

# MASTER OF BUSINESS ADMINISTRATION (MBA)

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## **MBA 700 Defining your Plan for Success: The MBA Mindset (1 cr)**

Prerequisite: Limited to MBA students

This course provides an overview of resources that will help students navigate their degree requirements. Students will also create personal and professional goals to pursue during their program and beyond. Students will also explore topics from both academic and business perspectives that will help them grow into successful business leaders.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 1

Lab/Studio: 0

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## **MBA 701 Leading & Communicating in Dynamic & Diverse Organizations (4 crs)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

Students will learn how to effectively communicate with and lead diverse groups of people within dynamic organizations. They will enhance their competency in the areas of teamwork, emotional intelligence, diversity, equity, and inclusion. Regardless of functional area expertise, industry experience, or position, students will enhance specific skills in audience analysis, listening, group dynamics, conflict management and negotiation. These skills will enable students to develop inclusive organizational cultures, manage and retain employees, and work more effectively with others.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 4

Lab/Studio: 0

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## **MBA 702 Making Informed Managerial Decisions (4 crs)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

This course prepares students to make informed and ethical decisions in their organization that align with the firm's overall strategy. Students will learn to use appropriate decision frameworks and tools and will acquire skills to recognize and navigate challenging decision environments. Applied experiences in the course will explore informed decision making under uncertainty using both qualitative and quantitative approaches. Multiple decision-making frameworks across business functions will be introduced.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 4

Lab/Studio Hours: 0

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## **MBA 703 Developing New Products and Services (4 crs)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

In today's competitive marketplace, innovation is critical to the long-term survival of a business. Firms use new product and service development decision frameworks, structures, and processes to discover new markets, understand the potential for product innovations, and manage the risk in pursuing these opportunities. This course examines the cycle firms follow when pursuing product and service innovation, from idea generation to commercialization. Students will learn how firms develop and introduce new product and service offerings to the market. They will also evaluate the market potential by using consumer insights gained from market research data. Students will learn about mapping customer perceptions, product positioning and product pricing. The course concludes with students making recommendations on whether to proceed with a new product or service development and introduction.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 4

Lab/Studio Hours: 0

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## **MBA 704 Competing Strategically in a Global Environment (4 crs)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

This course focuses on how managers must lead their companies strategically in developing and sustaining ongoing efforts to compete globally. Students will learn a series of interrelated steps in which managers conduct analyses at the industry, business, and corporate levels, decide on strategies to enhance firm competitiveness, and evaluate and modify those strategies as needed.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 4

Lab/Studio Hours: 0

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## **MBA 705 Navigating Change amid Uncertainty (4 crs)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

This course prepares students to lead organizations into the future. By considering current technology trends, students will explore the future impacts on individuals, organizations, and society. By linking this future to the current strategic planning process, leaders will learn and apply an organizational change management framework to implement, communicate and sustain the change. Additionally, business process reengineering, project management and portfolio management tools will be introduced as critical components of implementing the change.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 4

Lab/Studio Hours: 0

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**MBA 708 Essentials of Financial Analysis (2 crs)**

Prerequisite: Limited to MBA students

In this course, students will interpret corporate financial statements, specifically how the information within the statements informs the corporate decision-making process. Students will learn how to analyze the past performance of a corporation. They will apply this knowledge to enhance strategic decisions. Principles covered in this course include financial statement analysis, ratio analysis, comparative analysis, pro forma financial statements, time value of money, and project analysis with capital budgeting techniques (NPV, IRR). Students will apply these concepts in business applications in subsequent graduate business coursework.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

**MBA 709 Essentials of Economic and Statistical Analysis (2 crs)**

Prerequisite: Limited to MBA students

In this course, students will gain familiarity with essential concepts of economics and statistics and be ready to apply these concepts in business applications in subsequent graduate business coursework. Economics principles include supply and demand, exchange rates, elasticity, features of perfectly competitive markets, and features of oligopoly where businesses have market power and their decisions are interdependent. Statistical tools include common measures of central tendency, computing and interpreting confidence intervals and hypothesis tests, and visualizing and interpreting correlation and regression results.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

**MBA 710 MBA Program Capstone (1 cr)**

Prerequisite: Limited to MBA students. Must complete MBA 700, MBA 708, and MBA 709.

In this course, students demonstrate that they can apply and integrate what they have learned in the MBA program by passing the MBA program assessment, completing a project in which they solve an organizational problem, and developing a plan for their post-MBA success. Students will also refine the personal and professional goals they set at the start of the program. In addition, students will explore strategies for advancing their careers by creating a personal brand, establishing a professional network, and enhancing their resumes.

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 1

Lab/Studio Hours: 0

**MBA 720 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 721 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 722 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 723 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 724 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 725 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

**MBA 726 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 727 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 728 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 729 Electives (0.5-3 crs)**

Prerequisite: Limited to MBA students.

