Master of Business Administration Program

Associate dean
  • David W. Frasier

Assistant deans
  • David Deyak, Colleen Downie, Dawn Kluber

Professional degree: M.B.A.
Professional minors: finance; marketing management; strategic management of innovation; supply chain and analytics
Faculty: http://tippie.uiowa.edu/people/azfaculty.cfm
Web site: http://tippie.uiowa.edu/mba/

The Henry B. Tippie School of Management offers a Master of Business Administration (M.B.A.) program that provides students with a foundation for future growth and flexibility in professional management. The program, which is fully accredited by AACSB International—the Association to Advance Collegiate Schools of Business, enables students to build broad-based professional portfolios of analytical skills, knowledge, leadership, and applied experiences. The curriculum is rigorous, yet learning takes place in a collaborative environment that builds teamwork skills and encourages independent problem solving.

Students in Tippie M.B.A. programs come from every region of the United States and from countries worldwide. They represent a variety of backgrounds, undergraduate majors, and professional experience. The curriculum is designed for college graduates in any field; previous business course work is not required. However, full-time work experience is typically required for admission. Contact the Tippie School of Management for a brochure listing complete program requirements.

The Departments of Accounting, Economics, Finance, Management and Organizations, Management Sciences, and Marketing all contribute to the Master of Business Administration program through faculty participation and course work.

Professional Programs of Study

  • Master of Business Administration
  • Minor in finance
  • Minor in marketing
  • Minor in strategic management of innovation
  • Minor in supply chain and analytics

The Tippie School of Management offers several M.B.A. programs: full-time M.B.A., M.B.A. for professionals and managers, an executive M.B.A., M.B.A. (in Hong Kong), and the CIMBA Program—M.B.A. (in Italy). Students in the full-time M.B.A. program have the opportunity to enroll in one of several joint degree programs, simultaneously earning an M.B.A. and a graduate or professional degree in law, medicine, or public health; see "Joint M.B.A./Graduate and Professional Degrees" below.

Full-time M.B.A.

The full-time M.B.A. program requires 60 s.h. of graduate credit, including 31 s.h. of required courses and 29 s.h. of career academy and elective course work.

Students complete business foundation (core) courses during their first semester in the program (fall) and advanced core courses, career academy courses, and electives in the remaining three semesters. M.B.A. students must complete MBA:8100 Business Acumen and Career Development, a core course that provides training and experience in and outside the classroom in career advancement, functional development, and professionalism. It also offers skill-building activities for the individual career academies. In addition, students take part in a required Global Learning Opportunity in MBA:8500 Seminar in International Business or an approved alternative in an international location to increase their understanding of the global business environment and its implications for business conduct.

The program's career academies are the framework through which students become experts in a specific business field. Each career academy provides a unique set of curricular offerings as well as academic and professional experiences that include industry projects, interactions with the business community and with alumni, and skill-building activities designed to increase each student's marketability. Before the second semester (spring), students choose one of the following career academies and concentration tracks based on their career goals.

  Business Analytics concentration
  Corporate Finance concentration
  Finance — Investment Management concentration
  Marketing Management — Managing Customers, Products, and Brands concentration
  Strategic Innovation Career Academy (two concentration tracks: strategic management of innovation concentration; supply chain and analytics; only available to students who graduate on or before May 2016)

The full-time M.B.A. program's study plan is as follows.

First Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8100</td>
<td>Business Acumen and Career Development</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8110</td>
<td>Marketing Management</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8120</td>
<td>Management in Organizations</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8140</td>
<td>Corporate Financial Reporting</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8150</td>
<td>Business Analytics</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8180</td>
<td>Managerial Finance</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8190</td>
<td>Operations Management</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8300</td>
<td>Strategic Management and Policy</td>
<td>2 s.h.</td>
</tr>
</tbody>
</table>

Second Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8160</td>
<td>Managerial Economics</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MBA:8200</td>
<td>Strategic Business Consulting</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MBA:8220</td>
<td>Ethics and the Law</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>Academy courses/electives</td>
<td></td>
<td>8 s.h.</td>
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</table>

Third Semester

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Semester Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8100</td>
<td>Business Acumen and Career Development</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MBA:8500</td>
<td>Seminar in International Business</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>Academy courses/elective</td>
<td></td>
<td>11 s.h.</td>
</tr>
</tbody>
</table>
Joint M.B.A./Graduate and Professional Degrees

Joint degree programs allow students to pursue two degrees simultaneously, earning both more quickly than they would if they pursued each degree separately. The Tippie School of Management collaborates with several other University of Iowa academic units to offer joint professional or graduate degrees: an M.B.A./J.D. with the College of Law; an M.B.A./M.D. or an M.B.A./M.D. post-doctoral degree with the Carver College of Medicine; and an M.B.A./M.H.A. with the College of Public Health.

