prereq: MBA 600, MBA 601, MBA 602.

MBA 605 ORGANIZATIONAL STRUCTURES AND STRATEGIES. (1)
An immersive course that explores firm structures, internal allocation decisions and outsourcing decisions from a variety of social science perspectives. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602 and 603.

MBA 606 BUSINESS SIMULATION. (1)
An experiential-based course that places students in teams that complete in a complex business simulation. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602 and 603.

MBA 610 NEW PRODUCT DEVELOPMENT. (9)
An extensive, multidisciplinary examination of the new product or new service development process from ideation to product or service delivery. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605 and 606.

MBA 611 SUPPLY CHAIN MANAGEMENT. (9)
An extensive, multidisciplinary examination of the supply chain management from planning and sourcing to manufacturing and relationship management. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606 and 610.

MBA 612 MERGERS AND ACQUISITIONS. (5)
An extensive, multidisciplinary examination of the mergers and acquisitions process from the role of mergers in firm strategy to target identification, acquisition, and absorption issues. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610 and 611.

MBA 620 RISK MANAGEMENT. (2)
An examination of financial decision-making about the management of risk by corporations, recognizing the relationship between risk management and the overall goals of the firm. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 621 NEW VENTURE FINANCE. (1)
The advantages and disadvantages of the sources of new venture capital are studied from the entrepreneur's and the provider's viewpoints. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 622 INTERNATIONAL FINANCIAL MANAGEMENT. (2)
Overview of financial management at the international level. Topics include the structure of international trade and foreign direct investment, foreign exchange markets, and managing currency risk. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

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MBA 623 INTERNATIONAL MARKETING. (2)
An examination of the factors that shape international marketing decisions, including entry strategies, marketing mix decisions and product policies. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 624 ENTREPRENEURIAL MARKETING. (2)
An examination of how to market creatively on limited resources. Hands on experience in how to develop a marketing plan for a small firm. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 625 SALES MANAGEMENT. (1)
An examination of managerial approaches to the planning, implementation and control of personal contact programs. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 626 E-COMMERCE. (2)
A thorough examination of the major issues associated with the development of e-commerce solutions and applications. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 627 KNOWLEDGE MANAGEMENT. (1)
Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 628 TECHNOLOGY MANAGEMENT. (2)
An examination of the management of technology, especially the critical role of technology as a strategic resource to enable management to achieve firm objectives. Topics include the technology life-cycle, technology forecasting, and emerging technologies. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 630 ADVANCED SKILL ENHANCEMENT. (1)
Students complete five short modules to enhance their interpersonal, implementation or analytic skills. Topics vary by year. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.

MBA 640 CULMINATION WEEK. (1)
A comprehensive assessment of students' professional development and progress during the program. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610, 611 and 612.