



**Graduate School**  
**Master of Business Administration Program (MBA)**  
**39 credit hours**

**Core Requirements**

18 Credit Hours

MGM 6070- Human Resources Management  
 MGM 6560 -Management of Information Systems  
 MGM 5500 -Managerial Accounting  
 MGM 6620 -Managerial Finance  
 MGM 5700 -Probability and Statistical Methods  
 MGM 6690 -Decision Making Techniques

**Track Requirements**

12 credit hours

MBA 5600- Managerial Economics  
 MBA 5700- Managerial Marketing  
 MBA 6830- Operations Management  
 MBA 6900- Strategic Management

**Concentrations – Choose one**

9 Credit Hours

**Accounting**

ACC 6500- Accounting Information Systems  
 ACC 6600- Advanced Auditing  
 ACC 6800- Advanced Financial Accounting

**Finance**

FIN 6500- Advanced Corporate Finance  
 MIE 7110- International Finance  
 FIN 6800- Investments

**General Business**

This concentration allows the students to design their own program by selecting course from any of the other two concentrations, to match their particular interests. A total of 9 credits must be taken.

**Healthcare Management**

HCM 6500- Healthcare Management I  
 HCM 6600- Healthcare Management II  
 HCM 6800- Healthcare Ethics

**HR Management**

HRM 6500- Employee & Labor Law  
 HRM 6600- Training & Development  
 HRM 6800- Compensation & Benefits

**Logistics/ SCM**

LSC 6500- Advanced Logistics Management  
 LSC 6600- Advanced Supply Chain Management  
 LSC 6800- Lean Enterprise

**Management of International Enterprises**

MIE 7010- International Business Operations  
 MIE 7020- International Business Strategies  
 MIE 7110- International Finance

**Management of Technology**

MMT 6010- Management of Technology I  
 MMT 6020- Management of Technology II  
 MMT 6030- Technical Enterprises

**Marketing Management**

MKM 6500- Sales Management  
 MKM 6600- Consumer Behavior  
 MKM 6800- International Marketing

**Project Management**

PJM 6500- Initiation, Implementation & Termination  
 PJM 6600- Project Risk Management  
 PJM 6800- Project Procurement & Solicitation

# Master of Business Administration

## Course Descriptions

### 39 Credit Hours

#### Core Requirements

##### **MGM 5500-Managerial Accounting**

This graduate course studies the financial and economic principles and techniques of decision making. The role of decision criteria based on generally accepted accounting principles is explained in detail. The student acquires the basic information needed by a manager to have control of the firm and achieve his objectives in an efficient manner. (3 credits)

##### **MGM 5700-Probability & Statistical Methods**

The course explains various probability and statistical methods to sample, measure dispersion, skewness, and probability distributions. Testing hypothesis, analysis of variance, linear regression, correlation, multivariable analysis, and time series analysis are introduced. Case studies of quality control and engineering decisions are assigned and discussed. (3 credits)

##### **MGM 6070-Human Resources Management**

Principles and methodology to manage Human Resources in scientific and technical enterprises. Techniques for hiring, benefits, incentives, promotion, retention, development, etc. are discussed, emphasizing the human dimension. Techniques for handling complaints, insubordination, and violations of regulations are introduced. (3 credits)

##### **MGM 6560-Management of Information Systems**

Information systems designed to support management in the areas of finance, manufacturing, marketing databases, and data communication are introduced. (3 credits)

##### **MGM 6620-Managerial Finance**

Financial concepts encountered in engineering situations are introduced based on the fact that they are an integral part of planning, organizing, directing, and controlling activities. The financial cycle of budgeting, accounting, controlling and auditing is discussed. Prerequisite: MGM 5500. (3 credits)

##### **MGM 6690-Decision Making Techniques**

This is a course where the scientific management methods for making decisions and solving administrative problems are explored. Bayesian analysis, linear programming, and analysis of alternatives are discussed. Strategic analysis, projections, forecasting, PERT, CPM, and other management techniques are introduced. Prerequisite: MGM 5700. (3 credits)

#### Track Requirements

##### **MBA 5600-Managerial Economics**

Fundamentals of supply and demand, analysis of consumer behavior, analysis of production cost, main structures of the market place, brief introduction to linear programming of the economic systems, and development of economic concepts and macroeconomics. (3 credits)

