

# Master of Business Administration Program

## Associate Dean

- David W. Frasier

## Assistant Deans

- David Deyak, Colleen Downie, Dawn Kluber

**Professional degree:** M.B.A.

**Professional certificates:** business fundamentals; finance; leadership; marketing

**Professional minors:** business analytics; finance; marketing

**Faculty:** <https://tippie.uiowa.edu/people>

**Website:** <https://tippie.uiowa.edu/future-graduate-students/mba-programs>

The Master of Business Administration (M.B.A.) program 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 Iowa's 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 M.B.A. Program Office 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.

## Programs

### Professional Programs of Study

#### Major

- Master of Business Administration

#### Minors

- Minor in Business Analytics
- Minor in Finance
- Minor in Marketing

#### Certificates

- Certificate in Business Fundamentals
- Certificate in Finance
- Certificate in Leadership
- Certificate in Marketing

## Courses

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

### Graduate Management Programs (M.B.A. Program) Courses

**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 Business Communication** 1-3 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.
- 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:8240 Operations and Supply Chain** 2-3 s.h.  
Planning and decision-making activities for managing an organization's operations in both manufacturing and services, with an emphasis on production and service delivery strategy, process design, capacity planning, process analytics, queueing, and an introduction to supply chain management including supply chain design and coordination. Prerequisites: MBA:8150.
- MBA:8300 Foundations in Strategy** 2-3 s.h.  
Key elements of domestic competitive and corporate strategy; industry analysis (understanding the importance of industry for firm performance); strategies for achieving competitive advantage (cost focus, differentiation focus); corporate strategy (corporate scope, horizontal diversification, vertical integration); topics of global strategy, which may include challenges of attaining competitive advantage in foreign markets, such as cross-national distance and liabilities of foreignness, as well as international strategies (replication strategy, adaptation strategy, arbitrage strategy).
- 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:8150 and MBA:8180 and (MBA:8190 or MBA:8240) 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 the Tippie College of Business Graduate Management Programs 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.