

# MBA CORE (MBAC)

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## **MBAC-6000: Leading & Managing Effective Organizations (3 hours)**

Designed to provide students with the skills and knowledge to facilitate innovative leadership and management within different types of organizations. Focuses on the impact of leadership and management on organizational effectiveness. Students will hone their critical thinking and problem-solving skills, learn attributes of successful leaders and managers, the challenges they face in a global society, and how they build relationships and impact culture for organizational sustainability and innovations.

## **MBAC-6050: Ethics, Law & Communication in Decision Making (3 hours)**

Introduces the legal and ethical obligations in business. Knowledge of law and ethics must be included into managerial decisions. Students will learn to apply and communicate ethical frameworks to business decisions, with a lens on social responsibility. Evidence that proactive and effective communication can provide a competitive edge to organizations, reducing risk and liability.

## **MBAC-6100: Global Marketing in a Digital Era (3 hours)**

Provides students with the knowledge and understanding of the global marketing environment through key marketing concepts, digital marketing tools and global marketing strategy. Challenges students to think critically about the global marketplace. Students will hone their approach to global marketing decisions, policies and strategies and learn to formulate and evaluate a global marketing plan through the use of digital marketing tools and techniques.

## **MBAC-6150: Organizational Behavior (3 hours)**

### **MBAC-6155: Organizational Behavior for Competitive Advantage (3 hours)**

This course focuses on providing students with cutting edge thinking about how organizational behavior creates competitive advantage through the people within an organization. Organizational behavior functions as a system that focuses on the individuals and groups who create, innovate, and execute the organization's strategy. Knowing how to motivate and mobilize an organization's human capital is critical to organizational performance. This course will assist students in developing a systematic understanding of why people behave the way they do and understand how to translate that knowledge into organizational applications.

## **MBAC-6200: Economics for Managers (3 hours)**

Examines key economic concepts critical to managerial decision-making within today's business environment with an emphasis on national and global real-world applications. Incorporates both microeconomic and macroeconomic principles. Prerequisite: Passing score on Common Professional Component (CPC) based comprehensive exam in the Economics section, passing score on academic leveling course (ALC), or a 3-credit undergraduate course in economics.

## **MBAC-6250: Strategy for Entrepreneurship & Innovation (3 hours)**

Challenges students to think about how to create, build or change an organization through sound leadership and management theories, personal relationships, creative and critical thinking, as well as how design thinking and innovation principles can be used to create value.

## **MBAC-6300: Accounting for Decision Making (3 hours)**

Provides students with an understanding of accounting information critical in planning, control and decision-making to achieve stated goals within an organization. Incorporates the use of cases that focus on accounting data in directing the decisions and strategy of businesses. Identifies skills to analyze financial information through the use of appropriate accounting software in order to make sound managerial decisions. Prerequisite: Passing score on Common Professional Component (CPC) based comprehensive exam in the Accounting section, passing score on academic leveling course (ALC), or a 3-credit undergraduate course in accounting.

## **MBAC-6350: Managing Human Capital (3 hours)**

Information on how organizational managers and leaders must understand how changing technologies, demographics, mergers and acquisitions, and globalization influence the potential of human capital to create and maintain strategic competitive advantage. Focus on how expanding the leadership and talent pool by having a sound diversity strategy can create competitive advantage. Addresses issues such as immigration, diversity laws, work-life balance, equal opportunity, ageism and the multigenerational workforce.

## **MBAC-6400: Statistics Applied to Managerial Problems (3 hours)**

Provides students with an understanding of statistical data for the primary purpose of managerial problem solving and decision making. Topics include probability distributions, estimation and hypothesis testing, quality control and regression analysis. Applications of statistical techniques to issues in marketing, investment analysis and manufacturing.

## **MBAC-6450: Financial Management (3 hours)**

Develops the financial skills and critical thinking necessary to understand and discuss financial policy decisions in a global economy. Topics covered include: financial statement analysis for decision making; developing an understanding of the time value of money; the cost of capital, valuation of stocks and bonds, management of short-term assets, short-term and long-term financing, capital markets, and multinational financial management. Also addresses the impact of legal, social, technological and ethical considerations on efficient economic outcomes.

## **MBAC-6500: Global Management (3 hours)**

Focuses on how globalization has opened the world to organizations and provides students the skills and knowledge to perform effectively as a leader within a company with global presence. Topics cover the broader themes about globalization and its implications, as well as multinational business strategies, from exporting to foreign direct investment, as well as economic, political and cultural influences on the international marketplace.

## **MBAC-6950: Independent Study in Business Administration (1-6 hours)**

### **MBAC-6990: Capstone (3 hours)**

The capstone course is a culmination of your MBA coursework and is taken in the final term of your program. Gives students the opportunity to utilize the knowledge and skills developed through the MBA program. Through the MBA course portfolio signature assignments, students will demonstrate how knowledge learned impacts their business leadership. Prerequisite: B or higher in all MBA core courses or division chair consent.