Electives are short courses that are designed to develop general skills and/or address specific current issues. They allow students brief exploration into topics that are relevant to their particular needs and interests.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 733 Understanding a Diverse Workforce (1 cr)**

Prerequisite: Limited to MBA students.

Prepares students to manage a diverse workforce.

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1

Lab/Studio Hours: 0

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**MBA 740 Introduction to Assurance Services (1 cr)**

Prerequisite: Limited to MBA students.

This course helps students identify situations in which assurance services are necessary, evaluate different types of assurance services and assess the quality of assurance services companies and investment funds provide.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1

Lab/Studio Hours: 0

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**MBA 742 Introduction to Financial Fraud (1.5 crs)**

Prerequisite: Limited to MBA students.

This course provides an introduction to fraud. Fraudulent financial reporting and misappropriation of assets are major problems for businesses of all sizes. Knowledge about how fraud is committed and how to spot the potential for fraud are valuable for managers at all levels.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1.5

Lab/Studio Hours: 0

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**MBA 744 Tax Impact of Business Decisions (1.5 crs)**

Prerequisite: Limited to MBA students.

This course introduces the student to an overall framework for evaluating the impact that taxes have on business decisions. While the course concentrates on the impact of federal income taxes, the concepts are general and can apply to a variety of taxing jurisdictions.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1.5

Lab/Studio Hours: 0

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**MBA 746 Mutual Fund Investing (1 cr)**

Prerequisite: Limited to MBA students.

Students will learn the criteria for selecting mutual funds, how to develop investment portfolios composed of multiple mutual funds consistent with demographic characteristics of the investor, and how to assess mutual fund and portfolio performance. This course focuses on personal finance skills.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 3

Lab/Studio Hours: 0

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**MBA 747 Financial Statement Analysis (2 crs)**

Prerequisite: Limited to MBA students.

Analysis and interpretation of financial statements. Skills taught include: how to interpret financial statements, analyze cash flows, evaluate earnings quality, uncover hidden assets and liabilities, and forecasting financial statements.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 748 Investment Analysis and Management (2 crs)**

Prerequisite: Limited to MBA students.

This course will develop a thorough understanding of the portfolio construction thought process. Students will discover how to manage a portfolio by examining the logic and potential of using options and futures to enhance return and minimize risk.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 749 Incorporation of Exchange Rates in Strategic Decision-Making (1.5 crs)**

Prerequisite: Limited to MBA students.

Students will acquire competency with the terminology, strategies, and practices needed to interact with confidence in business settings that require working within the global currency market.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 750 Regional Trade Agreements and Multinational Corporations (1.5 crs)**

Prerequisite: Limited to MBA students.

This course introduces students to issues relating to regional trade agreements (trading blocs), giving special attention to such agreements in the Americas, Asia and Europe. It will also examine how regional trade agreements might affect Multinational Corporations (MNCs).

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 752 Business in East Asia (1.5 crs)**

Prerequisite: Limited to MBA students.

This course provides perspective on business in Japan, South Korea, and China by looking at the historical backgrounds of each market and examining how those backgrounds impact present economic and business relations. Students focus on understanding each country's business practices and learn strategies to build successful East Asian partnerships and to succeed in business in East Asia.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 753 Corporate Venturing (1.5 crs)**

Prerequisite: Limited to MBA students.

This course teaches students to encourage entrepreneurship, identify opportunities, locate potential new business within the firm, select the right managers, and set up planning processes.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 754 Fundamental Methods for Forecasting (1 cr)**

Prerequisite: Limited to MBA students.

The ability to forecast data is important in business. This course teaches effective short term forecasting; it is heavily weighted toward applied work not mathematical theory. Students will have a portfolio of forecasts at the end of the course.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1  
Lab/Studio Hours: 0

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**MBA 755 Consumer Behavior (1.5 crs)**

Prerequisite: Limited to MBA students

This class will help you understand why consumers behave as they do. Using consumer behavior theories and our own purchase practices, we will attempt to predict how consumers will respond to a variety of marketing activities.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 757 Managing Workplace Stress (1 cr)**

Prerequisite: Limited to MBA students.

Workplace stress costs millions of dollars annually in lost productivity and turnover. We will examine theories, causes, and consequences of stress and take a hands-on approach to address workplace stress.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1  
Lab/Studio Hours: 0

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**MBA 758 Strategies and Tactics of Pricing (2 crs)**

Prerequisite: Limited to MBA students.

This course presents a framework for evaluating and making pricing decisions. Pricing is examined from the perspective of customers, competitors and costs; in a variety of contexts, including business-to-business markets, consumer goods markets, services, and not-for-profit companies.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 759 Selling Ideas at Work (1.5 crs)**

Prerequisite: Limited to MBA students.

