

# MASTERS, BUS AD (MBA)

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## **MBA-515F INTRO TO BUSINESS ANALYTICS I (3 Credits)**

The course aims to introduce the student to the mathematical and statistical basis for managerial decision making. After a review of basic algebraic tools, functions, exponentials, logarithms and elementary series, we will consider the basics of financial mathematics, the theory of interest rates and introduce the elements of limits and differential calculus. The statistical part of the course begins with an analysis of measures of central tendency, variation and other summary statistics. The course also covers a priori probability and probability distributions; estimations, hypothesis testing and an introduction to regression analysis. Emphasis is centered on the use of these techniques in data analysis.

**Restrictions:** RG.UG.GR

## **MBA-516F Acctg & Finance Foundations (3 Credits)**

This course is designed to present accounting as the language of business. It defines the basic assumptions, principles, and concepts of accounting. Understanding business enterprises through the assertions included in financial statements is emphasized. The course also introduces the basics of managerial accounting practices as a support system for business decisions and provides an overview of selected topics in corporation finance.

**Restrictions:** RG.UG.GR

## **MBA-517F Economic Foundations (3 Credits)**

MBA-517F is designed to provide an introduction to the economic decisions and financial management of the firm. The course will begin with economics before exploring how markets work (and don't work) before moving into the financial world and getting an overview of the financial system, how stock and bond markets work, as well as a look at corporate finance, including an introduction to valuation.

**Restrictions:** RG.UG.GR

## **MBA-610 FINANCIAL MANAGEMENT (3 Credits)**

The purpose of this course is to illustrate the financial decision making process. Areas of concentration include risk management, capital budgeting, the cost of capital, capital structure corporate governance, mergers and acquisitions, and working capital management. The course uses cases and supplemental readings.

**Prerequisite(s):** Take MBA-515F, MBA-516F and MBA-517F

**Restrictions:** RG.UG.GR

## **MBA-611 LEGAL ENVIRONMENT OF BUSINESS (3 Credits)**

The purpose of this course is to recognize the impact of the law on management and marketing decision making. Dealing with government agencies, protecting intellectual property, avoiding antitrust traps, and product liability issues are among the highlights.

**Restrictions:** RG.UG.GR

## **MBA-612 MARKETING MANAGEMENT (3 Credits)**

Analysis of the problems confronting marketing managers in the evolution of marketing opportunities, selection of target markets, development of marketing strategies, planning of marketing tactics, and implementation and control of the marketing effort. Case studies are used to illustrate and emphasize key concepts.

**Restrictions:** RG.OLGE

## **MBA-613 ORGANIZATIONAL BEHAVIOR (3 Credits)**

This course offers an in-depth investigation into the human side of managing. Organizational Behavior involves the role of management in organizations and how people interact in a work environment. This course explores individual, group and organizational systems. Topics include: employee motivation; group dynamics; interpersonal behavior; leadership and power; diversity; values that guide organizations; qualitative decision making; dealing with personalities; change management, and how to influence others.

**Restrictions:** RG.OLGE

## **MBA-614 MANAGEMENT SCIENCE (3 Credits)**

The course introduces students to analytical approaches and to models used in business decision making. Topics include mathematical programming, queuing theory, simulation, mathematical programming, project management, and decision theory. Problem formulation, use of software for analyses, and interpretation of results are emphasized.

**Corequisite(s):** Take MBA 515F

**Restrictions:** RG.UG.GR

## **MBA-616 ACCOUNTING PRACTICE & ANALYSIS (3 Credits)**

This course includes a practical set of accounting topics useful to the business professional in financial based decision making. Topics include (but are not limited to) the costing of products and services, budgeting and planning, CVP and breakeven decisions, short run and opportunity cost decisions, financial analysis, and managerial performance measures. These decision techniques are useful to internal and external decision makers relative to business financial decisions. The course includes both lecture and case based analysis.

