

# BUSINESS ADMINISTRATION, MBA

The MBA degree prepares students for executive and managerial positions in both the private and public sectors. Emphasis is placed on the development of critical knowledge across a variety of business disciplines and problem-solving and decision-making abilities. The degree includes broad preparation in business administration while allowing for a concentration in a specific business discipline or related disciplines.

Students may select a concentration consisting of three related courses designed from curricula housed in the Heller College of Business and the College of Humanities, Education, and Social Sciences.. Multiple concentrations may also be pursued (this will require an increased number of credit hours- speak to a graduate adviser for details).

Within the Heller College of Business, students may choose a concentration from the following areas: accounting, accounting forensics, finance, hospitality and tourism management, human resource management, information systems, international business, management, marketing, real estate, and social entrepreneurship.

Students' second option is to choose a concentration from another graduate program within the university. These options and variations open a variety of career paths to MBA graduates. These concentrations include, but are not limited to: economics, health services administration, industrial/organizational psychology, integrated marketing communications, and training and development.

## Requirements

To earn the MBA, students must successfully complete 33 credit hours. Typically, this includes eleven courses: seven core courses, three courses in an area of concentration, and one elective. Of the 12 core and concentration courses required for the degree, at least nine must be courses offered in the College of Business. If the concentration selected is outside the College of Business, then the elective must be a Heller College of Business course. Students may elect to do a maximum of two concentrations, although one concentration must be inside of the Heller College of Business. Students completing two concentrations will have the graduate elective waived and will complete a total of 43 credit hours.

Students should also plan their programs of study so that all prerequisites are completed before enrolling in any course that has a prerequisite.

Code	Title	Credit Hours
<b>Core Courses</b>		
ACCT 405	ACCOUNTING FOR EXECUTIVES	3
FIN 408	FINANCE FOR DECISION MAKERS	3
INFS 401	INFORMATION RESOURCE MANAGEMENT	3
MGMT 403	STATISTICS FOR BUSINESS DECISIONS	3
MGMT 423	PEOPLE MANAGEMENT AND ORGANIZATIONAL BEHAVIOR	3
MGMT 489	STRATEGIC MANAGEMENT -- SINGLE BUSINESS ORGANIZATIONS	3
MKTG 406	MARKETING STRATEGY: THEORY & PRACTICE	3

### Concentration

Three courses chosen from a single area	9
<b>Elective</b>	
One graduate-level course approved by the academic advisor.	3
<b>Total Credit Hours</b>	<b>33</b>

## Concentration Options within the College of Business

### Accounting Concentration

Code	Title	Credit Hours
<b>Required:</b>		
ACCT 406	ISSUES IN ASSET VALUATION	3
ACCT 407	ISSUES IN INCOME DETERMINATION	3
Choose one of the following:		
ACCT 414	ADVANCED ACCOUNTING	3
ACCT 433	PROFESSIONAL PRACTICE OF AUDITING	3
ACCT 442	ADVANCED COST & MANAGERIAL ACCOUNTING	3
ACCT 450	ACCOUNTING INFORMATION SYSTEMS	3
ACCT 454	GOVERNMENTAL & NONPROFIT ACCOUNTING	3
ACCT 456	FEDERAL TAXATION	3
ACCT 491	ACCOUNTING RESEARCH & ANALYSIS	3
ACCT 492	PROFESSIONAL ACCOUNTING INTERNSHIP	3
ACCT 493	SEMINAR: THEORY & CASES FINANCIAL MANAGEMENT	3
<b>Total Credit Hours</b>		<b>9</b>

### Accounting Forensics Concentration

Code	Title	Credit Hours
Select three of the following:		
ACCT 471	FRAUD EXAMINATION	3
ACCT 473	FINANCIAL STATEMENTS AND FRAUD	3
ACCT 474	ANTI-MONEY LAUNDERING	3
ACCT 475	COMPUTER FORENSICS & AUDITING	3
ACCT 477	TOPICS IN BUSINESS FORENSICS	3
ACCT 492	PROFESSIONAL ACCOUNTING INTERNSHIP	3
<b>Total Credit Hours</b>		<b>9</b>

### Finance Concentration

Code	Title	Credit Hours
Select three of the following:		
FIN 454	INTERNATIONAL FINANCIAL ANALYSIS	3
FIN 482	THEORY & CASES FINANCIAL MANAGEMENT	3
FIN 483	CAPITAL MARKETS & FINANCIAL INSTITUTIONS	3
FIN 485	INVESTMENT THEORY	3

