

COURSE DESCRIPTIONS

ACC 5130 | Managerial Accounting

A course emphasizing basic accounting techniques and their use in preparing and analyzing financial statements and in making managerial decisions. This course will show the relationship of the cost function to other accounting and organizational functions. Students will acquire an understanding of costs and cost behavior as well as acquiring the skills to use cost information for planning and control decisions. *Prerequisite: Three undergraduate credits in accounting. Three credits.*

BUA 5020 | Global Leadership

Critically examines major theories of leadership within a global context. Through discussion of relevant research and practice, emphasis will be placed on understanding the changing global business environment and its impact on the process of leadership. Students will be expected to evaluate their own strengths and weaknesses with respect to international leadership and create individualized development plans to improve their leadership knowledge, skills, and abilities. *Three credits.*

BUA 5040 | Leadership Negotiation

Concentrates on the art and science of securing agreements and resolving disputes between two or more interdependent parties. This course will help students develop knowledge, skills and abilities in leading and managing negotiations that occur in multiple business contexts. It will be relevant to a multitude of problems faced specifically by organizational leaders. This course explores the analytical skills to discover optimal solutions, but also effective leadership negotiation skills to get those solutions accepted and implemented. *Three credits.*

BUA 5050 | Business Analytics

Develops an understanding of the underlying principles of data analysis as well as the issues and challenges faced in analyzing data for making business decisions. With hands-on application and an emphasis on conceptual understanding, students learn the limitations and potential of data analysis tools in making decisions relating to finance, operations, and marketing. *Three credits.*

BUA 5060 | Global Sales Leadership

Provides an analysis of professional sales management practices with emphasis on the selling process and sales leadership in the global marketing era, including the development of territories, determining potentials and forecasts, and setting sales quotas. Students also learn how salespersons are recruited, trained, motivated, and evaluated in a "global economy." Emphasis is placed on analyzing the traits of successful leaders of global sales forces. *Three credits.*

BUA 5070 | Negotiation in Sales

Explores the process of bargaining and negotiation as sales and managerial activities. The major purpose of this course is for each participant to gain insight into his or her own negotiating style in sales contexts and to become a more effective sales negotiator. The content is not restricted to students interested in sales or sales management. Students pursuing careers in marketing, merger and acquisition, banking, purchasing, real estate, operations, entrepreneurship, and other areas that require skill in sales negotiation and persuasion related to sales should find the course useful and relevant. *Three credits.*

BUA 5080 | Business Practicum

Provides students with an in-depth, practice-based experience. The business practicum is designed to challenge students with real-world problems faced regularly by managers, leaders, and business owners as they work to remain competitive and relevant. This experience also provides students with the opportunity to contribute value to the organization in which the practicum takes place. *Graded pass/fail. Three credits.*



"On several occasions, I have gone into work the morning after learning a new theory or technique and was able to apply it. I have been able to speak to upper management more eloquently and more confidently as I have become more educated."

**—Amy Huston
MBA Graduate Class of 2013**

FIN 5330 | Financial Markets and Corporate Strategy

This course integrates capital structure and corporate financial decisions with corporate strategy. It looks at financial decision making with the objective of understanding its relation to corporate strategy. An integral area is the understanding of financial markets and valuation and learning how to carry this understanding to real domestic and global decisions. This course addresses other important issues facing financial managers such as allocating capital for real investments, financing the firm, knowing whether and how to hedge risk, and allocating funds for financial investments. *Three credits.*

MGT 5020 | Organizational Behavior

A course designed to improve leadership skills of managers. Students will explore how to develop a high performing organization through the study of leadership theory and practices, organization culture, motivation, decision-making, and group behavior. *Three credits.*

MGT 5290 | Global Supply Chain and Operations Management

Operations and supply chain management are the means through which a firm's strategic plans are effectively realized. Typically, the vast bulk of a company's people and

assets are engaged in operations of one sort or another. Managing operations means dealing with products and services. This course will sharpen participants' insights to the impact of corporate decisions on operations and supply chain management through data analysis, case studies, and development of a publishable paper. *Prerequisites: significant content coverage in statistics. Three credits.*

MGT 5750 | Strategic Management

This is the capstone course in the MBA program. Strategy development and implementation will be examined. This course will sharpen participants' insights to the complexity of strategy formulation and execution through executive decision making in a global environment, development of business plans, and case studies. Recommended Pre/Co-Requisites: FIN 5330, MGT 5290, and MKT 5110. *Three credits.*

MKT 5110 | Marketing in a Global Economy

This course emphasizes development of sound marketing strategies within a global context. Product, promotion, price, and distribution decisions will be examined within the constraints of cultural, political, and economic settings that confront multinational enterprises. *Three credits.*