**Prerequisite(s):** Take MBA 516F OR MBA 601

**Restrictions:** RG.UG.GR

## **MBA-620 MARKETING ANALYSIS FOR DATA DECISION MAKING (3 Credits)**

This course introduces students to methods for analyzing data residing in firms' customer databases. The first half of the course focuses on descriptive and financial tools. We will discuss ways to profile customer segments based on their profitability to the firm, estimate individual customers' lifetime value, and see how this value can be altered by promotional efforts. We will review all necessary statistical concepts and learn how to use the software package SPSS to conduct a variety of marketing analyses using actual customer databases. The second half of the course focuses on building models to predict customer response, such as predicting whether a customer will respond to a particular marketing offer (e.g., direct mailing). We will also discuss how to use Tableau to visualize your data.

**Prerequisite(s):** MBA-612

## **MBA-621 DATA VISUALIZATION (3 Credits)**

This course provides an introduction to the field of data visualization. Students learn basic visualization design principles to produce meaningful displays of quantitative and qualitative data in order to enhance the managerial decision making process. Students will learn various techniques for visualizing sequential, text-based, geospatial, hierarchical data and large data sets. Foci covered include data selection, data cleaning, data analysis, data presentation methods. Students will apply analysis and data visualization design principles to the design of interactive business dashboards and reports. Students will present their work in multiple formats to a range of audiences. Students will be introduced to various visualization software tools.

**MBA-622 FEDERAL TAXATION (3 Credits)**

An analytical study of the Federal Income Tax Statutes and regulations relating to the taxation of individuals, partnerships, and corporations. Topics of discussion will include: general concepts of gross income; business and nonbusiness deductions; tax accounting methods and taxable periods; gains and losses on dispositions of property; and basic tax concepts related to partnerships and corporations.

**Prerequisite(s):** Take MBA-516F

**Restrictions:** RG.UG.GR

**MBA-623 ADVANCED COST ACCOUNTING (3 Credits)**

A specialized course in comprising in depth analysis of process costing, job order costing, standard costing, direct costing, and activity based costing. Other topics include cost volume profit and analysis, relevant costs and revenues, joint and by products, and budgetary controls and variances.

**Prerequisite(s):** Take MBA-516F

**Restrictions:** RG.UG.GR

**MBA-625 PROJECT MANAGEMENT (3 Credits)**

This course introduces best practices in project management, the study of concepts, and tools of project management. Topics will include project scope, project time, project cost, procurement management, project quality, project risk, project resources, project communications, human resource considerations, and how to be an effective project manager. Project management software will be used to analyze the project data, create work breakdown structures, Gantt charts, network diagrams, and baseline models as well as to perform earned value analysis. Students will apply project management methods, models and business knowledge to a business analytics project scenario.

**MBA-626 INVESTMENTS (3 Credits)**

An introduction to the various types of investment securities such as common stocks, bonds, warrants, options, and investment company shares. Emphasis is placed on the risk return characteristics of these securities and their use in various investment strategies.

**Prerequisite(s):** Take MBA-516F and MBA-517F

**Restrictions:** RG.UG.GR

**MBA-628 MANAGERIAL ECONOMICS (3 Credits)**

Applications of microeconomic theory to business problems. Topics include a review of simple linear and multiple regression techniques, demand and supply, production and cost functions, and a mathematical analysis of the different market models. The tools developed are applied to the study of common problems faced by managers. Applications may include the principal-agent problem, risk, cost management, market structures, strategic pricing, and product differentiation. Some macroeconomic models may also be discussed.

**Prerequisite(s):** Take MBA-515F and MBA-517F

**Restrictions:** RG.UG.GR

**MBA-629 AUDITING:APPL & CASES (3 Credits)**

The application of generally accepted auditing standards to the major operating cycles of an organization will be studied. This will include both financial statement and non-financial statement environments. An extensive review of current auditing literature is included and case analyses will be used.

