

Michigan State University MBA Sample Courses, Spring 2016

Class	Crs	Title	Description	Professor
ACC 802-301	1.5	Financial Analysis I	Concepts of financial analysis using U.S. and international accounting information. Supply of and demand for accounting information in financial markets.	M. Johnson
ACC 803-301	1.5	Financial Analysis II	Cash flow and earnings based accounting models for business valuation.	M. Johnson
ACC 822-301	1.5	Information Systems Project Management	Management of information system projects. Modeling of business processes. Management of project scope, time and costs. Planning and control of projects. Program and portfolio management. Consulting issues for effective project management.	D. Zemaitis
ACC 841-301	1.5	Strategic Management Controls Systems	Management accounting concepts for strategic management and business unit-management. Performance measurement, planning and budgeting, and control system design.	K. Sedatole
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	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	A. Tessmer
FI 850-301	1.5	Introduction to Investments I	Essential financial theories and quantitative tools related to the field of investments. Topics include behavior and distribution of stock returns, mean-variance optimization model of portfolio selection, basic asset pricing theories and market efficiency.	Z. Ivkovich

Class	Crs	Title	Description	Professor
FI 850-302	1.5	Introduction to Investments I	Essential financial theories and quantitative tools related to the field of investments. Topics include behavior and distribution of stock returns, mean-variance optimization model of portfolio selection, basic asset pricing theories and market efficiency.	Z. Ivkovich
FI 851-301	1.5	Introduction to Investments II	Investment management, portfolio performance evaluation, active portfolio management, essentials of bonds and derivatives, and essentials of international diversification. Prerequisite: FI 850	Z. Ivkovich
FI 851-302	1.5	Introduction to Investments II	Investment management, portfolio performance evaluation, active portfolio management, essentials of bonds and derivatives, and essentials of international diversification. Prerequisite: FI 850	Z. Ivkovich
FI 852-301	1.5	Financial Derivatives I	Introduction to pricing, trading strategies, and hedging applications of forward and futures contracts, swaps, and options. Prerequisite: FI 851	M. Schroder
FI 855-301	1.5	Financial Derivatives II	Derivatives pricing and applications to corporate securities, structured products, and credit default swaps. Prerequisite: FI 851 and FI 852	M. Schroder
FI 857-001	3	Security Analysis and Portfolio Management	Fundamental analysis of individual stocks. Discounted cash flow valuation, relative valuation, and special situations. Pre-req: FI 851 Management of student-run investment fund. Submit override request for approval http://uas.broad.msu.edu/academics/overrides/	S. Schiestel

Class	Crs	Title	Description	Professor
FI 857-002	3	Security Analysis and Portfolio Management	Fundamental analysis of individual stocks. Discounted cash flow valuation, relative valuation, and special situations. Pre-req: FI 851 Management of student-run investment fund. Submit override request for approval http://uas.broad.msu.edu/academics/overrides/	S. Schiestel
FI 862-301	1.5	Corporate Strategy Valuation	Measuring and managing the valuation of corporate strategies.	P. Nezafat
FI 865-301	1.5	Corporate Real Options Valuation	Application of the real options methodology to analyze practical problems in corporate finance.	P. Nezafat
FI 869-301	1.5	Entrepreneurial Finance and Venture Capital	Introduction to the financing and valuation of entrepreneurial startups, venture capital and private equity. How to prepare a successful business plan to raise financing from venture capitalists. Structuring venture capital and private equity deals.	Z. Fluck
FI 870-301	1.5	Venture Capital and Private Equity	Advanced topics in the financing of entrepreneurial startups, venture capital and private equity. Valuation for entrepreneurial startups, venture capital and private equity, and institutions. Corporate venture capital. Venture capital investing and fundraising. Private equity investments. Sale of venture capital-backed entrepreneurial firms, and initial public equity offerings. Prerequisite: FI 869	Z. Fluck
FI 877-301	1.5	Functions and Management of Financial Institutions	Origin, nature, structure, and management of financial institutions. Products and services offered, risks, and strategies. Applications in domestic and international settings.	G. Booth
FI 878-301	1.5	Commercial Bank Management	Origin, nature, structure, and management of commercial banking. Products and services offered, risks, and strategies. Applications in domestic and international settings.	G. Booth

