MBA-621 Management/Organizational Behavior

This introductory module explores various categories of corporate cultures and subcultures; how businesses are organized; personnel perceptions/attitudes and personalities; the various definitions of leadership and the difference between leadership and management/supervision; legal and ethical decision making in business; and beginning human resource applications.

MBA-622 Managerial Accounting and Finance

This course is designed to help participants gain an understanding of the roles of managerial accounting and financial management and their relationship to each other and to other functions within the business enterprise. Emphasis will be placed on the principal responsibilities of these functions and the institutional framework within which they operate. Students will learn how managerial accounting interfaces with decision models from operations research, economics and finance.

MBA-623 Applied Marketing

This course explores the marketing strategy process by examining how to effectively evaluate options based on a business’s competitive position. The course uses tools to help business leaders make informed decisions on where and how to compete and how to assess performance. This course combines concepts of market research consumer behavior, and marketing communications as they are applied to existing business.

MBA-624 Quantitative Methods for Management

This course is a combination of theory and application of various quantitative and statistical methods to address the goal of improved and informed decision making. The focus is on identification of potential applications in selected industries and companies. Students should expect to build on foundations from business and economic concepts in order to grasp the application of tools and methods covered in the course.
MBA-625 International Business and Trade

This course offers a global perspective on challenges facing modern corporations in organizing activities that span multiple cross borders environments as well as the interaction between countries, regulatory systems and organizations. Attention is especially focused on the dynamics of international trade and investment, including the relationship between trade and economic growth, trade imbalances and protectionism, foreign direct investment and the role of the MNCs in the global economy.

MBA-626 Managerial Economics

To apply microeconomic concepts and decision science to managerial problems, relating each topic to a basic valuation model of the firm. Topics include economic optimization, the theory of consumer behavior (demand analysis, demand estimation and forecasting), the theory of the firm (production and cost analysis and estimation), market structure analysis, and other related topics. The objective is for students to demonstrate the ability to understand and apply managerial economics concepts and tools to improve managerial decision-making processes as part of a broader strategic planning process for organizations. Students will also demonstrate the ability to communicate both individually and as a group.

MBA-627 Operations Management

This course will introduce Operations Management in real-time and real-world practices. Better decision making is the focus and requires an understanding of project management, forecasting, process strategy, work analysis, planning, scheduling and regression, and correlation formulas as applied to quantitative and qualitative decision making. This will include Program Evaluation and Review Technique (PERT) and Critical Path management (CPM), leading to the successful practice of Management Operation.

MBA-628 Strategic Decision Making

This course is the culmination of the program. It covers the total integration of business functions in the context of corporate strategic planning and future development; provides the student with a “case development” project on a selected company or corporation; and requires the completion of a team-based capstone project with a detailed presentation based on the business selected for the capstone experience with specific emphasis on business planning, operation and possible expansion.