Separate application to each degree program is required. Applicants must be admitted to both programs before they may be admitted to the joint degree program.

M.B.A. for Professionals and Managers

The M.B.A. for Professionals and Managers (M.B.A.-PM) program requires 45 s.h. of graduate credit. The program is tailored for working professionals building on the synergies of concurrent work and learning. It prepares graduates to be effective managers and leaders in the global marketplace. The curriculum is designed for students with varied backgrounds, undergraduate majors, and professional experience. Previous course work in business is not required.

Courses are offered each semester during evening hours or weekends at three locations in Iowa: in Cedar Rapids at the Tippie College of Business Cedar Rapids Center, in Des Moines at the John and Mary Pappajohn Education Center (JMPEC), and in the Quad Cities at the Palmer College of Chiropractic; see Program Locations on the school's web site. M.B.A.-PM students also may enroll in full-time M.B.A. courses in Iowa City when space is available.

The M.B.A.-PM program requirements include a business core of nine courses plus six business electives. The core develops competency in general management skills and key functional business areas. The electives contribute to the development of an area of expertise and foster a deeper understanding of management and business practices. Electives are offered in marketing, finance, leadership and management, and entrepreneurship, with a smaller number offered in analytics, management information systems, and operations. Students may take part in several Global Learning Opportunities in international locations to increase their understanding of the global business environment and its implications for business conduct and decision making.

Students can earn the degree in as few as two and a half years, but they may have up to 10 years to complete it. Most students earn the M.B.A. in about three years, taking two courses each fall and each spring semester and one course during the summer. Course sequencing is flexible. A sample study plan follows.

**FIRST YEAR**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA:8110</td>
<td>Marketing Management</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MBA:8120</td>
<td>Management in Organizations</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MBA:8140</td>
<td>Corporate Financial Reporting</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MBA:8150</td>
<td>Business Analytics</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>Business elective</td>
<td></td>
<td>3 s.h.</td>
</tr>
</tbody>
</table>
SECOND YEAR
MBA:8160 Managerial Economics 3 s.h.
MBA:8180 Managerial Finance 3 s.h.
MBA:8190 Operations Management 3 s.h.
Two business electives 6 s.h.

THIRD YEAR
MBA:8210 Global Business Strategy 3 s.h.
MBA:8300 Strategic Management and Policy 3 s.h.
Three business electives 9 s.h.

Admission

The M.B.A.-PM program admits students for summer, fall, or spring entry; applications are accepted throughout the year. Admission decisions are based on completed application materials, including quality of work experience, undergraduate grade-point average, scores on the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) General Test, and recommendations. Applicants should have at least one and one-half years of postbaccalaureate professional work experience before admission.

Applicants whose first language is not English must score at least 100 (Internet-based) on the Test of English as a Foreign Language (TOEFL) or must have a successful admission interview. In place of TOEFL, the program accepts International English Testing System (IELTS) scores. For information about registering for TOEFL or IELTS and reporting scores to the University, visit English Requirements for MBA Admission on the Office of Admissions web site.

Admission decisions are made before registration begins for completed applications received by the priority application deadline. Admitted applicants who have met the priority application deadline may request registration for classes on the first registration date. The University must receive completed application materials by the following application deadlines.

- Priority deadline for summer session (May): March 1
- General deadline for summer session (May): April 30
- Priority deadline for fall semester (August): May 1
- General deadline for fall semester (August): July 30
- Priority deadline for spring semester (January): October 1
- General deadline for spring semester (January): December 30

Enrollment in Courses Before Formal Admission

Individuals who have not yet been admitted to the program may request pre-M.B.A. status by submitting their résumé and transcript to the Tippie School of Management for approval; they should have at least one and one-half years of postbaccalaureate professional work experience. Those granted special pre-M.B.A. status may enroll in a maximum of three M.B.A.-PM courses over 12 months, with a maximum of two courses during each 10 or 12-week session and one course during shorter sessions.