Class	Crs	Title	Description	Professor
FI 890-003	3	Risk Management. Listed as an Independent Study course. Submit override request for approval http://uas.broad.msu.edu/academics/overrides/	This course covers the ways in which risks are quantified and managed by financial institutions. Among the topics are the nature of financial institutions and their regulation, market risk, credit risk, operational risk, liquidity risk, and the credit crisis of 2007. Prerequisite: FI 850/FI 851 (Intro to Investments). Will waive prerequisites but students should know the basics of probability densities and distributions.	M. Schroder
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. Finance Speaker Series	H. Dashney
MBA 806-301	1.5	Social Issues in Management	Analysis of the business environment including social, ethical, public policy, ecological, and international dimensions. Management of stakeholder relationships.	J. Dunn
MBA 806-302	1.5	Social Issues in Management	Analysis of the business environment including social, ethical, public policy, ecological, and international dimensions. Management of stakeholder relationships.	J. Dunn
MBA 812-301	1.5	Accounting for Decision-Making and Control	The use of accounting information for planning and control. Cost structure and the use of cost analysis, activity-based costing, capacity costing, and cost modeling for improved decision-making. Controlling decisions through budgeting, variance analysis, transfer pricing, financial and non-financial performance measurement, and incentives. Use of the balanced scorecard for assessing strategy implementation.	K. Sedatole

Class	Crs	Title	Description	Professor
MBA 812-302	1.5	Accounting for Decision-Making and Control	The use of accounting information for planning and control. Cost structure and the use of cost analysis, activity-based costing, capacity costing, and cost modeling for improved decision-making. Controlling decisions through budgeting, variance analysis, transfer pricing, financial and non-financial performance measurement, and incentives. Use of the balanced scorecard for assessing strategy implementation.	K. Sedatole
MBA 814-301	1.5	Applied Economics	Economic view of the firm. Use marginal analysis to analyze firms' decisions such as pricing, entry, and price discrimination. Use game theory to analyze firms' strategic behavior, principle-agent relationships, adverse selection, and signaling.	M. Conlin
MBA 814-302	1.5	Applied Economics	Economic view of the firm. Use marginal analysis to analyze firms' decisions such as pricing, entry, and price discrimination. Use game theory to analyze firms' strategic behavior, principle-agent relationships, adverse selection, and signaling.	M. Conlin
MBA 817-301	1	Designing and Delivering Impactful Business Presentations	Determining relevant presentation content based on audience analysis. Strategic design of content. Oral presentation delivery using PowerPoint as a visual aid. Introduction to effective question and answer methods in business environment.	E. Bain
MBA 817-302	1	Designing and Delivering Impactful Business Presentations	Determining relevant presentation content based on audience analysis. Strategic design of content. Oral presentation delivery using PowerPoint as a visual aid. Introduction to effective question and answer methods in business environment.	E. Bain

Class	Crs	Title	Description	Professor
MBA 817-303	1	Designing and Delivering Impactful Business Presentations	Determining relevant presentation content based on audience analysis. Strategic design of content. Oral presentation delivery using PowerPoint as a visual aid. Introduction to effective question and answer methods in business environment.	E. Bain
MBA 817-304	1	Designing and Delivering Impactful Business Presentations	Determining relevant presentation content based on audience analysis. Strategic design of content. Oral presentation delivery using PowerPoint as a visual aid. Introduction to effective question and answer methods in business environment.	E. Bain
MBA 818-301	1	Competitive Advantage & Comm	Complex business presentations to top business executives and corporate boards. Managing presentation flow and successful completion when facing interruptions and challenges to proposals and findings in real-time presentation settings.	E. Bain
MBA 818-302	1	Competitive Advantage & Comm	Complex business presentations to top business executives and corporate boards. Managing presentation flow and successful completion when facing interruptions and challenges to proposals and findings in real-time presentation settings.	E. Bain
MBA 818-303	1	Competitive Advantage & Comm	Complex business presentations to top business executives and corporate boards. Managing presentation flow and successful completion when facing interruptions and challenges to proposals and findings in real-time presentation settings.	E. Bain
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Class	Crs	Title	Description	Professor
MBA 823-001	1.5	Information Technology Strategy	Integrative perspectives on the use, management, and economic value of information technologies in organizations. Financial and strategic assessment of the business value of information technologies. Transformational effects of business intelligence and social networking technologies. Technology strategy and entrepreneurship.	Vallabh Sambamurthy
MBA 823-002	1.5	Information Technology Strategy	Integrative perspectives on the use, management, and economic value of information technologies in organizations. Financial and strategic assessment of the business value of information technologies. Transformational effects of business intelligence and social networking technologies. Technology strategy and entrepreneurship.	Vallabh Sambamurthy
MBA 824-001	1.5	Managing the Workforce	Role of workforce management in fulfilling the goals and mission of the organization. Theories and applications of management principles to motivating, rewarding, and structuring employees' work; managing groups and teams; and structuring the organization. Domestic and international issues in the workplace.	John Wagner
MBA 824-002	1.5	Managing the Workforce	Role of workforce management in fulfilling the goals and mission of the organization. Theories and applications of management principles to motivating, rewarding, and structuring employees' work; managing groups and teams; and structuring the organization. Domestic and international issues in the workplace.	John Wagner
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

