Master of Business Administration Program

Associate Dean, Graduate Management Programs

- Jennifer J. Blackhurst

Assistant Deans

- David J. Deyak, Jill J. Tomkins

Professional degree: M.B.A.
Professional certificates: business fundamentals; corporate finance, finance; financial decision-making; innovation; investment management; leadership; marketing; responsible resource management
Faculty: https://tippie.uiowa.edu/people
Website: https://tippie.uiowa.edu/iowa- MBA

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: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 0-6 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.