Students must take one of the following courses as their first course in pre-M.B.A. status.

MBA:8140 Corporate Financial Reporting 2-3 s.h.
MBA:8150 Business Analytics 2-3 s.h.
MBA:8160 Managerial Economics 1-3 s.h.
MBA:8180 Managerial Finance 2-3 s.h.

Pre-M.B.A. students who begin with one course in their first semester must select that course from the list above. Those who take two courses their first semester must include one from the list above; for the second course, the program recommends a qualitative course such as MBA:8110 Marketing Management or MBA:8120 Management in Organizations.

Credit earned during pre-M.B.A. status is applied to the degree once the applicant is admitted to the program.

M.B.A. Executive Program

The M.B.A. Executive Program requires 51 s.h. of graduate credit. The executive program is conducted at the Pomerantz Center on the University's Iowa City campus and at the Pappajohn Education Center in Des Moines, Iowa. The Executive Engineer Dual Master's Degree program is offered periodically, typically at an off-campus site. See Program Locations on the school's web site.

Course work for the M.B.A. Executive Program is presented over 21-24 months. The program begins in mid-August (Iowa City) or in mid-January (Des Moines) with a five-day residency. It continues with classes one day each week on alternating Fridays and Saturdays (Iowa City) or on Friday and Saturday every other week (Des Moines). A second five-day residency is held at the beginning of the second year. Students have a four-week winter break and summers off.

Each entering class progresses through the program as a group. The curriculum includes 16 core courses, an international business seminar (10-11 days during spring of the second year), and work in small study groups throughout the program.

Admission is limited to experienced managers and executives who want to broaden their management skills without interrupting their professional careers. Applicants typically have seven or more years of postgraduate managerial experience. Previous academic work in business is not required.

The M.B.A. Executive Program requires the following course work.

FIRST YEAR
MBA:8110 Marketing Management 3 s.h.
MBA:8120 Management in Organizations 3 s.h.
MBA:8140 Corporate Financial Reporting 3 s.h.
MBA:8150 Business Analytics 3 s.h.
MBA:8160 Managerial Economics 3 s.h.
MBA:8170 International Economic Environment of the Firm 3 s.h.
MBA:8180 Managerial Finance 3 s.h.
MBA:8330 Seminar in Strategic Management I 1 s.h.
MGMT:9270 Human Resource Management 3 s.h.

SECOND YEAR
MBA:8190 Operations Management 3 s.h.
MBA:8300 Strategic Management and Policy 3 s.h.
MBA:8340 Seminar in Strategic Management II 1 s.h.
M.B.A. in Hong Kong

The M.B.A. program in Hong Kong ("Hong Kong M.B.A.") requires 45 s.h. of graduate credit. The curriculum is designed for students with various backgrounds, experience, and academic majors who are living in or near Hong Kong or Taiwan. The program does not require previous course work in business.

Students complete the required courses in sequence; most complete the program in 16-20 months. Each course begins with two weeks of online course work followed by two consecutive weekends of classes in Hong Kong and an additional two weeks of online course work. Faculty from the University of Iowa travel to Hong Kong to teach the weekend classes. Some courses offer a video conference option for students living in Taiwan. Students also have the opportunity to study on campus in Iowa City for up to one semester.

Students are admitted to the program year-round. Admission decisions are based on a completed application, which includes a résumé, academic qualifications, an essay, letters of recommendation, and interview. Applicants must have at least three years of professional-level work experience.

The M.B.A. program in Hong Kong requires the following course work.