Class	Crs	Title	Description	Professor
MBA 850-301	1.5	Strategic Management	Examines ways top managers create and sustain competitive advantage in today's challenging global marketplace from a total firm perspective.	K. Miller
MBA 850-302	1.5	Strategic Management	Examines ways top managers create and sustain competitive advantage in today's challenging global marketplace from a total firm perspective.	K. Miller
MBA 891-301	1	Special Topics in Business Management-Presentation Coaching	Current and emerging issues in management. New and changing developments affecting managers.	E. Bain
MBA 891-302	1	Special Topics in Business Management-Presentation Coaching	Current and emerging issues in management. New and changing developments affecting managers.	E. Bain
MGT 810-001	3	Human Resource Management for General Managers	Human resource management functions performed by all managers. Design, administration, and evaluation of human resource activities. Needs assessment, program implementation and evaluation, information management and decision support, and international human resource management.	G. Chao
MGT 811-301	1.5	Fundamentals of Human Resource Staffing	Fundamentals of human resource staffing. Legal issues; measurement, reliability, and validity; job analysis; performance assessment; and recruitment.	G. Chao
MGT 812-301	1.5	Advanced Topics in Human Resource Staffing	Initial assessment methods such as letters of recommendations and weighted application blanks. Substantive assessment methods such as cognitive ability, personality, integrity, and situational judgment tests. Structured interviews and assessment centers. Selection decision making.	G. Chao

Class	Crs	Title	Description	Professor
MGT 840-001	3	Leadership & Team Management	<p>Development of leadership abilities through readings and laboratory application.</p> <p>Note: All sections share a common lecture on Monday 4:00 - 5:20pm. Students register for the Monday common lecture and only one lab section. Lab sections will be in room 101-A Eppley (unless otherwise notified) and are limited to 3 people each. Due to the hands-on and experiential nature of the course, enrollment is limited to 15 students. All students can enroll for this course on a space available basis.</p> <p>After a section is closed, all override permission will be managed by Sue Polhamus (Polhamus@msu.edu) in the department of MGT, room N475BCC.</p>	M. Schouten
MGT 840-002	3	Leadership & Team Management	<p>Development of leadership abilities through readings and laboratory application.</p> <p>Note: All sections share a common lecture on Monday 4:00 - 5:20pm. Students register for the Monday common lecture and only one lab section. Lab sections will be in room 101-A Eppley (unless otherwise notified) and are limited to 3 people each. Due to the hands-on and experiential nature of the course, enrollment is limited to 15 students. All students can enroll for this course on a space available basis.</p> <p>After a section is closed, all override permission will be managed by Sue Polhamus (Polhamus@msu.edu) in the department of MGT, room N475BCC.</p>	M. Schouten

Class	Crns	Title	Description	Professor
MGT 840-003	3	Leadership & Team Management	<p>Development of leadership abilities through readings and laboratory application.</p> <p>Note: All sections share a common lecture on Monday 4:00 - 5:20pm. Students register for the Monday common lecture and only one lab section. Lab sections will be in room 101-A Eppley (unless otherwise notified) and are limited to 3 people each. Due to the hands-on and experiential nature of the course, enrollment is limited to 15 students. All students can enroll for this course on a space available basis.</p> <p>After a section is closed, all override permission will be managed by Sue Polhamus (Polhamus@msu.edu) in the department of MGT, room N475BCC.</p>	M. Schouten
MGT 840-004	3	Leadership & Team Management	<p>Development of leadership abilities through readings and laboratory application.</p> <p>Note: All sections share a common lecture on Monday 4:00 - 5:20pm. Students register for the Monday common lecture and only one lab section. Lab sections will be in room 101-A Eppley (unless otherwise notified) and are limited to 3 people each. Due to the hands-on and experiential nature of the course, enrollment is limited to 15 students. All students can enroll for this course on a space available basis.</p> <p>After a section is closed, all override permission will be managed by Sue Polhamus (Polhamus@msu.edu) in the department of MGT, room N475BCC.</p>	M. Schouten

