

Michigan State University MBA Sample Courses, Fall 2015

Class	Crs	Title	Description	Professor
ACC 843-301	1.5	Operational Mgt Accounting	Management accounting for operational management. Advanced cost system design, costing for new product development, profitability of customer and supplier relations and cost of quality.	R. Ananthakrishnan
FI 844-301	1.5	Corporate Finance Strategies	Applying financial strategies to managerial decision making. Recommended background: FI 851 or FI 845	N. Khanna
FI 845-301	1.5	Financial Modeling and Simulation I	Applications of financial theory through computer modeling. Financial forecasting, cash flow modeling, and valuation. Recommended background: FI 851 This section is designed for finance majors.	A. Tessmer
FI 845-302	1.5	Financial Modeling and Simulation I	Applications of financial theory through computer modeling. Financial forecasting, cash flow modeling, and valuation. Recommended background: FI 851 This section is designed for MBA students who are not finance majors.	A. Tessmer
FI 846-301	1.5	Financial Modeling and Simulation II	Application of financial theory using computer modeling. Portfolio optimization, risk measurement, and option pricing. Prerequisite: FI 845 This section is designed for finance majors.	A. Tessmer
FI 846-302	1.5	Financial Modeling and Simulation II	Application of financial theory using computer modeling. Portfolio optimization, risk measurement, and option pricing. Prerequisite: FI 845 This section is designed for MBA students who are not finance majors.	A. Tessmer
FI 847-301	1.5	Corporate Strategies and Risk Management	Identifying corporate strategies to help manage business, financing, and competitive risks. Case studies. Prerequisite: FI 844. Recommended background: FI 845 and FI 851.	N. Khanna
FI 853-301	1.5	Debt, Money Instrmnts & Mkts	Fixed-income security markets. Valuation of traded instruments. Prerequisite: FI 851	A. Simonov

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FI 854-301	1.5	Fixed Income Instruments	Advanced fixed income security models. Valuation of instruments traded using derivative securities pricing. Prerequisite: FI 853	A. Simonov
FI 857-002	3	Security Analysis and Portfolio Management	Fundamental analysis of individual stocks. Discounted cash flow valuation, relative valuation, and special situations. Management of student-run investment fund. Prerequisite: FI 851 Submit override request for approval http://uas.broad.msu.edu/academics/overrides/	S. Schiestel
FI 857-001	3	Security Analysis and Portfolio Management	Fundamental analysis of individual stocks. Discounted cash flow valuation, relative valuation, and special situations. Management of student-run investment fund. Prerequisite: FI 851. Submit override request for approval http://uas.broad.msu.edu/academics/overrides/	S. Schiestel
FI 859-301	1.5	Mergers and Acquisitions	Provides a broad overview of corporate mergers and acquisitions from the finance perspective.	M. Johnson
FI 860-301	1.5	Multinational Corporate Finance (IB)	Corporate financial management in a multinational setting.	K. Butler
FI 861-301	1.5	International Financial Markets and Risk Management (IB)	Financial investments and risk management in a multinational setting.	K. Butler
FI 863-301	1.5	Corp Restructuring & Governance	Provides a broad overview of mergers, corporate restructuring, divestitures and bankruptcy from the finance perspective.	M. Johnson
FI 891-301	1	Special Topics: Finance Speaker Series	Current and emerging issues in corporate finance, investments, and financial modeling to supplement and enrich existing courses.	H. Dashney
MBA 802-301	1.5	Financial Reporting Strategy	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.	D. Wangerin

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MBA 802-302	1.5	Financial Reporting Strategy	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.	D. Wangerin
MBA 804-301	1.5	Applied Data Analysis Managers	Analysis of business and economic data to support managerial decision-making. Building, interpreting, and applying time-series, regression, and forecasting models.	T. Kiyak
MBA 804-302	1.5	Applied Data Analysis Managers	Analysis of business and economic data to support managerial decision-making. Building, interpreting, and applying time-series, regression, and forecasting models.	T. Kiyak
MBA 808-301	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.	J. Hollenbeck
MBA 808-302	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.	J. Hollenbeck
MBA 816-301	1	Managerial Comm Strategy and Tactics	Learning, applying and adapting the basic principles of persuasion and argumentation to oral and written communication in business settings.	E. Bain
MBA 816-303	1	Managerial Comm Strategy and Tactics	Learning, applying and adapting the basic principles of persuasion and argumentation to oral and written communication in business settings.	E. Bain
MBA 816-304	1	Managerial Comm Strategy and Tactics	Learning, applying and adapting the basic principles of persuasion and argumentation to oral and written communication in business settings.	E. Bain