This course provides students with an understanding of how business people make decisions. It teaches students to utilize developed skills to sell ideas at work to both individuals and to groups.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 760 Employee Training and Development (2 crs)**

Prerequisite: Limited to MBA students.

This course focuses on human resource development's role in maintaining an organization's competitive position; identifying training needs, transferring training to the workplace, and assessing training.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 761 Project Management (1.5 crs)**

Prerequisite: Limited to MBA students.

This course examines project identification, selection, and planning. It will be organized along two major phases of the project management process: project selection and definition and project planning.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 762 Organizational Leadership and Change (1.5 crs)**

Prerequisite: Limited to MBA students.

This course examines how change can be accomplished within organizations--who is responsible for change and how people can be helped to change.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 763 Business and Ethics (1.5 crs)**

Prerequisite: Limited to MBA students.

Does a company have any obligation to help solve social problems? What about a manufacturer's obligation to the consumer with respect to product defects and safety? This course examines economic activity in an ethical framework.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 764 Work-Family Issues in Contemporary Times (1 cr)**

Prerequisite: Limited to MBA students.

This course will critically examine and analyze issues of work and family life from both employee and employer perspectives.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1  
Lab/Studio Hours: 0

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**MBA 765 Advanced Topics in Project Management (1.5 crs)**

Prerequisite: MBA 761. Limited to MBA students.

The advanced topics course is oriented toward the more experienced project manager and/or those who supervise project managers. The focus of the course will be to address some current "hot topics" in the field.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 766 Contract Law for Managers (2 crs)**

Prerequisite: Limited to MBA students.

This course is not a strictly "legalistic" type of class; it emphasizes using and understanding the law in making ethical management decisions. Students will learn to use legal reasoning skills. They will understand and be able to apply the legal principles of contract law and sales law. The course will also look at law in the unique setting of e-commerce.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 767 Project Execution and Control (1.5 crs)**

Prerequisite: MBA 761. Limited to MBA students.

The primary focus of this course is identifying and managing challenges commonly seen in doing the work in projects after the project baseline has been approved.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 769 Project Portfolio Management (1.5 crs)**

Prerequisite: MBA 761. Limited to MBA students.

This course is designed to clarify ways to manage the project portfolio which involves tracking and managing all of an organization's projects, keep an eye on costs and resources, comply with deadlines and ensure the projects are in line with the company's overall mission.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 770 E-Business Fundamentals for Managers (1.5 crs)**

Prerequisite: Limited to MBA students.

This course provides an overview of the fast-growing Internet-based economy and asks, from a management point of view, "How may e-business contribute to the operational, tactical and strategic goals of an organization?"

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 771 Introduction to Enterprise Resource Planning Systems (1.5 crs)**

Prerequisite: Limited to MBA students.

This course describes the principal functions of ERP software and emphasizes the business impacts of such.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 773 Communicating for Success: Writing for Results (1 cr)**

Prerequisite: Limited to MBA students.

Students take their writing skills to the next level by applying practical strategies (based on organizational communication theories) to their writing. Focus is on their own specific work-related audiences.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1  
Lab/Studio Hours: 0

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**MBA 774 Sustainability & Organizational Management (1.5 crs)**

Prerequisite: Limited to MBA students.

This course introduces students to the interrelationship between business and the natural environment, examining the impact of the environment on business and the consequences of business decisions on the environment.

Attributes: Higher Cost Per Credit  
Grading Basis: A-F Grades Only  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 775 Information System Security (2 crs)**

Prerequisite: Limited to MBA students.

Today's manager must understand security and risk management. Students will discuss system vulnerabilities, mitigation strategies, and security-related personnel issues. They will be able to develop and implement security procedures and processes.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 777 Communicating for Success: Speak, Engage, Lead (1 cr)**

Prerequisite: Limited to MBA students.

The purpose of this course is to enhance students' workplace communication skills. Students and their organizations will benefit as students apply practical strategies to oral and interpersonal communication contexts for nearly any audience.

Attributes: Higher Cost Per Credit  
Grading Basis: A-F Grades Only  
Lecture/Discussion Hours: 1  
Lab/Studio Hours: 0

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**MBA 778 Managing Technology in Turbulent Times (2 crs)**

Prerequisite: Limited to MBA students.

The intent of this course is to show the synergy that exists between the introduction of technologies into an organization and the shift in management strategy and decision making that is essential to receive full value from the technology investment.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 779 E-Business Website Development (1.5 crs)**

Prerequisite: Limited to MBA students.

This course provides students with skills to develop a simple and effective e-business website. It examines design factors and the development process and focuses on facilitation of intra-organizational and inter-organizational communication and extra-organizational relationships.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 1.5  
Lab/Studio Hours: 0

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**MBA 780 Leading the Healthcare Workforce (2 crs)**

Prerequisite: Limited to MBA students.