FIN 492	PROFESSIONAL FIN INTERNSHIP	
Total Credit Hours		9

### Human Resource Management Concentration

Code	Title	Credit Hours
HRM 400	STRATEGIC ISSUES IN HUMAN RESOURCES	3
HRM 434	EMPLOYEE SELECTION & STAFFING	3
HRM 438	COMPENSATION MANAGEMENT	3
Total Credit Hours		9

### Information Systems Concentration

Code	Title	Credit Hours
Select three of the following:		9
INFS 402	BUSINESS ANALYSIS	
INFS 412	DATABASE SYSTEMS	
INFS 413	DATA ANALYTICS AND MANAGEMENT	
INFS 421	ACCOUNTING INFORMATIONS SYSTEMS	
INFS 451	DECISION SUPPORT SYSTEMS	
INFS 488	PROJECT MANAGEMENT	
INFS 492	PROFESSIONAL INFORMATION SYSTEMS INTERNSHIP	
Total Credit Hours		9

### Management Concentration

Code	Title	Credit Hours
Select three of the following:		9
MGMT 402	BUSINESS ANALYSIS	
MGMT 405	SOCIAL ENTREPRENEURSHIP I: CREATING THE VISION	
MGMT 406	SOCIAL ENTREPRENEURSHIP II: IMPLEMENTATION	
MGMT 421	OPERATIONS MANAGEMENT	
MGMT 423	PEOPLE MANAGEMENT AND ORGANIZATIONAL BEHAVIOR	
MGMT 440	BUSINESS PLAN & STRATEGY NEW VENTURES	
MGMT 452	INTERNATIONAL BUSINESS ENVIRONMENT ANALYSIS	
MGMT 470	ORGANIZATIONAL CHANGE AND DEVELOPMENT	
MGMT 488	PROJECT MANAGEMENT	
MGMT 491	SPECIAL TOPICS IN MANAGEMENT	
MGMT 492	PROFESSIONAL MANAGEMENT INTERNSHIP	
Total Credit Hours		9

### Marketing Concentration

Code	Title	Credit Hours
Select three of the following:		9
MKTG 425	COMMUNICATION & CONSUMER BEHAVIOR	

MKTG 426	RESEARCH FOR MARKETING DECISIONS	
MKTG 440	BUSINESS PLAN & STRATEGY NEW VENTURES	
MKTG 456	INTERNATIONAL MARKETING ANALYSIS	
MKTG 492	PROFESSIONAL MARKETING INTERNSHIP	
Total Credit Hours		9

### Real Estate Concentration

Code	Title	Credit Hours
Select three of the following courses:		9
REES 401	REAL ESTATE PROCESS	
REES 405	URBAN LAND ECONOMICS	
REES 411	REAL ESTATE FINANCE AND INVESTMENT	
REES 415	REAL ESTATE VALUATION	
REES 421	REAL ESTATE LAW	
REES 431	PRINCIPLES OF REAL ESTATE MANAGEMENT	
REES 441	REAL ESTATE DESIGN & FEASIBILITY	
REES 451	PUBLIC PRIVATE PARTNERSHIPS	
REES 461	PROJECT MANAGEMENT FOR DESIGN AND CONSTRUCTION	
REES 481	REAL ESTATE DEVELOPMENT	
REES 492	PROFESSIONAL REAL ESTATE INTERNSHIP	
REES 493	SPECIAL TOPICS IN REAL ESTATE	
Total Credit Hours		9

### TRAINING AND DEVELOPMENT CONCENTRATION

Code	Title	Credit Hours
Required TRDV Course		
TRDV 400	INTRODUCTION TO TRAINING & DEVELOPMENT	3
TRDV 411	TRAINING DELIVERY	3
TRDV 450	LEARNING TECHNOLOGIES	3
Total Credit Hours		9

### Examples of Concentration Options outside of the College of Business

#### INDUSTRIAL/ORGANIZATIONAL PSYCHOLOGY CONCENTRATION

Code	Title	Credit Hours
Select three of the following:		9
PSYC 463	PERSONNEL PSYCHOLOGY	
PSYC 662	CONFLICT RESOLUTION IN ORGANIZATIONS	
PSYC 663	SPECIAL TOPICS: INDUSTRIAL/ ORGANIZATIONAL PSYCHOLOGY	
PSYC 664	JOB ANALYSIS & PERFORMANCE MANAGEMENT	