##### **MBA 6900-Strategic Management**

This course will be studied in the context of cases. Mergers, acquisitions, international boundaries and global perspectives on a broad range of issues are explored. The issues are addressed from the perspective of firms ranging in size from small companies to multinationals. Prerequisite: (Completion of MBA Core Courses). (3 credits)

##### **MBA 5700-Managerial Marketing**

The study of the strategic processes of creating time and place utilities. It deals with how to identify customer's needs, change those needs to wants, and sustain the desire of the particular product (service or good). How this process can be applied to profit and non-profit organizations. (3 credits)

##### **MBA 6830-Operations Management**

This is a graduate course in manufacturing techniques. In this course the student will become familiar with the tools, techniques, and types of manufacturing processes and with production planning, scheduling, and control. Topics such as Inventory Control, Just-In-Time, TQM, and World Class Manufacturing will be discussed. Also, introduction to manufacturing systems such as factory layout, robotics, and manufacturing cells will be included. (3 credits)

## Concentration (Choose One)

### Accounting

#### ACC 6500-Accounting Information Systems

An introduction to accounting information systems (AIS) and the relationship of AIS to Management Information Systems. Includes analysis of hardware and software, system design and the systems development life cycle (SDLC) approach, database management systems (DBMS), internal control, flowcharting, data flow diagrams and their application to the accounting cycles (revenue, expenditure, conversion). Microsoft Access will be used to develop a basic system. Prerequisites: ACC- 3330/3340 & MGM- 6560 (3 credits)

#### ACC 6600-Advanced Auditing

A study of modern auditing techniques. Includes tools and techniques of risk assessment, the audit risk model and the audit plan. The implications and auditing of information systems and technology, GAAS and PCAOB standards, ethics and the Sarbanes-Oxley requirements. Prerequisites: ACC- 3330/3340 & ACC- 4320 (3 credits)

#### ACC 6800-Advanced Financial Accounting

A study of theory and techniques preparing consolidated financial statements, partnerships, foreign subsidiary accounting and non-profit accounting. Prerequisites: ACC- 3330/3340 (3 credits)

### Finance

#### FIN 6500-Advanced Corporate Finance

This course extends the principles of corporate finance. Value of the firm, raising capital, dividend policy, mergers and acquisitions, derivative instruments and risk management will be studied. Prerequisite: MGM- 6620 (3 credits)

#### MIE 7110-International Finance

Financial concepts encountered in engineering situations are discussed. Auditing, budgeting, funding, evaluation of alternatives and control of expenses are discussed. Prerequisite: MGM 6620. (3 credits)

#### FIN 6800-Investments

Topics include fundamental and technical security analysis, portfolio strategy, risk/return analysis, the operation of U.S. securities markets, investment in fixed income securities, mutual funds, and international investment. Prerequisite: MGM-6620 & MBA-5600 or ECO 2013 (3 credits)

### Human Resources Management

#### HRM 6500-Employee & Labor Law

History, structure, policies, and operations of labor unions, the functioning of industrial relations activities within organizations, and important concepts and terminology in labor management relations. Contract administration is emphasized with a focus on the day-to-day relationships. (3 credits)

#### HRM 6600-Training & Development

This course offers the theoretical and applied components of training and development within all types of organizations. Principles of adult learning, identifying training needs, developing and delivering effective training programs, and evaluating training are explored. (3 credits)

#### HRM 6800-Compensation & Benefits

This course will examine compensation and benefits programs and how they inter-relate with other strategic programs of the organization. Students will view these programs from both the management and the employee perspective, using both theory and practice to grow in their understanding. (3 credits)

### Management of International Enterprises

#### MIE 7010-International Business Operations

This course examines the global environment, and reasons for the globalization of an organization. Michael Porter's diamond theory of international competitiveness is discussed, as well as the latest work on the theory of multinational enterprises. Prerequisite: Completion of MBA Core Requisites. (3 credits)

#### MIE 7020-International Business Strategies

This course examines international business strategies using an integrated approach. Functional international strategies are explained in the context of actions taken by global companies in a variety of settings. Foreign exchange and multinational strategies are covered. Prerequisite: MIE 7010. (3 credits)

#### MIE 7110-International Finance

Financial concepts encountered in engineering situations are discussed. Auditing, budgeting, funding, evaluation of alternatives and control of expenses are discussed. Prerequisite: MGM 6620. (3 credits)

## General Business

This concentration allows the students to design their own program by selecting courses from any of the other nine concentrations, to match their particular interests. A total of 9 credits must be taken.

