MBA. MBA

MBA-501. FOUNDATIONS OF BUSINESS
Credits: 3
This course provides a foundation for all functional areas of business, including accounting, economics, finance, information systems, international business, management, marketing, law, operations management, and statistics.

MBA-505. FOUNDATIONS OF MANAGEMENT
Credits: 3
This course introduces the distinct objectives of the MBA program. Students will study social responsibility and diversity and how these relate to business ethics for ethical decision-making. Cross-cultural communication as used in a dynamic work environment is investigated from an executive perspective. Students are exposed to the variety of leadership forms in use at work. Professionalism is learned through the lenses of a global marketplace and team performance. Emphasis is placed on analyzing business problems while developing the use of the APA Reference Style.

MBA-512. BUSINESS RESEARCH DESIGN AND METHODS
Credits: 3
This course presents methodology appropriate for conducting research in business organizations. It includes a brief review of introductory MIS principles, the business research process, and a discussion of ethics in the research process. The course will focus on research design and sampling methods, sources and collection of data, probability and probability distributions, estimation and hypothesis testing, and the presentation of data (both oral and written). The emphasis of the course is on data analysis and spreadsheet use in statistics and management science. Course activities may include case analyses, research, application of advanced techniques, and/or utilization of various information technologies.

Co-Requisites
MBA-501.

MBA-516. TOPICS IN OPERATIONS MANAGEMENT
Credits: 3
Operations management is an area of business concerned with the production of goods and services, and involves the responsibility of ensuring that business operations are efficient in terms of using as little resources as needed, and effective in terms of meeting customer requirements. This course will address select topics in operations management. The goal of the course is to enhance the student’s ability to approach and understand various business-related problems by integrating operations methods and applications.

Pre-Requisites
MBA-512.

MBA-520. MARKETING MANAGEMENT
Credits: 3
This course presents a strategic foundation for marketing decision-making. It integrates the tactics of information gathering, environment analysis, competitive analysis, product positioning and the implementation of strategic positioning. Emphasis is placed on written and verbal communications skill development.

Co-Requisites
MBA-501.

MBA-526. TOPICS IN MARKETING
Credits: 3
This course will address select advanced topics in marketing. Topics will include business-to-business marketing, consumer behavior, international marketing, new product development, promotion management, and other current issues.

Pre-Requisites
MBA-520.

MBA-532. MANAGERIAL ECONOMICS
Credits: 3
Problems of the firm and how to solve them. Price and output determination with analysis of cost and demand functions in markets of various types as well as decision-making under conditions of uncertainty and over time. Emphasis is given to firm’s role in the global economy and the theory of international trade. The course will deal with the application of economic theory to business practice.

Co-Requisites
MBA-501.

MBA-536. ADVANCED TOPICS IN INTERNATIONAL BUSINESS
Credits: 3
This course will deal with how and why the world’s countries differ. It will address select topics in International Business. The topics have been chosen to emphasize recent global changes and development. The course will deal with the functions and forms of the international monetary system. It will examine the strategies and structures of international businesses. The implications of international business for International managers, and for their organization’s strategy, structure, and functions. Our objective is to acquaint the student with the advanced topics in global environment of international business policy that underlies much business analysis and decision-making.

Pre-Requisites
MBA-501.
MBA-537. GLOBAL BUSINESS EXPERIENCE  
Credits: 3  
This course is a combination of readings, research, and direct  
experience. The course provides an overview of a Western  
European Society. A ten-day field trip in Western Europe  
is a major learning experience of the course. Site visits are  
made in a number of cities in European countries. Site visits  
include Cities, Regions, and Business and travel centers.  
Arrangements for travel are made during the summer and  
fall, and travel in the spring. The purpose of the course is to  
create a global learning experience using Western Europe  
as a medium to facilitate the student's understanding of the  
global business environment.

MBA-540. FINANCIAL MANAGEMENT  
Credits: 3  
A survey of the tools and techniques currently employed by  
financial decision makers when evaluating organizational  
performance and developing future courses of action.  
Emphasis will be placed upon working capital management  
and capital budgeting techniques.

Co-Requisites  
MBA-501.

MBA-546. TOPICS IN FINANCE  
Credits: 3  
This course will address select advanced topics in finance.  
Topics include, but are not limited to, financial markets  
and institutions, the theories and strategies of derivatives,  
organizational risk management and insurance, and financial  
modeling.