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MBA 816-305	1	Managerial Comm Strategy and Tactics	Learning, applying and adapting the basic principles of persuasion and argumentation to oral and written communication in business settings.	E. Bain
MBA 820-301	1.5	Marketing Management	Leadership principles in marketing strategy development. Fundamental marketing concepts such as strategic marketing analysis, market segmentation, targeting, and competitive positioning. Problem-solving and market planning. Application of concepts to case analysis.	G. Omura
MBA 820-302	1.5	Marketing Management	Leadership principles in marketing strategy development. Fundamental marketing concepts such as strategic marketing analysis, market segmentation, targeting, and competitive positioning. Problem-solving and market planning. Application of concepts to case analysis.	G. Omura
MBA 821-301	1.5	Supply Chain Mgmt Concepts	Integrative approach to understanding supply chain management. Flow of products from concept development through delivery to the final user, including product and process development, managing information, inventory and product flows, and supplier and customer management.	J. Whipple
MBA 821-302	1.5	Supply Chain Mgmt Concepts	Integrative approach to understanding supply chain management. Flow of products from concept development through delivery to the final user, including product and process development, managing information, inventory and product flows, and supplier and customer management.	Judith M. Whipple
MBA 822-301	1.5	Corporate Investment Decisions	Corporate investment decisions including calculation of present value, valuation of bonds and common stock, net present value and other investment criteria, portfolio theory and financial asset pricing models, risk and cost of capital.	Richard Simonds

Class	Crs	Title	Description	Professor
MBA 822-302	1.5	Corporate Investment Decisions	Corporate investment decisions including calculation of present value, valuation of bonds and common stock, net present value and other investment criteria, portfolio theory and financial asset pricing models, risk and cost of capital.	Richard Simonds
MBA 830-301	1.5	Marketing Strategy Execution	Executing marketing strategy. Using the marketing decision variables to plan and execute in a competitive marketplace. Fundamental marketing topics such as customer satisfaction, customer loyalty and lifetime value, growth strategies, brand value propositions, new product strategies, brand equity development, marketing communication, pricing, channel relationships, internet marketing, and global marketing. Application of course concepts to case analysis.	G. Omura
MBA 830-302	1.5	Marketing Strategy Execution	Executing marketing strategy. Using the marketing decision variables to plan and execute in a competitive marketplace. Fundamental marketing topics such as customer satisfaction, customer loyalty and lifetime value, growth strategies, brand value propositions, new product strategies, brand equity development, marketing communication, pricing, channel relationships, internet marketing, and global marketing. Application of course concepts to case analysis.	G. Omura
MBA 831-301	1.5	Supply Chain Mgmt Applications	Application of supply chain management concepts. Examining how procurement, logistics and operations management enable value propositions and gain competitive advantage.	J. Whipple
MBA 831-302	1.5	Supply Chain Mgmt Applications	Application of supply chain management concepts. Examining how procurement, logistics and operations management enable value propositions and gain competitive advantage.	J. Whipple

Class	Crs	Title	Description	Professor
MBA 832-301	1.5	Corporate Financing Decisions	Corporate financing decisions including efficient markets and behavioral finance, how corporations issue securities, capital structure, shareholder payout policy and agency cost issues.	R. Simonds
MBA 832-302	1.5	Corporate Financing Decisions	Corporate financing decisions including efficient markets and behavioral finance, how corporations issue securities, capital structure, shareholder payout policy and agency cost issues.	R. Simonds
MBA 843-301	1	Career Management	Understanding career development theory through experiential and skill-based learning. Active practice of career management, networking, negotiation, goal setting, and development planning skills.	G. Omura
MBA 843-302	1	Career Management	Understanding career development theory through experiential and skill-based learning. Active practice of career management, networking, negotiation, goal setting, and development planning skills.	G. Omura
MBA 845-301	1	Integrative Action Projects Class of 2017	Week-long intensive action-based learning experience in which students apply business theories and concepts to real business issues.	G. Omura W. Hutchison
MBA 845-302	1	Integrative Action Projects Class of 2016	Week-long intensive action-based learning experience in which students apply business theories and concepts to real business issues.	G. Omura W. Hutchison
MBA 841-750	3	Study in the Global Market Place (IB)	Summer Study Abroad Program - Summer 2015	Richard Simonds
MBA 891-301	1	Special Topics: Business Presentation Coaching		E. Bain
MGT 804-001	3	International Management (IB)	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.	G. Chao

