

MBA Curriculum

The MBA curriculum consists of 54 credits (18 courses), which is based on the premise that there is a common body of knowledge important for managerial decision making, and elective courses selected by the student after completion of appropriate prerequisite courses. Some foundation course requirements may be waived based upon prior knowledge gained at the undergraduate level. The three elective courses can be part of one of the Focused Learning Modules options available to MBA students.

Foundation Courses

- **53:135:500 Managerial Economics**
Micro- and macro-economic analysis topics utilized in subsequent MBA courses. Supply, demand and market equilibrium; elasticity, revenue and marginal revenue; fixed, variable, average and marginal cost; perfect competition, monopoly and oligopoly; employment, inflation, monetary policy and determinants of interest rates.
- **53:135:501 Managerial Skills**
This course will provide opportunities to strengthen your managerial skills in three core areas: personal, interpersonal and group. You will forge relationships class-wide and within your assigned learning team, and you will gain a greater sense of your individual strengths and opportunities for personal development. The hallmark of this course is experiential learning so you can expect each session to be highly interactive and participative, involving a combination of lectures, videos, individual and team projects, discussions and hands-on activities.
- **53:135:502 Quantitative Skills**
This course provides mathematical and statistical foundation that will help students in understanding topics presented in courses offered by different functional areas such as finance, accounting, marketing and management. Topics covered include descriptive statistics, probability, discrete and continuous random variables, sampling, confidence intervals, hypothesis testing, and linear regression analysis. The course also includes the use of statistical software programs.
- **53:010:502 Accounting for Financial Reporting**
Comprehensive coverage of the accounting system designed for financial reporting to stakeholders of the firm such as stockholders, creditors, financial analysts, and the public at large. The impact of financial transactions on the operating performance and financial position of the firm are emphasized. Application of GAAP in accounting, accounting irregularities and ethics in financial reporting are incorporated throughout the course.

Core Courses

- **53:010:503 Accounting for Managerial Decisions**
The course covers the accounting systems designed to help management in decision making. Planning (budgeting) and control systems, various product and service costing methods, and cost analysis for pricing replacement, outsourcing, quality and other management decisions are emphasized. Performance evaluation of product lines, divisions, and the firm as a whole including balanced scorecard and incentive systems are also covered. Prerequisite: 53:010:502
- **53:716:502 Business Analytics**
Managers, regardless of their functional responsibilities, make decisions that are driven by data and analysis. This course will help in development of important skills in data analysis and modeling. Through rigorous and guided exercises, students will gain the ability to synthesize pieces of analyzed information to make better decisions. A combination of theoretical and practical mathematical and software tools will be used. In addition to regular lectures, the course will employ computer exercises, case analysis, discussions and team presentations. Special emphasis will be on making the results/decisions end-user-friendly.

- 53:390:506 Financial Management**
 Valuation as the unifying principle of Finance. Topics include forms of business ownership, firm and project cash flows, time value of money, bond and stock valuation, capital budgeting, operating and financial leverage, risk and diversification, and the cost of capital.
 Prerequisites: 53:010:502 and 53:135:500.
- 53:716:513 Operations Management: Productivity & Quality**
 This course provides the foundation for managing the operations of both manufacturing and service organizations. Topics include operations strategy, product and service design, inventory management, facility and capacity planning, forecasting, quality management, supply chain management, and just-in-time operations. Prerequisite: 53:135:502
- 53:623:510 Managing Projects & IT**
 Information technology (IT) is an important driver and enabler of the dramatic transformation of the business landscape. This course is designed to provide future managers with a fundamental understanding of the key IT issues for effective decision making on IT initiatives and investments, and manage the IT assets of an organization. Both managerial and technical aspects of IT management are discussed. Case studies and hands-on assignments reinforce the concepts and current business practices.
- 53:620:506 International Business Environment**
 Introduction to the context of international business. Overview of the economic, ethical, cultural, legal, and political issues that affect operations in the global arena. Discussion of various trade theories, trade barriers, and trade agreements. Modes of entering foreign countries. The study of multinational corporations in terms of their strategies, structures, human resources, and operations. Various regions of the world are explored through case studies.
- 53:620:505 Leadership & Managing Human Capital**
 This course is designed to help students acquire new knowledge and develop skills related to the understanding of managing behavior and processes in organizations. It is also the goal of this course to help you become more aware of your effectiveness as individuals and group/team participants in an organizational setting. Topical coverage includes, but is not limited to, organizational culture and structure, group/team dynamics, leadership and power issues, communication, decision-making, motivation theories and applications, managing stress, and individual differences such as perceptions, attitudes and personality.
- 53:630:508 Marketing Management**
 Addresses marketing frameworks and decision tools for developing products and services that deliver value to customers; segmenting the market and selecting target markets; and designing and implementing the best combination of marketing variables to carry out a firm's strategy, including product, price, promotion, and distribution decisions.
- 53:010:565 Financial Statement Analysis**
 Analysis, understanding, and interpretation of financial statements; simple skills and methods for making common sense of the elaborate financial statements and financial reports prepared according to existing accounting standards and conventions. Skills relevant to credit analyses, lending decisions, security analyses, investment decisions, and other decisions that rely on financial data. Prerequisite: 53:010:502
- 53:533:501 Corporate Social Responsibility, Ethics & Law**
 A business organization's relationships with the external environment; the influence of consumers and labor organizations; ethics; governmental influences, such as taxation, rules and regulations, and antitrust policy; the role of business in the economy. Problems and cases used to illustrate the decision process necessitated in various environmental situations.
- 53:620:672 Strategic Management: Integrating the Enterprise**
 Provides a top management view of the firm. Students analyze the internal and external environments of firms, develop strategy, and work out its implementation. Emphasizes team-building and verbal presentation skills. Improves understanding of diverse critical industries and mega-trends. Capstone course. To be taken in the final term or last term available.

Elective Courses

Nine credits (3 courses) required.