Master of Business Administration Program

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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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
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<tbody>
<tr>
<td>MBA:8000</td>
<td>Directed Readings-M.B.A.</td>
<td>1-3 s.h.</td>
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<tr>
<td>MBA:8010</td>
<td>M.B.A. IMPACT</td>
<td>0 s.h.</td>
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<tr>
<td>MBA:8100</td>
<td>Business Acumen and Career Development</td>
<td>1-2 s.h.</td>
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<tr>
<td>MBA:8110</td>
<td>Marketing Management</td>
<td>2-3 s.h.</td>
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<tr>
<td>MBA:8120</td>
<td>Management in Organizations</td>
<td>2-3 s.h.</td>
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<tr>
<td>MBA:8130</td>
<td>Business Communication</td>
<td>1-3 s.h.</td>
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<tr>
<td>MBA:8140</td>
<td>Corporate Financial Reporting</td>
<td>2-3 s.h.</td>
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<tr>
<td>MBA:8150</td>
<td>Business Analytics</td>
<td>2-3 s.h.</td>
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<tr>
<td>MBA:8160</td>
<td>Managerial Economics</td>
<td>1-3 s.h.</td>
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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.
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.