Pre-Requisites  
MBA-540

MBA-552. ORGANIZATIONAL BEHAVIOR AND  
LEADERSHIP  
Credits: 3  
The purpose of this course is to examine organizational and  
leadership issues in the private and not-for-profit sectors.  
The course emphasizes how to become an effective leader  
by achieving mastery over the noisy, incessant, and rapidly  
changing environment. The course focuses on three central  
issues: (1) what makes a person an effective leader; (2)  
how does a leader encourage high performance and build  
commitment; and (3) how does a leader translate intention into  
reality, communicate those intentions, empower others, and  
stay on course while knowing when to change.

Co-Requisites  
MBA-505.

MBA-555. HUMAN RESOURCES LAW AND  
COMPENSATION  
Credits: 3  
This course offers a survey of best practices in the area of  
human resources, with particular attention toward responding  
to the legal and financial environments. Students will learn  
to analyze the impact that statutory, administrative, and  
case law have upon human resource management. Design,  
management, and administration of compensation methods,  
as well as recent developments in benefits packages, are  
covered.

Pre-Requisites  
MBA-501.

MBA-560. FINANCIAL AND MANAGERIAL ACCOUNTING  
Credits: 3  
A basic understanding of both internal and external accounting  
principles and techniques with appropriate application to  
decision models. Financial and managerial accounting  
concepts and issues are considered from the viewpoint of the  
report users.

Co-Requisites  
MBA-501.

MBA-566. TOPICS IN ACCOUNTING  
Credits: 3  
This course will address select advanced topics in accounting.  
Topics include corporate financial reporting, financial and  
tax planning, accounting policies and practices, advanced  
management accounting, and other current issues.

Pre-Requisites  
MBA-560.

MBA-577. TOPICS IN HEALTH CARE MANAGEMENT  
Credits: 3  
This course will address select topics in health care  
management. The purpose of the course is to provide the  
student with an understanding of how applying managerial  
techniques can improve the delivery of high quality healthcare.  
Topics may include (but are not limited to) health law,  
epidemiology, marketing, finance, comparative health care  
systems, and public policy. Course assignments may include  
field interviews of acknowledged experts in the field.

Pre-Requisites  
MBA-501.

MBA-580. BUSINESS AND PUBLIC POLICY  
Credits: 3  
This course introduces students to the various public  
policies that impact directly and indirectly on business  
policy formation. Included is analysis of the ways in which the  
interests of the customer/client, the creditor, the shareholder,  
the employee, the government, and the society interface  
with optimal decision-making by business organizations.  
The course utilizes current business issues to provide  
students with the opportunity to think and write critically and  
entrepreneurially, while being sensitive to ethical, global, and  
policy dimensions.
MBA-585. TOPICS IN ENTREPRENEURSHIP  
Credits: 3  
This course presents an exploration of entrepreneurship in its many forms and manifestations. In addition to entrepreneurship, the course will deal with innovation, venturing, and new product development. Topics will include processes, management practices, organizational culture, current practices and trends, and opportunities within a corporate environment.  

Pre-Requisites  
MBA-501.

MBA-591. STRATEGIC MANAGEMENT AND POLICY  
Credits: 3  
The capstone course integrates a business approach to strategic decision-making which encompasses the business functions of marketing, production, finance, and human resource management. The course will facilitate both conceptual and experiential integration of functional concepts and techniques from the core courses as well as enhance the written and oral communication skills of students.  

Co-Requisites  
MBA-512, MBA-520, MBA-532, MBA-540, MBA-552, MBA-560, MBA-580.

MBA-592. ADVANCED PROJECTS IN BUSINESS  
Credits: 3  
This course requires that students perform advanced research and writing, while developing and honing their professional skills. Topics must be approved by the instructor in advance and research must be based upon (a) Independent Study; (b) Internship/Consulting; (c) Community Service; or (d) Mentorship. It is expected that papers and other course products will meet the quality standards for publication by the Jay S. Sidhu School of Business and Leadership.  

Co-Requisites  
MBA-512, MBA-520, MBA-532, MBA-540, MBA-552, MBA-560, MBA-580.

MBA-598. TOPICS  
Credits: 3  
Special topics in a major field. This course will be offered from time to time as interest and demand justify it.  

Pre-Requisites  
MBA-501.