

COURSES

Full-Time MBA students will complete their studies in three semesters over the course of 18 months. A total of 49 credit hours are required for graduation as outlined below. Students who choose to continue their studies for a fourth semester – after graduation from the MBA program – can do so in pursuit of an additional academic certificate.

FALL – YEAR 1 – 20 credit hours

- ACCT 610 Financial Accounting (3 credit hours): Develops a conceptual framework for understanding and using corporate financial statements. Oriented towards the user of financial accounting data (rather than the preparer) and emphasizes the reconstruction of economic events from published financial data.
- SCMT 610 Quantitative Analysis for Business Decisions (3 credit hours): Formulation and structuring of business problems using selected quantitative techniques; modeling and statistical analysis stress computer applications.
- MGMT 611 Microfoundations of Business Behavior (3 credit hours): A multi-disciplinary analysis of the foundations of business behavior discussing business interaction with customers under alternative market conditions and interaction with suppliers, investors, employees and other stakeholders, considered in the context of alternative legal, political and social institutional arrangements.
- MKTG 613 Marketing Management (3 credit hours): Class examines history of marketing, environment that impacts marketing decisions of firms and consumers, buyer behavior, marketing ethics, marketing research, market segmentation, product positioning, and strategic challenges associated with integrating major marketing mix decision elements: product, price, distribution, and promotion.
- FINC 612 Finance for the Professional I (3 credit hours): Focuses on investment and financing decisions in corporate firms. Emphasizes principles, techniques and applications in corporate finance, including: risk and return, capital budgeting, discounted cash flow valuation, capital structure, and payout policy.
- SCMT 614 Operations Management (3 credit hours): Theory and applications of designing, analyzing and controlling productive systems in the allocation and use of resources to produce goods and services.
- BUAD 620 Business Communications (2 credit hours): Effective oral and written communication for corporate settings; communication theory and practice with core MBA and other courses; practice with oral presentation skills in corporate situations.

SPRING – YEAR 1 – 18 CREDIT HOURS

Mini-mester (5 credit hours):

- MGMT 614 Leading People in Organizations – 3 credit hours Procurement and management of people in organizations including human resource management principles and analysis of how organizations function; performance appraisal,

compensation, training, leadership, group dynamics, decision-making, control mechanisms and organizational change processes.

- MGMT 679 International Business Policy – 2 credit hours Determinants of U.S. competitiveness in international markets; the international environment of business; introduction to multinational enterprises, global competition, international organizations, protection of intellectual property; international trade regulation; strategic trade theory.

Spring Semester (13 credit hours):

- ACCT 620 Management Accounting and Control (3 credit hours): Applications of concepts useful to management, in the analysis of accounting data for the purposes of costing and income determination, decision making and control of various organizational activities.
- FINC 613 Finance for the Professional II (3 credit hours): Focus on advanced topics in domestic and international finance; analysis of dividend, capital structure and refinancing decisions; exposure to financial derivatives; foreign exchange rate determination and risk management.
- MGMT 618 Corporate Strategy and the Political Environment of Business (3 credit hours): Formulation and implementation of corporate strategy with consideration of the political environment of business.
- BUAD 620 Business Communications (1 credit hour): Effective oral and written communication for corporate settings; communication theory and practice with core MBA and other courses; practice with oral presentation skills in corporate situations.
- Specialization course (choose one – 3 credit hours):
- FINC 632 Investment Management: Introductory course in investments; nature and functioning of securities markets; various investment media and tools for analysis of these media; analysis of debt and equity securities. Alternative trading strategies evaluated.
- SCMT 616 Supply Chain Management: Focus on the integrated management of the total product delivery system; purchasing, inventory management and distribution functions with emphasis on physical and information flows.
- MKTG 673 Services Marketing: Marketing concepts and strategy as applied to service organizations, unique characteristics of services, marketing challenges posed by those characteristics and ways to meet those challenges effectively. Special emphasis on service quality.

FALL – YEAR 2 – 11 credit hours

- BUAD 693 Capstone Consulting Project (3 credit hours) Business consulting project course
- BUAD 685 Individual Leadership Development (2 credit hours): Individual Leadership Development spans the entire MBA program. Activities and assignments are designed to help you discover your leadership potential and use this knowledge to achieve greater personal and professional fulfillment in your life and career.

- TWO Directed Electives – 6 credit hours Choose two three-hour courses from a list of graduate level courses, approved for your chosen track, in Mays Business School. Subject areas can include Accounting, Finance, Data Analytics, Supply Chain Management, Strategic Management, Marketing, and Entrepreneurship.
SPRING – YEAR 2 – for those who choose to complete a certificate program after graduation
- 9-12 credit hours: Courses in support of Certificates