### Management of Technology

#### MMT 6010-Management of Technology I

This course examines external environmental factors essential to managing organizations involved in new technologies. Considers the adoption of technologies and innovative processes. The students develop skills in acquiring and interpreting information about the external environment to facilitate technology management. Prerequisite: MGM 6560. (3 credits)

#### MMT 6020-Management of Technology II

This course analyzes the issues associated with resource management for a technology based firm. This includes manufacturing technologies, information technologies, workforce and materials. Prerequisite: MMT 6010. (3 credits)

#### MMT 6030-Technical Enterprises

This course emphasizes the interface of technology with technical issues. Emphasis is given to the spirit of enterprise, business incubators, and the government role. (3 credits)

### Marketing Management

#### MKM 6500-Sales Management

The course present techniques for identifying, recruiting and training sales personnel. In addition techniques for monitoring and controlling sales force are evaluated, including forecasting, budgeting, incentive and motivation programs are discussed. Prerequisite: MBA 5700. (3 credits)

#### MKM 6600-Consumer Behavior

This course addresses the consumer motivation and decision making process in the selection of goods and services. Factors affecting purchasing decisions and customer satisfaction is analyzed, including buyer behavior to better understand customers and their needs. Prerequisite: MBA 5700. (3 credits)

#### MKM 6800-International Marketing

This course examines concepts, principles and international methodology to manage marketing activities that create an exchange that satisfies the individual customer across national borders. The study of the strategic processes and marketing mix across the globe is covered. Prerequisite: MBA 5700. (3 credits)

### Logistics/Supply Chain Management

#### LSC 6500-Advanced Logistics Management

Analysis of internal and environmental factors affecting logistical systems and operations. Includes the integration of transportation, inventory, facility location, informational flow, materials handling and packaging activities into a system for managing a physical flow of inbound and outbound products and materials in a global environment. The total-cost and total-system approaches are developed in relationship to planning and managing the logistical function within the organization. (3 credits)

#### LSC 6600-Advanced Supply Chain Management

The distribution and logistics imperative is to achieve cost-containment while delivering customer satisfaction. Course examines how channel integration fosters the coordination, systemization needed to maximize efficiency and produces the greatest net value for the customer. Students explore how resource allocation and channel relationship decisions impact inventory, transportation, warehousing and operations within the organization. (3 credits)

#### LSC 6800-Lean Enterprise

Course presents key concepts of Lean Enterprise with an emphasis on reducing waste and optimizing smoothness of work & material flow by applying multiple Lean tools. Students will be presented with principles of value-stream mapping and improvement, standardized work, continuous process improvement tools and strategy, and other Lean Enterprise knowledge. (3 credits)

## Project Management

### **PJM 6500- Project Management: Initiation, Implementation and Termination**

This course introduces project management fundamentals and principles from the perspective of a manager, who must organize, plan, implement and control non-routine activities to achieve schedule, budget and performance objectives. Topics include project selection, organization and charters, planning, conflict and negotiation, budgeting, cost estimation, scheduling, monitoring, controlling, auditing, and termination. (3 credits)

### **PJM 6600-Project Risk Management**

This course addresses the important elements of risk management. The coursework also explores the risk management processes outlined in the Project Management Body of Knowledge (PMBOK) Guide. Topics include risk management planning, risk identification, risk analysis, development of appropriate responses, and risk monitoring and control. (3 credits)

### **PJM 6800-Project Procurement & Solicitation**

This course presents the major processes through which goods and services are acquired in the project management environment. Topics include planning, solicitation, source selection, contract administration, and contract closeout. (3 credits)

## Healthcare Management

### **HCM 6500-Healthcare Management I**

This course provides an overview of the history, structure and current perspectives of the US healthcare system. The course examines topics such as: cost, financing, access to healthcare, information management systems, public health and systems for delivery of healthcare. (3 credits)

### **HCM 6600-Healthcare Management II**

This course offers a global perspective on how the United States and other countries address issues of health and healthcare. The course reviews organizational principles, practices and the management of health service organizations. Prerequisite: HCM 6500. (3 credits)

### **HCM 6800-Healthcare Ethics**

This course discusses ethical issues in the healthcare field. Cases and a variety of topics related to the healthcare field are discussed. (3 credits)