

# MBA, GENERAL CONCENTRATION

## Master of Business Administration: MBA

| Code   | Title                                       | Credits   |
|--|---|-----------|
| <b>Pre-requisite Courses</b> <sup>1</sup>          |   |           |
| FIN 493  | Statistical Concepts & Terminology          | 1         |
| <b>Required Courses</b>                            |   |           |
| MBA 606  | Accounting for Managers                     | 3         |
| MBA 607  | Strategic Marketing Management              | 3         |
| MBA 609  | Management of Production and Operations     | 3         |
| MBA 660  | Legal and Ethical Environment of Management | 3         |
| MBA 670  | Financial Analysis                          | 3         |
| MBA 681  | International Business & Leadership         | 3         |
| MBA 684  | Managerial Economics                        | 3         |
| MBA 685  | Strategic Management and Policy             | 3         |
| <b>II. Concentrations</b>                          |   |           |
| Select <b>one</b> of the following Concentrations: |   | 12        |
| General MBA Concentration                          |   |           |
| Hospitality Concentration                          |   |           |
| Leadership Concentration                           |   |           |
| Marketing Concentration                            |   |           |
| <b>Total Credits</b>                               |   | <b>37</b> |

<sup>1</sup> The pre-requisite courses offer students whose undergraduate degrees are in non-business areas a foundation in business terminology. FIN 493 Statistical Concepts & Terminology (1 cr.) is a basic statistics course for those who have not completed a college-level statistics course.

## General MBA Concentration

| Code                                 | Title   | Credits   |
|--------------------------------------|---|-----------|
| Select <b>four</b> of the following: |   | 12        |
| MBA 521                              | Business to Business Marketing                        |           |
| MBA 531                              | Sales Management                                      |           |
| MBA 550                              | Diversity Management                                  |           |
| MBA 556                              | Organization and Managerial Behavior and Theory       |           |
| MBA 557                              | Interpersonal and Managerial Skills in Organizations  |           |
| MBA 560                              | Leadership & Team Management                          |           |
| MBA 561                              | Entrepreneurship                                      |           |
| MBA 565                              | Human Resource Management                             |           |
| MBA 620                              | Negotiation & Mediation: Agreements in Law & Business |           |
| MBA 630                              | Application of Management Decision Instruments        |           |
| MBA 652                              | Organization Development & Change Management          |           |
| MBA 680                              | Technology Management                                 |           |
| MBA 686                              | Seminar in Management Issues                          |           |
| <b>Total Credits</b>                 |   | <b>12</b> |