

## Broad Full-Time MBA Fall 2011 course offerings sample

CLASS	Credits	Title	Description
ACC 814	3	Advanced Auditing	Economic, regulatory and technology environments as it relates to auditing in the public and private sectors. Risk analysis, professional standards, audit evidence gathering and evaluations, accounting and auditing research and <b>decision making</b> .
ACC 821	3	Enterprise Database Systems	Management of information in business organizations. Conceptual modeling of transaction process systems, workflow systems and enterprise-wide networks of value-added activities. Integration of decision support and policy level systems with economic event processing systems. Evolution of accounting systems.
ACC 824	3	Govern/Control Enterprise Sys	Governance and control of information technologies. Identification and valuation of key information and communication technologies, frameworks for assessing information system risk, information system auditing, and international standards for information technology governance and control.
ACC 830	3	Tax Research	Writing and presentation techniques of tax research. Tax practice and procedure, and partnership taxation.
ACC 843	3	Operational Mgt Accounting	Management accounting for operational management. Advanced cost system design, costing for new product development, <b>profitability of customer and supplier relations and cost of quality</b> .
ACC 844	3	Acctg in Global Enterprises (IB)	Accounting concepts and methods for use in global enterprises.
ACC 850	3	Acctg Multiunit Enterprises	Financial reporting and tax issues related to business combinations and divestitures and the resulting consolidated <b>reporting of the multi-unit enterprise's financial and tax information</b> .
FI 844	3	Corporate Financial Strategies	Managerial decision-making applied to key corporate financial strategic policies. Case studies.
FI 845	3	Financial Modeling	Applications of financial theory through computer modeling. Forecasting, cash flow modeling, valuation, portfolio <b>optimization, risk measurement, and option pricing</b> .
FI 853	3	Debt, Money Instrmnts & Mkts	Fixed-income security markets. Valuation of instruments traded.
FI 857	3	Security Analysis	Fundamental analysis of individual stocks. Discounted cash flow valuation, relative valuation, and special situations. <b>Portfolio implications</b> .
FI 860	3	Interntl Financial Management (IB)	Cross-border capital budgeting, capital structure, cash management, corporate governance, foreign currency and <b>Eurocurrency markets, and currency risk management</b> .
FI 891, 301	1	Finance Speaker Series	
HB 807	3	Workforce Mgt in the HB Industry	Identifying and solving hospitality workforce problems. Topics include leadership styles, interpersonal and <b>organization communication</b> .
HB 837	3	Advanced Hospitality Info systems	Overview of computer systems and networks designed for the hospitality industry.
HB 841	3	Contemporary Trends in Cuisine & Cultur.	Contemporary trends in cuisine and culture from the perspectives of global impact on food safety, food marketing and distribution, food production and the cross cultural adaptation of cuisines throughout the world
HB 885	3	HB Research	Management principles and practices in hospitality businesses. Product, sales, service income, and human resource <b>strategies</b> .
MBA 802	2	Financial Accounting	Financial accounting model underlying financial statements of firms. Information in financial statements and role of these statements in capital markets. Information intermediaries, regulators, and role of independent auditor. Standard setting and the impact of changing standards. Globalization of standards. Offered first half of semester.
MBA 804	2	Applied Data Analysis Managers	Analysis of business and economic data to support managerial decision-making. Building, interpreting, and applying regression models. Time series and forecasting. Offered second half of semester.
MBA 808	1	Leadership and Teamwork	Understanding team management and leadership through experiential and skill-based learning. Effective communication, including the use of electronic communication technologies for team development and maintenance. Active practice of teamwork, communication, and leadership skills. Offered first half of semester.
MBA 816	2	Managerial Communications	Development of managerial level business communication skills. Communication strategy development. <b>Message creation and delivery of messages in oral and written form</b> .
MBA 820	3	Marketing Management	Leadership principles. Decision-making. Fundamental marketing concepts such as segmentation, target marketing, positioning, growth strategies, revenue management, product management, and communication strategies. <b>Problem-solving and marketing planning</b> .
