CORE COURSES

ACC 5130 | Managerial Accounting (3)
A course emphasizing basic accounting techniques and their use in preparing and analyzing financial statements and in making managerial decisions. This course will show the relationship of the cost function to other accounting and organizational functions. Students will acquire an understanding of costs and cost behavior as well as acquiring the skills to use cost information for planning and control decisions.

BUA 5030 | Communications for Managers (3)
This course is designed to examine and improve the communications skills of managers. The course will focus on issues in communication essential to effective leadership in business settings and will include both verbal and nonverbal forms of communication. Special attention is given to crisis communications, reputation management, practical communication principles and theories applicable in real world settings, everyday communications in the modern business environment—including written and oral interactions, the development of critical thinking skills and the development of understanding of language for building and maintaining corporate integrity.

BUA 5310 | The Legal and Regulatory Environment of Business (3)
The primary purpose of this course is to help managers understand the maze of government regulations. After an introduction to the basics of administrative law, students will cover areas of regulation including labor and employment law, environmental law, securities regulation, and antitrust law. Students will also study intellectual property law and legal issues relating to consumer protection, commercial speech, and the regulation of advertising.

ECO 5090 | Managerial Economics in a Global Economy (3)
A study of how economics helps managers make better decisions. An emphasis is placed on forecasting an organization’s sales through tools such as regression analysis. Other topics include how organizations can optimize their production decisions, manage their costs, and respond profitably to regulation and deregulation. Throughout the course, the effects of globalization and global economic policies are discussed.

FIN 5330 | Financial Markets and Corporate Strategy (3)
This course integrates capital structure and corporate financial decisions with corporate strategy. It looks at financial decision making with the objective of understanding its relation to corporate strategy. An integral area is the understanding of financial markets and valuation and learning how to carry this understanding to real domestic and global decisions. This course addresses other important issues facing financial managers such as allocating capital for real investments, financing the firm, knowing whether and how to hedge risk, and allocating funds for financial investments.

MGT 5020 | Leadership and Organizational Behavior (3)
A course designed to improve leadership skills of managers. Students will explore how to develop a high performing organization through the study of leadership theory and practices, organization culture, motivation, decision-making, and group behavior.

MGT 5290 | Global Supply Chain and Operations Management (3)
Operations and supply chain management are the means through which a firm’s strategic plans are effectively realized. Typically, the vast bulk of a company’s people and assets are engaged in operations of one sort or another. Managing operations means dealing with products and services. This course will sharpen participants’ insights to the impact of corporate decisions on operations and supply chain management through data analysis, case studies, and development of a publishable paper. Prerequisites: significant content coverage in statistics. Co-requisite: ECO 5090 or MBA 5070 or undergraduate or graduate equivalent.

MGT 5750 | Strategic Management (3)
This is the capstone course in the MBA program. Strategy development and implementation will be examined. This course will sharpen participants’ insights to the complexity of strategy formulation and execution through executive decision making in a global environment, development of business plans, and case studies. Recommended Pre/Co-requisites: ECO 5090, FIN 5330, MGT 5290, and MKT 5110.

“On several occasions, I have gone into work the morning after learning a new theory or technique and was able to apply it. I have been able to speak to upper management more eloquently and more confidently as I have become more educated.”

– Amy Huston
Current MBA student
MIS 5400 | Information Systems in Practice: Managerial Challenges and Opportunities (3)
The course addresses contemporary information systems implementation, operations, and management issues. Students will consider how information technology can be used to achieve business goals and leverage information for competitive advantage.

MKT 5110 | Marketing in a Global Economy (3)
This course emphasizes development of sound marketing strategies within a global context. Product, promotion, price, and distribution decisions will be examined within the constraints of cultural, political, and economic settings that confront multinational enterprises.

PHL 5010 | Managerial Ethics (3)
Recognition of and response to ethical issues, which occur in managerial settings. Case studies will be used to stimulate reflection on individual and societal moral values and to help students identify recurring problems of values arising in their managerial settings. The seminar focuses also on how ethical issues arise in the practice of management and how the use of ethical theory can be employed to clarify these issues.