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**MBA Master of Business Administration**

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- MBA 613 FINANCE IN NEW PRODUCT DEVELOPMENT. (1)**  
This course is designed to provide the concepts and techniques used to evaluate products and services in New Product Development. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.
- MBA 614 STRATEGIC INNOVATION AND COMPETITIVE RIVALRY. (1)**  
An immersive course within new product development introducing students to the fundamental concepts, analytical tools and frameworks related to the challenges of strategic management of innovation and competitive rivalry. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.
- MBA 615 SUPPLY CHAIN STRATEGY. (3)**  
An immersive study of the supply chain management involving the management of key business processes, the flow of goods and information, and relationships with fellow members of the supply chain. Open only to One Year MBA students. Prereq: MBA 600 through MBA 614.
- MBA 616 SUPPLY CHAIN OPERATIONS. (3)**  
An immersive study of supply chain operations and the discipline of managing and directing physical/technical functions of an organization involving the plan, source, make, deliver and returns function. Open only to One Year MBA students. Prereq: MBA 600 through MBA 614.
- MBA 617 NEGOTIATIONS IN THE SUPPLY CHAIN. (1)**  
This course focuses on developing negotiation skills in the supply chain involving the ability to diagnose situations, strategize, plan and engage in fruitful negotiations. Open only to One Year MBA students. Prereq: MBA 600 through MBA 614.
- MBA 618 GLOBAL STRATEGY. (1)**  
This course introduces students to the fundamental concepts, analytical tools, and frameworks related to the challenges of globalization and international strategy. Open only to One Year MBA students. Prereq: MBA 600 through MBA 614.
- MBA 619 MANAGERIAL ACCOUNTING IN NEW PRODUCT DEVELOPMENT. (1)**  
This course will examine how managerial accounting is employed in the new product development stage. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.
- 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.
- 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.

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- 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 PROJECT CONNECT IN NEW PRODUCT DEVELOPMENT. (2)**  
An immersive nine week internship with a Project Connect Partner where the student will work on a new product or service project. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.
- MBA 642 PROJECT CONNECT IN SUPPLY CHAIN MANAGEMENT. (2)**  
An immersive nine week internship with a Project Connect Partner where the student will work on a new product or service project. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.
- MBA 644 PROJECT CONNECT IN MERGERS AND ACQUISITIONS. (1)**  
An immersive five week internship with a Project Connect Partner where the student will work on an M&A project. Open only to One Year MBA students. Prereq: MBA 600 through MBA 618.
- #MBA 650 MBA CAPSTONE COURSE. (1)**  
This course is designed to culminate the one-year MBA program. The course each year is themed, based to cover a current, critical topic incorporating curriculum from the NPD, SCM and M&A modules. Prereq: MBA 600 through 612.