Graduate Management Programs Courses (MBA)

This is a list of Graduate Management Programs courses. For more information, see Master of Business Administration.

**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: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: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: 5 of the following are required: MBA:8110, MBA:8140, MBA:8150, MBA:8180, (MBA:8190 or MBA:8240), MBA:8300. Recommendations: completion of all six prerequisites.

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: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: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.