MBA Course Descriptions

Graduate Business Course offerings (note courses with an “MBA” prefix are offered in a blended format)

**MBA600 History of Management Decision Making** (3 Credit Hours)

This course will provide an in-depth understanding of the theories and practices that have shaped management theory. Schools of thought including scientific management, organization theory behavioral science, and management science and their impacts on society will be explored. Emphasis will be placed on how these foundations of management theory impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to Principles of Management (MGMT300).

**MBA610 Managers’ Use of Accounting in Decisions** (3 Credit Hours)

This course will provide an in-depth understanding of the accounting theories and practices used by management in making decisions. Cost allocation theories, transfer pricing, and variance analysis will be explored. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to College Algebra (MATH105), and demonstrated competency equivalent to Elements of Statistics (STAT260), and demonstrated competency equivalent to Principles of Accounting I and II (ACCT215 and ACCT220).

**MBA620 Employees’ Decisions in Organizations** (3 Credit Hours)

This course will provide an in-depth understanding of how decisions related to organizational behavior can impact the organization’s success. This course will focus on organizational culture, individual differences, coping, power, team dynamics and organizational processes in the decision making process. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisite: Demonstrated competency equivalent to Principles of Management (MGMT300).

**MBA630 Customers’ Decisions in the Marketplace** (3 Credit Hours)

This course will provide an in-depth understanding of how decisions related to marketing and consumer behavior can impact the organization’s success. This course will focus on the theories underlying and decision-making process used to evaluate market orientation and analysis, consumer behavior, and strategic marketing. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to Principles of Microeconomics (ECON220), demonstrated competency equivalent to Principles of Marketing (MKTG300).
MBA640 Supplier Decisions and Support  (3 Credit Hours)
This course will provide an in-depth understanding of how decisions related to the supply chain impact the organization’s success. This course will focus on the strategic framework, design of networks, logistics, planning and control of supply systems in the decision making process. The interaction of supply chain management and quality assurance will be explored. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to Principles of Microeconomics (ECON220), and demonstrated competency equivalent to College Algebra (MATH105), and demonstrated competency equivalent to Principles of Management (MGMT300), and demonstrated competency equivalent to Principles of Marketing (MKTG300).

MBA650 Employers’ Decisions in the Workplace  (3 Credit Hours)
This course will provide an in-depth understanding of how decisions related to human resources and managing the human capital of the organization can impact the organization’s success. This course will focus on how planning and incentive structures are used in human resources in the decision making process. The course will evaluate performance management, compensation management, and governance and legal issues involved in managing the workforce. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to Principles of Accounting II (ACCT220) and demonstrated competency equivalent to Principles of Management (MGMT300).

MBA660 Investors’ and Creditors’ Decisions  (3 Credit Hours)
This course will provide an in-depth understanding of corporate finance theories and practices and their use by management in making decisions. Financial ratios, time value of money, cost of capital, and risk and return concepts will be explored. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisites: Demonstrated competency equivalent to Principles of Microeconomics (ECON220) and MBA610.

MBA710 Implementation of Change  (3 Credit Hours)
This course will provide an in-depth understanding of how decisions related to change can impact the organization’s success. This course will focus on the forces that impact and strategies for adaptation to change. The course will examine how change impacts stakeholders as well as how organizational change impacts the decision-making process. Emphasis will be placed on how these theories and practices impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisite: Demonstrated competency equivalent to Principles of Microeconomics (ECON220) and MBA600.
MBA720 Leadership in Decisions (3 Credit Hours)

This course will provide an in-depth understanding of leadership with an emphasis on organizational settings. Leadership theories and their impact and influence on decision making will be explored. Emphasis will be placed on how these theories and practices impact decisions made by internal and external stakeholders. Prerequisite: MBA600.

MBA790 Strategic Decision Making (3 Credit Hours)

This course is designed as a capstone experience to provide an in-depth understanding of how decisions can be made strategically within the organization. The impact of assumptions, controversies, rationality, power, and chance will be explored while considering the impact of and on the functional areas of the business organization. Emphasis will be placed on how theories of strategic management and practice impact decisions made today in an organizational context and how those decisions impact internal and external stakeholders. Prerequisite: MBA600, and MBA610, and MBA660 (note: MBA660 may be taken concurrently with MBA790)