MBA 821	3	Supply Chain Management	Integrative approach to product design, development, and delivery. Flow of products from concept development through delivery to the final user, including product and process development, managing information and product flows, total quality management, and resource and capacity management.
MBA 822	3	Financial Management	Investment decisions by firms. Value creation, risk and return, pricing models, and financial markets. Financing alternatives, market efficiency, capital budgeting, and leverage and risk relationships. Optimizing firm value. Agency problems and effects on investment and financing decisions.
MBA 841	3	Study in the Global Market Place (IB)	Summer Study Abroad Program - summer 2011
MBA 850	2	Strategic Management	Concepts and methods that integrate previous training in functional areas of management. Total firm perspective and ways top managers create and sustain competitive advantage in today's challenging global marketplace.
MGT 804	3	International Management	Management challenges and roles in a multinational business. Strategic planning in global firms, managing people in international organizations, leadership, and the future of international management.
MGT 811	3	Human Resource Staffing	Scientific, legal, and administrative issues in the selection, placement, and promotion of individuals in organizations. Job analysis, recruitment, testing, interviewing, performance appraisal, and affirmative action.
MGT 813	3	Human Resource Training	Planning, implementing, and evaluating training programs. Career stages and career planning. Matching individual <b>and organizational development needs</b> .
MGT 832	3	Negotiation and Conflict	Negotiation and bargaining to manage people and interpersonal relations. Developmental processes, stages, and <b>types of conflict, Conflict management and resolution</b> .
MGT 840	3	Leadership & Team Management	Development of leadership abilities through readings and laboratory application.
MGT 872	3	Strategic Decision-Making	Strategy development and execution as a process. Identification of issues that both impede and improve the <b>likelihood of successful strategies</b> .
MGT 878	3	Management consulting	Management consulting as a process, profession, and industry. Conducting business research. Facilitating <b>organizational change</b> .
MKT 807	3	Customer-Driven Strategies	Theories and models of consumer and business buyer behavior. Research tools that organizations use to listen to the voice of the customer. Use of qualitative data in formulating marketing strategies. Market orientation, segmentation, branding, customer satisfaction measurement, and developing customer loyalty.
MKT 810	3	Innov & Launch Prod & Svcs	New product and service management for competitive-intensive firms. Creating new product and services ideas using voice of customer as well as creative-inventive paradigms. Managing cross-functional teams. Developing and implementing innovation strategies. New product development regimes, service architecture approaches and launch strategies. Decision making in the context of innovation.
MKT 860	3	International Business (IB)	Management of the firm in the multinational environment. Assessment of international modes of operations, <b>markets, financial strategies, services, and resources. Competitive strategy</b> .
SCM 833	2	Decision Support Models	Analytical models to support decision making with specific supply chain focus. Topics include multiple regression, <b>linear optimization, decisions under uncertainty, and forecasting</b> .
SCM 842	2	Total Quality Management	Total quality management principles and practices, tools and techniques, implementation of continuous quality improvement programs, links to manufacturing and competitive strategies. Six Sigma and statistical quality control.
SCM 852	2	Procurement & Sourcing Strat	Developing and implementing procurement strategy. Commodity strategy, insourcing and outsourcing strategy. Supplier evaluation and selection, supplier relationship management and supplier development. Strategic cost management, global sourcing, negotiation, contract management, and purchasing ethics.
SCM 853	2	Operations Strategy	Developing and implementing operations strategy. Matching of competitive priorities with operational investments and decisions. Manufacturing process choice, capability development, technology management, process simulation, linking supply chain with product type and inventory management decisions. Recent developments such as synchronized flow management, E-commerce, and advanced performance measurement.
SCM 854	2	Integrated Log Systems	Logistics systems and operations that achieve synchronized demand and supply. Transportation, inventory analysis, warehousing, materials handling, and logistics network design. Integrated performance measurement and <b>organizational structure</b> .
SCM 890, 301	1	SCM Speaker Series	

course restrictions may apply