- **MBA:8110 Marketing Management** 3 s.h.
- **MBA:8120 Management in Organizations** 3 s.h.
- **MBA:8140 Corporate Financial Reporting** 3 s.h.
- **MBA:8150 Business Analytics** 3 s.h.
- **MBA:8160 Managerial Economics** 3 s.h.
- **MBA:8170 International Economic Environment of the Firm** 3 s.h.
- **MBA:8180 Managerial Finance** 3 s.h.
- **MBA:8190 Operations Management** 3 s.h.
- **MBA:8300 Strategic Management and Policy** 3 s.h.
- **ACCT:9020 Strategic Cost Analysis** 3 s.h.
- **FIN:9310 Corporate Investment and Financing Strategies** 3 s.h.
- **FIN:9300 Corporate Investment and Financing Decisions** 3 s.h.
- **MGMT:7850 Seminar in Management** 2 s.h.
- **MGMT:9120 Leadership and Personal Development** 3 s.h.
- **MSCI:9110 Advanced Analytics** 3 s.h.
- **MSCI:9120 Supply Chain Management** 3 s.h.
- **MSCI:9220 Introduction to Information Systems** 3 s.h.
- **Electives** 3-9 s.h.

M.B.A. in Italy

The M.B.A. program in Italy ("CIMBA M.B.A.") requires 52-58 s.h. of graduate credit. The 11-month full-time program is held primarily at the CIMBA campus in Paderno del Grappa, Italy, but the final course is completed on the University of Iowa campus in Iowa City. A two-year part-time program also is available for working professionals living in Italy.

The program focuses on personal leadership development and emphasizes strategic management, consulting, and international business. Students apply what they learn through a consulting project with local and international companies. In addition to the M.B.A. degree, students earn certificates in Kepner-Tregoe problem solving and decision making and Kepner-Tregoe project management. The program draws its faculty from the University of Iowa and from institutions across the United States and Europe.

The full-time program admits students only for fall semester entry. Part-time applicants typically start in the fall but may be permitted to begin the program at other times. Admission decisions are based on an applicant’s completed application, which includes a résumé, academic qualifications, essays, an interview, and scores on the Graduate Management Admission Test (GMAT) or Graduate Record Exam (GRE) General Test. Applicants must have at least two years of professional work experience.

The CIMBA Program—M.B.A. requires the following course work.

- **MBA:8110 Marketing Management** 3 s.h.
- **MBA:8120 Management in Organizations** 3 s.h.
- **MBA:8140 Corporate Financial Reporting** 3 s.h.
- **MBA:8150 Business Analytics** 3 s.h.
- **MBA:8160 Managerial Economics** 3 s.h.
- **MBA:8170 International Economic Environment of the Firm** 2 s.h.
- **MBA:8180 Managerial Finance** 3 s.h.
- **MBA:8190 Operations Management** 3 s.h.
- **MBA:8300 Strategic Management and Policy** 3 s.h.
- **ACCT:9020 Strategic Cost Analysis** 3 s.h.
- **ENTR:9100 Entrepreneurship and Innovation** 3 s.h.
- **FIN:9300 Corporate Investment and Financing Decisions** 3 s.h.
- **MGMT:7850 Seminar in Management** 2 s.h.
- **MGMT:9120 Leadership and Personal Development** 3 s.h.
- **MSCI:9110 Advanced Analytics** 3 s.h.
- **MSCI:9120 Supply Chain Management** 3 s.h.
- **MSCI:9220 Introduction to Information Systems** 3 s.h.
- **Electives** 3-9 s.h.

Minor: Finance

A student pursuing the minor in finance must be enrolled in the full-time M.B.A. program.

The minor in finance requires a minimum of 6 s.h. chosen from the following.

At least one of these:

- **FIN:9200 Portfolio Management** 3 s.h.
- **FIN:9300 Corporate Investment and Financing Decisions** 3 s.h.

At least one of these:

- **FIN:9150 Financial Modeling and Firm Valuation** 3 s.h.
- **FIN:9210 Derivatives** 2 s.h.
- **FIN:9220 Fixed Income Securities** 3 s.h.
- **FIN:9230 Real Estate Finance and Investments** 2 s.h.
- **FIN:9240 International Finance** 3 s.h.
- **FIN:9280 Structured Finance-Securitization** 3 s.h.
- **FIN:9290 Alternative Investments and Portfolio Strategies** 3 s.h.
- **FIN:9310 Corporate Financial Strategy** 2 s.h.
FIN:9350 Wealth Management 3 s.h.
FIN:9390 Putting Finance into Practice 3 s.h.