This course explores challenges and opportunities that leaders in healthcare face. Students will learn how to maximize human resources and other organizational resources to improve organizational efficiencies and the quality of healthcare. Topics include motivation, EDIB (equity, diversity, inclusion, belonging), managing change, and other concepts related to leadership.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 781 Fundamentals of Health Information Technology Management (2 crs)**

Prerequisite: Limited to MBA students.

This course provides an introduction to the dynamic world of management of information technology in health care. A description of information processing, the content and evaluation of healthcare information systems and the current and future methodologies being employed to acquire and manage information are discussed.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

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**MBA 782 Health Care Finance & Economics (2 crs)**

Prerequisite: Limited to MBA students.

This course will help students understand how factors such as government intervention in health care, the organization of health insurance markets, and health care reform influence financial decision making in the health care area.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 783 Informing Healthcare Decisions with Data Analytics (2 crs)**

Prerequisite: Limited to MBA Students.

In this course students discover ways to gather, analyze, interpret, communicate, and use data for organizational decision making. Students learn concepts regarding data analytics, methodologies for gathering data, and strategies for managing data for analysis and use. Students will also discuss ways to communicate data clearly and accurately for the variety of internal and external audiences in healthcare organizations.

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 784 Supply Chain Management (2 crs)**

Prerequisite: Limited to MBA students.

This course covers terminologies, concepts, and tools involved in managing supply chain operations, emphasizing qualitative and quantitative tools used in managerial decision-making. Topics include Supply Chain Strategy, Supplier Management, Inventory Management, Distribution, and Logistics.

Attributes: Higher Cost Per Credit

Grading Basis: A-F Grades Only

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 785 Organizational Reward Systems (1.5 crs)**

Prerequisite: Limited to MBA students

This course covers topics related to intrinsic and extrinsic rewards used to achieve organizations' strategic goals. Topics include: motivational theories, compensation surveys, job evaluation, merit pay, variable or at risk pay, and team compensation.

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1.5

Lab/Studio Hours: 0

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**MBA 786 Addressing Contemporary Issues and Trends in Healthcare (2 crs)**

Prerequisite: Limited to MBA Students.

Students will examine current topics in healthcare in the United States. Topics may include, but are not limited to, healthcare costs; impacts of technology such as electronic records management, telehealth, and artificial intelligence; insurance and reimbursement; staffing; government and other regulatory requirements; equity and access to care; and burnout and stress management. Students will identify trends and issues relevant to their experiences, in particular, and explore strategies for addressing them.

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 787 Quantitative Business Analysis (1.5 crs)**

Prerequisite: Limited to MBA students

This course focuses on applied quantitative business analysis and uses Microsoft Excel. The course covers problem solving concepts and techniques, plus effective presentation of analysis results.

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1.5

Lab/Studio Hours: 0

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**MBA 789 Health Care Organization and Delivery (2 crs)**

Prerequisite: Limited to MBA students.

This course provides an understanding of our complex health system, from basic organization and management to an exploration of the relationships between cost, quality, and access in the context of system improvement and healthcare reform.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 791 Exploring Management Topics in the Nonprofit Sector (1 cr)**

Prerequisite: Limited to MBA students.

This course will provide an introduction to the key principles and practical challenges in the law, management and marketing of nonprofit organizations (NPOs) and non-governmental organizations (NGOs).

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 1

Lab/Studio Hours: 0

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**MBA 794 Business Process Simulation (2 crs)**

Prerequisite: Limited to MBA students.

This course will establish basic proficiency in simulation model development, verification, validation, and analysis.

Attributes: Higher Cost Per Credit

Grading Basis: No S/U Grade Option

Lecture/Discussion Hours: 2

Lab/Studio Hours: 0

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**MBA 795 Research Paper (1-3 crs)**

Prerequisite: Limited to MBA students.

Consent: Department Consent Required

Development of a thesis-type paper on a topic of interest to student.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: PR Only Grade Basis

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**MBA 796 Directed Project (1-3 crs)**

Prerequisite: Limited to MBA students.

Consent: Department Consent Required

Permits a student to pursue a defined problem in an intensive way under the direction of a graduate faculty member.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 797 Independent Study (1-3 crs)**

Prerequisite: Limited to MBA students.

Consent: Department Consent Required

An in-depth study of a topic of interest to the student and faculty member.

Repeat: Course may be repeated

Grading Basis: No S/U Grade Option

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**MBA 799 Thesis (1-3 crs)**

Prerequisite: MBA 711. Limited to MBA students.

Consent: Department Consent Required

- *Full-time equivalent. Completion of minimum of 15 graduate credits including MBA 711. Consent of MBA program director.*

Development and completion of research project using formal investigative methodology.

Attributes: Higher Cost Per Credit

Repeat: Course may be repeated for a maximum of 3 credits

Grading Basis: PR Only Grade Basis

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