
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 LEADERSHIP.

(3)

This course focuses on helping students develop leadership, communication and team building skills. The course is taught throughout the one-year accelerated MBA program and is open only to students in the program.

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 FINANCE.

(2)

This course is designed to increase understanding of the role of information systems in organizations and how they are used by managers. Open only to one year MBA students. Prereq: MBA 600, 601, 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 MANAGEMENT INFORMATION SYSTEMS.

(1)

This course is designed to increase understanding of the role of information systems in organizations and how they are used by managers. Open only to One Year MBA students. Prereq: MBA 600, 601, 602 and 603.

MBA 607 MARKETING.

(1)

An immersive course introducing students to the role of marketing within the firm and overviews the components of a marketing plan. Open only to One Year MBA students. Prereq: MBA 600, 601 and 602.

MBA 608 HUMAN RESOURCES MANAGEMENT.

(1)

An immersive course to familiarize students with topics in Human Resource Management including topics on legal environment, recruitment, selection and compensation. Open only to One Year MBA students. Prereq: MBA 600, 601 and 602.

MBA 609 MANAGEMENT.

(1)

An experiential-based course that places students in teams that compete in a complex business simulation. Open only to one year students. Prereq: Acceptance in MBA program.

MBA 610 NEW PRODUCT DEVELOPMENT MARKETING.

(3)

An immersive course examining how market research and marketing strategy aid firms in their management of new product development. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.

MBA 611 NEW PRODUCT DEVELOPMENT MANAGEMENT.

(3)

An immersive course which examines how firms manage the new product development or service process. Open only to One Year MBA students. Prereq: MBA 600 through MBA 609.

MBA 612 BUSINESS FINANCE STRATEGIES.

(5)

An extensive, multidisciplinary examination of the mergers and acquisitions process from the role of the mergers in firm strategy to target identification, acquisition, and absorption issues. Also, covers the basic fundamentals of financial concepts in banking. Open only to students in the daytime MBA track. Prereq: MBA 600, 601, 602, 603, 604, 605, 606, 610 and 611.

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.

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MBA 614 STRATEGIC INNOVATION, COMPETITIVE RIVALRY AND GLOBAL STRATEGY. (3)

This course introduces students to the fundamental concepts, analytical tools, and framework related to the twin challenges of strategic management of innovation and competitive rivalry in the context of the global economy. As such, it serves as a complement to the study of new product development and supply chain management. 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 ENTREPRENEURSHIP AND MANAGEMENT TECHNOLOGY COMMERCIALIZATION. (3)

This course is a broad overview of the technology commercialization process with a hands-on opportunity to learn commercialization skills in a real world environment that combines theory and practice. It is designed to cover the three primary phases of the commercialization process. The Assessment Module focuses on customer validation and market research, commercialization pathways, intellectual property, legal entities, strategic partnerships, and the business model canvas. The Business Planning Module provides an overview of accounting principles and pro forma statements, business plan elements, management teams and advisory boards, go-to-market strategies, and licensing and royalties. The Capitalization Module focuses on funding strategies including federal and state programs, angel investors and venture capital, crowd funding, and introduction to term sheets and valuation methods, and investor presentations. This course will meet twice per week for 2.5 hours each session for a total of eight weeks. Prereq: MBA Program Standing.

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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 GLOBAL BUSINESS MANAGEMENT. (2)**
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 PROFESSIONAL DEVELOPMENT. (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.
- MBA 640 PROJECT CONNECT I. (4)**
An immersive 16-week internship with a Project Connect partner. Open only to one-year MBA students.
- MBA 642 PROJECT CONNECT II. (4)**
An immersive 16-week internship with a Project Connect partner. Open only to one-year MBA students.
- 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 645 ENTREPRENEURSHIP AND NEW VENTURE CREATION I. (3)**
This course is a Graduate-level overview of Entrepreneurship and new venture creation. The class will examine key issues associated with the discovery and development of entrepreneurial opportunities. Community experts will present their stories and emphasize challenges and strategies to drive their companies through the entrepreneurial process. Classes will work very closely with a business sponsor and faculty to develop and pitch a business model.
- #MBA 646 ENTREPRENEURSHIP AND NEW VENTURE CREATION II. (3)**
This course is a continuation of the work initiated in MBA 645, and will give a more detailed exploration of the Entrepreneurship and the Business Start-Up process. Students will experience first-hand the start-up process from idea generation to company formation, from early stage investment to commercialization as an experience-based case study. Community experts will share personal challenges and suggested strategies. The class culminates with a formal business plan and pitch presentation. Prereq: Complete MBA 645 and MBA 647; Concurrent Enrollment in MBA 648. Declared Concentration in Entrepreneurship and New Venture Creation.
- #MBA 647 NEW VENTURE FINANCE. (3)**
This course focuses on the fundraising process for high-growth technology start-ups. Students will learn about the market participants, vocabulary, processes and risks that are unique to the start-up funding ecosystem. Substantive discussions of term sheets, valuation, cap tables, investor universe, modeling and the fundraising process will be complimented with case students and guest lectures by local investors and CEOs.
- #MBA 648 THE LAW AND BUSINESS OF INTELLECTUAL PROPERTY MANAGEMENT. (3)**
This is a broad course covering, from the perspective of the in-house IP manager, engineering business unit leader or other executive, the critical areas of IP portfolio management in a variety of business settings in the global economy, including methodologies to evaluate, value and create value from that IP. The course will first adopt a macro lens, covering market participants and dynamics, course of dealing, policy shifts and contemporary thinking related to IP. Next, adopting a micro lens, the course will teach principles of IP portfolio development, protection, and strategic management, focusing on patents and addressing copyrights and trademarks where applicable.

MBA

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MBA 650 MBA CAPSTONE COURSE.

(2)

This course is designed to culminate the one-year MBA program. The course is themed to cover a current, critical topic incorporating knowledge gained throughout the program. Prereq: MBA 600 through 612.

#MBA 660 DATA VISUALIZATION AND ANALYTICS.

(3)

In the course, students will gain skills useful in any field which requires data analysis to inform decision making. Students will acquire hands-on experience with Analytics and BI platforms commonly used in industry such as Tableau, PowerBI, and Qlik. The primary focus of the course will be on preparing interactive dashboards using best practice visualization techniques and communicating analysis findings to stakeholders and senior decision makers. Prereq: DIS 651.