Class	Crs	Title	Description	Professor
MGT 840-005	3	Leadership & Team Management	<p>Development of leadership abilities through readings and laboratory application.</p> <p>Note: All sections share a common lecture on Monday 4:00 - 5:20pm. Students register for the Monday common lecture and only one lab section. Lab sections will be in room 101-A Eppley (unless otherwise notified) and are limited to 3 people each. Due to the hands-on and experiential nature of the course, enrollment is limited to 15 students. All students can enroll for this course on a space available basis.</p> <p>After a section is closed, all override permission will be managed by Sue Polhamus (Polhamus@msu.edu) in the department of MGT, room N475BCC.</p>	M. Schouten
MGT 842-301	1.5	Leading The Strategic Change Process	Analysis and management of the change process in organizations. Micro- and macro-organizational interventions.	J. Shamsie
MGT 856-301	1.5	Corporate Strategy	Management of multi-business firms, conglomerates and business groups. Mergers and acquisitions, firm scope, strategic alliances, corporate governance and strategic leadership.	G. McNamara

Class	Crs	Title	Description	Professor
MGT 879 - 001	3	Strategic Mgt consulting Projects	Team-based, project-oriented course in which students work with a company to analyze a strategic issue facing the company. Development of a consulting engagement from project definition through a final report and recommendations. Prerequisite: MGT 877 (waived for all students) Note: Due to limited capacity, students who listed MGT 879, MGT 878 or MGT 877 in their candidacy declaration form will have priority for enrollment in this class. An override has been issued to these students to enroll directly for this course but they should do so on 4/6/15. Other students must write to Ms. Sue Polhamus Polhamus@msu.edu in the MGT department to request an override. All override requests will be considered on a first-come, first-serve basis.	J. Shamsie
MKT 806-301	1.5	Marketing Research for Decision Making	Collection and analysis of marketing research data for marketing decision making. Focuses on marketing research methods for data collection and introductory data analysis.	R. Dale Wilson
MKT 809-301	1.5	Pricing, Profitability and Market	Design, management, and integration of pricing into the marketing mix and the revenue yield strategies of the firm. Analytic, empirical and simulation approaches to pricing.	B. Runnalls
MKT 811-301 (this session is for 2nd-year MBAs)	1.5	Brand Insights	Brand strategy consumer and customer analysis, competitive brand analysis and brand planning.	H. Nguyen
MKT 811-302 (this session is for 1st-year MBAs)	1.5	Brand Insights	Brand strategy consumer and customer analysis, competitive brand analysis and brand planning.	H. Nguyen

Class	Crs	Title	Description	Professor
MKT 812-301	1.5	Integrated Marketing Comm	Concepts, frameworks, and leading-edge practices of integrated marketing communications (IMC), including traditional and digital media. Selection of appropriate media for the target audience and developing effective marketing communication campaigns that enhance the value of the brand.	D. Lake C. Lin
MKT 816-301	1.5	Marketing Analysis	Analysis of marketing data from a variety of sources for decision making. Use of statistical software to analyze marketing data. Scanner data, data mining, and web site metrics and analytics.	R. Dale Wilson
MKT 821-301 (this session is for 2nd-year MBAs)	1.5	Brand Strategy	Brand strategy analysis, planning and development. Prerequisite: MKT 811	H. Nguyen
MKT 821-302 (this session is for 1st-year MBAs)	1.5	Brand Strategy	Brand strategy analysis, planning and development. Prerequisite: MKT 811	H. Nguyen
MKT 822-301	1.5	Apps in Integ Marketing Comm	Applications and experiential learning in integrated marketing communications. Developing and delivering effective and efficient integrated marketing communication strategies and tactics that enhance the value of the brand in a global environment.	D. Lake C. Lin
MKT 862-301	1.5	Global Marketing (IB)	Marketing strategies for global market expansion, global marketing planning and marketing program execution.	I. Kozlenlova
MKT 872-301	1.5	Experiential Learning in Global Marketing Management (IB)	Classroom and field experience on global marketing planning and export marketing management, management of the marketing programs in global markets, defining the scope of work, and preparing deliverables.	I. Kozlenlova
SCM 815-001	3	Emerging Topics in Supply Mgmt	Perspectives on new and emerging issues of supply management. Topics vary.	S. Joshi