Minor: Marketing Management
A student pursuing the minor in marketing management must be enrolled in the full-time M.B.A. program.
The minor requires a minimum of 6 s.h. from the following.
At least 6 s.h. from these:
MKTG:9300 Applied Marketing Research 3 s.h.
MKTG:9310 Marketing Analytics 3 s.h.
MKTG:9320 Strategic Brand Positioning 3 s.h.
MKTG:9330 Product and Pricing Decisions 2 s.h.
MKTG:9340 Customer Analysis 2 s.h.
MKTG:9350 Marketing Communication and Promotions 3 s.h.
MKTG:9360 Category Management 3 s.h.

Minor: Strategic Management of Innovation
A student pursuing the minor in strategic management of innovation must be enrolled in the full-time M.B.A. program.
The minor requires a minimum of 6 s.h. from the following.
Three electives from the Business Analytics Career Academy (consult advisor) 6 s.h.

Minor: Supply Chain and Analytics
A student pursuing the minor in supply chain and analytics must be enrolled in the full-time M.B.A. program.
The minor requires a minimum of 6 s.h. from the following.
MSCI:9110 Advanced Analytics 2 s.h.
MSCI:9120 Supply Chain Management 3 s.h.
MSCI:9140 Rapid Continuous Improvement 3 s.h.
MSCI:9230 Database Systems 3 s.h.
A data science course (consult advisor) 2 s.h.
A data programming with R course (consult advisor) 2 s.h.

Courses
See course lists in the individual Tippie College of Business departmental sections of the Catalog for descriptions of M.B.A. electives.

MBA:8000 Directed Readings-M.B.A. 1-3 s.h.
MBA:8010 M.B.A. IMPACT 0 s.h.
Introduction to the Tippie M.B.A. program and its culture; activities accentuate themes of involvement, motivation, professionalism, achievement, and challenge; week-long immersion in collaborative team-building experiences.
MBA:8100 Business Acumen and Career Development 1-2 s.h.

Career service tools to effectively market self to employers and succeed in chosen career path, communicate personal brand and vision, succeed in job search process, demonstrate professionalism in various business venues, and grow a personal sphere of influence; academy experience to build depth within chosen career field/academic track through course work and outside-of-class academy activities, academic concepts applied to business world, and exposure to relevant information important to student's major that does not clearly fit into academic course work.

MBA:8110 Marketing Management 2-3 s.h.
Concepts, principles, models of marketing management; focus on strategic planning, management decision making, and implementation of marketing programs.

MBA:8120 Management in Organizations 2-3 s.h.
How to explain, predict, and influence behavior in organizations; decision making, leadership, communication, group skills in management positions; motivation, leadership, teams, organizational culture, organizational design, individual differences, organizational change.

MBA:8130 Corporate Communications 2 s.h.
Effective communication to become a successful business professional and leader; strengthen ability to speak and write confidently, competently, and effectively, regardless of venue; varied team and individual presentation coaching, applied exercises.

MBA:8140 Corporate Financial Reporting 2-3 s.h.
Contemporary financial reporting practices in the United States; how alternative accounting treatments affect the usefulness of financial information in applied decision settings.

MBA:8150 Business Analytics 2-3 s.h.
Introduction to analytical techniques for making business decisions; utilizing Excel to apply descriptive and predictive analytical tools to solve practical business problems using real world data; dealing with uncertainty in decision making; formal probability concepts and statistical methods for describing variability (decision trees, random variables, hypothesis testing); application of techniques (linear regression, Monte Carlo simulation, linear optimization) to model, explain, and predict for operational, tactical, and strategic decisions.

MBA:8160 Managerial Economics 1-3 s.h.
Models of consumer and firm behavior with applications; market equilibrium and structure; pricing decisions.

MBA:8170 International Economic Environment of the Firm 2-3 s.h.
Basic determinants of aggregate output, employment, wages, unemployment, consumption, investment, international trade flows, interest rates, exchange rates, prices and inflation in open economies; sources and nature of economic growth; effects of domestic and foreign monetary, fiscal policies; effects of trade, exchange rate policies.
MBA:8180 Managerial Finance 2-3 s.h.
Time value of money, applications of present value techniques; stock and bond valuation, capital budgeting, cost of capital calculation, portfolio formation and efficient market analysis, financial statement analysis, pro forma analysis, hedging financial risks. Requirements: MBA:8140 or an undergraduate-level course in financial accounting or finance.