PSYC 668	ORGANIZATIONAL ASSESSMENT/ DEVELOPMENT	
PSYC 671	DIVERSITY IN ORGANIZATIONS	
PSYC 673	CONSULTING SKILLS	
Total Credit Hours		9

### Marketing Communications Concentration

MBA candidates who wish to concentrate on Marketing Communications (IMC) must take the following classes in sequence:

Code	Title	Credit Hours
IMC 405	BRAND MKTG AND COMM METHODS	3
IMC 446	BRAND PLANNING AND MESSAGE STRATEGY	3
Choose one 400-level IMC course (Excluding: IMC 480, and IMC 499)		3
Total Credit Hours		9

MBA students are not allowed to take any IMC classes for which they do not have the prerequisites. It is recommended that MBA students take MKTG 406 MARKETING STRATEGY: THEORY & PRACTICE either before or concurrently with IMC 405 BRAND MKTG AND COMM METHODS.

Your degree map is a general guide suggesting courses to complete each term on the academic pathway to your degree. It is based on the most current scheduling information from your academic program. Your program's degree map is reviewed annually and updated as schedules change (although you retain the same course requirements as long as you are continuously enrolled in your degree program).

Always work closely with your academic advisor to understand curriculum requirements and scheduling, as each student's academic plan can look slightly different. No more than two grades of C (not C-) may be applied toward the 36 hours used for the degree. A graduate course can only be repeated once; no more than two courses can be repeated.

Year 1			
Fall	Credit Hours	Spring	Credit Hours
ACCT 405 <sup>1,2</sup>		3 MGMT 403, INFS 401, or MGMT 423 <sup>1,2</sup>	3
MKTG 406 <sup>2</sup>		3 MGMT 403, INFS 401, or MGMT 423	3
MGMT 403, INFS 401, or MGMT 423		3 1 CONCENTRATION COURSE	3
		9	9

Year 2			
Fall	Credit Hours	Spring	Credit Hours
FIN 408 <sup>1,2</sup>		3 Approved Graduate Elective	3
1 CONCENTRATION COURSE		3 MGMT 489 <sup>1,2</sup>	3

1	3	
CONCENTRATION COURSE		
		9
Total Credit Hours 33		6

1  
ACCT 405 ACCOUNTING FOR EXECUTIVES and MGMT 403 STATISTICS FOR BUSINESS DECISIONS are prerequisites for FIN 408 FINANCE FOR DECISION MAKERS

2  
ACCT 405 ACCOUNTING FOR EXECUTIVES, FIN 408 FINANCE FOR DECISION MAKERS, MGMT 403 STATISTICS FOR BUSINESS DECISIONS, MKTG 406 MARKETING STRATEGY: THEORY & PRACTICE are prerequisites for MGMT 489 STRATEGIC MANAGEMENT -- SINGLE BUSINESS ORGANIZATIONS

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Year 1			
Fall	Credit Hours	Spring	Credit Hours
ACCT 405 <sup>1,2</sup>		3 MGMT 403, INFS 401, or MGMT 423 <sup>1,2</sup>	3
MKTG 406 <sup>2</sup>		3 MGMT 403, INFS 401, or MGMT 423	3
		6	6

Year 2			
Fall	Credit Hours	Spring	Credit Hours
FIN 408 <sup>1,2</sup>		3 Approved graduate elective	3
MGMT 403, INFS 401, or MGMT 423		3 1 CONCENTRATION COURSE	3
		6	6

Year 3			
Fall	Credit Hours	Spring	Credit Hours
1 CONCENTRATION COURSE		3 MGMT 489 <sup>1,2</sup>	3
1 CONCENTRATION COURSE		3	3
		6	3

Total Credit Hours 33

1

ACCT 405 ACCOUNTING FOR EXECUTIVES, and MGMT 403 STATISTICS FOR BUSINESS DECISIONS are prerequisites for FIN 408 FINANCE FOR DECISION MAKERS

2

ACCT 405 ACCOUNTING FOR EXECUTIVES, FIN 408 FINANCE FOR DECISION MAKERS, MGMT 403 STATISTICS FOR BUSINESS DECISIONS, and MKTG 406 MARKETING STRATEGY: THEORY & PRACTICE are prerequisites for MGMT 489 STRATEGIC MANAGEMENT – SINGLE BUSINESS ORGANIZATIONS