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MGT 817-301	1.5	Managing the Learning Organization	Assessing knowledge, skills, and abilities within the organization. Matching future employee skill needs with appropriate learning strategies. Linking employee knowledge, skills, and abilities with overall organizational strategies.	G. Chao
MGT 818-301	1.5	Talent Management and Development	The role of managing human resources to realize organizational goals and mission. Employee recruitment and development, performance management, succession planning, and retention strategies. Career management and leadership development. Prerequisite: MGT 817 or concurrently	G. Chao
MGT 832-301	1.5	Foundations of Negotiation	Fundamentals of effective negotiations through readings, simulations, videos, and discussions. Planning for negotiation, integrative and distributive negotiation strategies, power and influence, ethics and interpersonal communication. Experience in negotiating through simulations and follow-up discussions.	J. Dunn
MGT 832-302	1.5	Foundations of Negotiation	Fundamentals of effective negotiations through readings, simulations, videos, and discussions. Planning for negotiation, integrative and distributive negotiation strategies, power and influence, ethics and interpersonal communication. Experience in negotiating through simulations and follow-up discussions.	J. Dunn
MGT 833-301	1.5	Complex Negotiations	Managing complex negotiations, such as mediated conflicts, coalitions, multiparty negotiations, cross-cultural negotiations, and dispute resolution system design. Unique challenges in complex negotiations and strategies to meet bargainers' interests in these negotiations. Prerequisite: MGT 832	J. Dunn

Class	Crs	Title	Description	Professor
MGT 833-302	1.5	Complex Negotiations	Managing complex negotiations, such as mediated conflicts, coalitions, multiparty negotiations, cross-cultural negotiations, and dispute resolution system design. Unique challenges in complex negotiations and strategies to meet bargainers' interests in these negotiations. Prerequisite: MGT 832	J. Dunn
MGT 872-301	1.5	Strategy Process	Strategy development and execution as a process. Identification of issues that both impede and improve the likelihood of successful strategies.	J. Shamsie
MKT 807-301	1.5	Consumer Insights	Traditional and emerging research tools that organizations use to capture the voice of the customer. Application of behavioral science research in developing deep understanding of customers that can be used in developing marketing strategies, including segmentation, positioning, branding, advertising, customer satisfaction and loyalty.	R. Spreng
MKT 810-301	1.5	Open Innovation Management	Development of new products ideas for service firms and physical good manufacturers using voice of the customer approaches, leveraging ideas from channel partners, and from frontline employees. Fuzzy front end of the innovation process.	Z. Emden
MKT 817-301	1.5	Business Development and Sales Management	Managing the sales operation of the firm. Planning, implementing, and controlling the personal selling function. Analysis of sales territories. Management of recruitment, selection, training, and motivation of sales personnel. Evaluation of sales performance.	R. Spreng
MKT 820-301	1.5	New Product Development and Portfolio Management	New product development processes for service firms and physical good manufacturers. Execution of the product development stages and gates with a focus on concept testing, assessing project risks, and business case development. Prerequisite: MKT 810	Z. Emden
MKT 860-301	1.5	Assess Global Business Environment (IB)	Fundamentals of the international business environment and their impact on a global organization's operations.	A. Kirca

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MKT 870-301	1.5	Global Business Strategy (IB)	Strategic issues in the management of the firm in the global environment. Competitive strategy development and implementation within and across functional areas.	A. Kirca
SCM 817-301	1.5	Emerging Topics in Logistics Management	Perspectives on new and emerging issues in logistics management. Topics vary.	P. Daugherty
SCM 833-301	1.5	Decision Support Models	Analytical models to support decision making with specific supply chain focus. Topics include multiple regression, linear optimization, decisions under uncertainty, and forecasting.	S. Vickery
SCM 833-302	1.5	Decision Support Models	Analytical models to support decision making with specific supply chain focus. Topics include multiple regression, linear optimization, decisions under uncertainty, and forecasting.	S. Vickery
SCM 852-301	1.5	Supply Management	Procurement and supply management. Insourcing and outsourcing decisions. Global sourcing. Supply chain risk management. Cost analysis and management tools. Purchase negotiation, contract management and purchasing ethics. Supplier relationship management and supplier development. Prerequisite: SCM 825. Recommended background : SCM 826, SCM 827	G. Ragatz
SCM 852-302	1.5	Supply Management	Procurement and supply management. Insourcing and outsourcing decisions. Global sourcing. Supply chain risk management. Cost analysis and management tools. Purchase negotiation, contract management and purchasing ethics. Supplier relationship management and supplier development. Prerequisite: SCM 825 Recommended background: SCM 826, SCM 827	G. Ragatz

Class	Crs	Title	Description	Professor
SCM 853-301	1.5	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. Prerequisite: SCM 826. Recommended background: SCM 825, SCM 827	A. Nair
SCM 853-302	1.5	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. Prerequisite: SCM 826. Recommended background: SCM 825, SCM 827	A. Nair
SCM 854-301	1.5	Integrated Logistics 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 organizational structure. Prerequisite: SCM 827. Recommended background: SCM 825, SCM 826	D. Closs
SCM 854-302	1.5	Integrated Logistics 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 organizational structure. Prerequisite: SCM 827. Recommended background: SCM 825, SCM 826	D. Closs

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SCM 890-301	1	Independent Study: Supply Chain Speaker Series	Override request beginning today-Be sure to follow up until course is shown on STUI NFO : http://uas.broad.msu.edu/academics/overrides/	J. Sandor