MBA:8190 Operations Management 2-3 s.h.
Planning and decision-making activities for managing an organization's operations; trade-offs associated with operations management decisions, tools and techniques for helping operations managers implement decisions and reach goals; production and service delivery strategy, capacity planning, product and process design, total quality management, demand management, production and service planning, scheduling, materials control, emerging production and service technologies. Prerequisites: MBA:8150.

MBA:8200 Strategic Business Consulting 1-6 s.h.
Plan, schedule, and deliver strategic consulting services to commercial enterprises; project definition, preparation and presentation of deliverables, client relationship management.

MBA:8210 Global Business Strategy 3 s.h.
Strategic frameworks and skills critical for success in the global marketplace; content of an economic environment; cultural, ethical, and legal issues in the conduct of international business; how companies enter foreign markets and grow international subsidiaries, succeed in mergers and acquisitions, cooperate in joint ventures and strategic alliances. Prerequisites: MBA:8120.

MBA:8220 Ethics and the Law 1-2 s.h.
Legal and ethical issues surrounding startup and day-to-day management of a business; contract law, standard business formations, tort law, employment law, business ethics, alternative dispute resolution.

MBA:8230 Introduction to Leadership 1-2 s.h.
Major theories; practical development of leadership and managerial skills to enhance individual and organizational effectiveness.

MBA:8300 Strategic Management and Policy 2-3 s.h.
A firm's competitive strategy from a manager's perspective; key strategic frameworks; integration of concepts learned throughout M.B.A. program, previous work experience. Prerequisites: MBA:8110 and MBA:8140 and MBA:8180 and MBA:8190.

MBA:8309 Consulting Project Leadership 1-2 s.h.
Student Team Leads for the Business Solution Center engage in activities to support the launch of spring consulting projects; initial client interactions, project scope, project planning documents, project arrangement letters, and detailed work plans in consultation with their client and Business Solutions Center leadership; basics of leading a team of student consultants. Prerequisites: MBA:8110 and MBA:8120 and MBA:8140 and MBA:8150 and MBA:8180 and MBA:8190 and MBA:8300. Requirements: full-time M.B.A. standing.

MBA:8310 Business Integration 1-3 s.h.
Student teams run an operational business simulation, conduct organizational/industry analysis, assess market opportunities, define strategic direction, compete for company profitability and market share. Prerequisites: MBA:8110 and MBA:8140 and MBA:8180 and MBA:8190 and MBA:8300.

MBA:8330 Seminar in Strategic Management I 1-3 s.h.
Introduction to strategic management; the role of marketing, operations, and finance in strategic planning; case studies.

MBA:8340 Seminar in Strategic Management II 1-3 s.h.
Strategic management integrating all aspects of business; computer simulation, lectures, case studies, readings.

MBA:8400 M.B.A. Internship 0 s.h.

MBA:8410 Application in Organizational Leadership 0-1 s.h.
Opportunity to develop leadership skills necessary for managing student organizations; class discussion, workshops, guest speakers; for M.B.A. organization treasurers and presidents.

MBA:8420 M.B.A. Case Competition 1-3 s.h.
Students represent Tippie School of Management in a case competition; internal case work, presentation and case analysis training. Requirements: M.B.A. standing.

MBA:8500 Seminar in International Business 0-6 s.h.
Issues and challenges facing organizations doing business in international markets; social, economic, political factors, business policies and customs in the global environment; may include travel, study abroad. Requirements: M.B.A. enrollment.

MBA:8501 M.B.A. Coaches Program 1 s.h.
Development of coaching skills while leading a rigorous peer-to-peer mentoring program with first-year M.B.A. students; improve ability to communicate, motivate, influence, train, and develop others as well as develop high level competency in coaching in critical career development skills, such as business communications, crafting a personal brand pitch, interviewing preparation, and creating and leveraging a network; successful leaders are skilled coaches, so the benefits of this course to both coach and mentee, extend far beyond the classroom experience and time as a Tippie student.

MBA:9120 Introduction to Leadership 1 s.h.
Major theories; practical development of leadership and managerial skills to enhance individual and organizational effectiveness.

MBA:9210 Ethics II 1 s.h.
Organizational influences on ethical behavior.