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SCM 825-301	1.5	Strategic Sourcing	Strategic sourcing process. Opportunity assessment, spend and requirements analysis, supply market analysis, category sourcing strategy development and implementation. Supplier evaluation and selection.	G. Ragatz
SCM 825-302	1.5	Strategic Sourcing	Strategic sourcing process. Opportunity assessment, spend and requirements analysis, supply market analysis, category sourcing strategy development and implementation. Supplier evaluation and selection.	G. Ragatz
SCM 826 -302	1.5	Manufacturing Design and Analysis	Designing and analyzing operations processes. Capacity planning and management, process flow and mapping, value-mapping, quality tools and techniques, dependent demand inventory techniques. Recent developments and data.	A. Nair
SCM 826-301	1.5	Manufacturing Design and Analysis	Designing and analyzing operations processes. Capacity planning and management, process flow and mapping, value-mapping, quality tools and techniques, dependent demand inventory techniques. Recent developments and data.	A. Nair
SCM 827-302	1.5	Supply Chain Logistics	Logistics as a value-adding process that synchronizes demand and supply. Supply chain logistics strategy, information technology, segmental positioning, forecasting and collaborative planning, and customer accommodation.	D. Closs
SCM 827-301	1.5	Supply Chain Logistics	Logistics as a value-adding process that synchronizes demand and supply. Supply chain logistics strategy, information technology, segmental positioning, forecasting and collaborative planning, and customer accommodation.	D. Closs
SCM 834-301	1.5	Supply Chain Simulation	Simulation models to support decision making with specific supply chain focus. Simulation concepts, programming, design methods, and results interpretation.	S Griffis

Class	Crs	Title	Description	Professor
SCM 834-302	1.5	Supply Chain Simulation	Simulation models to support decision making with specific supply chain focus. Simulation concepts, programming, design methods, and results interpretation.	S Griffis
SCM 842-301	1.5	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.	S. Melnyck
SCM 843-301	1.5	Sustainable Supply Chain Mgmt	Sustainability within business and supply chain contexts. Balancing ecology/waste, economy, and equity. Supply chain sustainability from design and resource management through transformation processes, to delivery to the final customer.	S. Melnyck
SCM 855-301	1.5	Supply Chain Management Technology and Applications I	Integration of logistics, procurement, and operations strategy in the supply chain. Problem solving approaches, decision support tools, and analytical methods. Applications through case studies and computer simulations of supply chain situations in consumer and industrial settings. Prerequisite: SCM 852, SCM 853 and SCM 854	S. Griffis
SCM 855-302	1.5	Supply Chain Management Technology and Applications I	Integration of logistics, procurement, and operations strategy in the supply chain. Problem solving approaches, decision support tools, and analytical methods. Applications through case studies and computer simulations of supply chain situations in consumer and industrial settings. Prerequisite: SCM 852, SCM 853 and SCM 854	S. Griffis

Class	Crs	Title	Description	Professor
SCM 856-301	1.5	Supply Chain Management Technology and Applications II	Integration of logistics, procurement, and operations strategy in the supply chain. Problem solving approaches, decision support tools, and analytical methods. Applications through case studies and computer simulations of supply chain situations in consumer and industrial settings. Prerequisite: SCM 855	Stanley Griffis
SCM 856-302	1.5	Supply Chain Management Technology and Applications II	Integration of logistics, procurement, and operations strategy in the supply chain. Problem solving approaches, decision support tools, and analytical methods. Applications through case studies and computer simulations of supply chain situations in consumer and industrial settings. Prerequisite: SCM 855	Stanley Griffis
SCM 869-301	1.5	Service Supply Chains	Service supply chains. Application of supply chain principles in a service environment. Service design and resource management. Management of the transformation processes. Management of delivery to the final customer.	S. Narayanan