

Graduate Management Programs Courses (MBA)

MBA Courses

This is a list of courses with the subject code MBA. For more information, see Master of Business Administration (Tippie College of Business) in the Catalog.

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 Data and Decisions 2-3 s.h.
Introduction to business analytics; 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. Recommendations: for off-campus students—MBA:8140 or an undergraduate-level financial accounting or finance course.

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.

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