**Restrictions:** RG.UG.GR

**MBA-630 STUDENTS IN MONEY MANAGEMENT (3 Credits)**

The primary purpose of the student investment fund course is to provide business students an opportunity to experience firsthand the management of a real investment portfolio. Using money donated by alumni and others, student will be responsible for determining and monitoring overall asset allocation, for selecting individual equity and fixed income investments that conform to the investment policy statement, and for managing administrative issues. It is a student-run investment portfolio organized much like an independent money management firm with a management team and different functional areas. Therefore, the progress of the fund and implementation of the investment strategy (determinants of your grade) rely heavily on student initiative.

**Prerequisite(s):** Take MBA-517F

**Restrictions:** RG.UG.GR

**MBA-632 HUMAN RESOURCE MGMT. (3 Credits)**

This course involves decisions made within an organization that directly affect or influence the people (human resources) employed by the organization. An overview of the following topics includes: recruitment & hiring; orientation & training; benefits administration; wage and salary administration; labor relations/conflict resolution; job evaluation/job descriptions; performance appraisal; safety & health; and compliance with government laws and regulations.

**Restrictions:** RG.UG.GR

**MBA-633 FEDERAL TAX POLICY (3 Credits)**

A critical study of the development of tax systems and the economic and political factors underlying the U.S. federal tax system. Emphasis is placed on the effects of taxes and expenditures, the distribution of taxes, and recent historical trends in taxation.

**Prerequisite(s):** Take ACCT-404

**Restrictions:** RG.UG.GR

**MBA-634 FINANCIAL MODELING (3 Credits)**

While understanding accounting, financial and economic theory is vital to any professional in those fields, it is no longer a sufficient condition for success. All new graduates looking to start a career in finance or accounting must be proficient in Excel. This course is specifically targeted at helping aspiring professionals acquire those skills. Topics covered will include an introduction to a wide variety of built-in functions in Excel, a broad selection of common problems in finance that must be modeled in Excel, as well as an introduction to more complicated topics such as array functions and subroutines and user defined functions in VBA.

**Prerequisite(s):** MBA-516F AND MBA-517F

**MBA-635 ACCT:THEORY & RESEARCH (3 Credits)**

The objectives of this course are to develop students' understanding of several major, empirically based theories of accounting as well as students' abilities to analyze accounting practices through these theoretical frameworks. Emphasis is placed on understanding historical underpinnings of accounting, on understanding accounting as a social and political process, and on understanding the economic value of accounting information. The central focus of this course is on financial reporting related issues.

**Restrictions:** RG.UG.GR

**MBA-636 MARKETING RESEARCH (3 Credits)**

This course involves a study of the process of carrying out a marketing research project. Topics include the identification of information needs and research objectives; development of a plan for conducting the research; sample selection and design of research instruments; data collection and analysis; and reporting research results. An attempt is made to have the class conduct empirical studies on typical marketing research problems.

**Prerequisite(s):** Take MBA-612 and MBA-515F

**Restrictions:** RG.UG.GR

**MBA-637 PROSPECTIVE FINANCIAL STATEMENTS (3 Credits)**

"Prospective Financial Statements: Nuances of preparation and presentation" revolve around the public accountants, CFOs and potential users of perspective on Prospective (future orientated) financial statements from preparation through presentation. We will go through reporting requirements associated with Prospective Financial Reporting (budgets, forecasts, projections per the AICPA guide on Prospective Financial statements). We will review preparation of such prospective financial statements including some financial modeling using excel, presentation, and theory of prospective financial statements.

**Corequisite(s):** Take MBA-601 or MBA-516F

**MBA-638 CONSUMER BEHAVIOR (3 Credits)**

This course is designed to provide further insight into the nature of the consumer decision making process. In order to accomplish this, various other disciplines must be studied. The marketing and behavioral science literature pertinent to the following subject areas is examined: perception, learning, motivation, personality, attitude, beliefs, social processes, social class, and culture. Finally, several models of consumer decision making are studied and their practical implication for marketing strategy are discussed.

**Prerequisite(s):** Take MBA 612

**Restrictions:** RG.UG.GR

**MBA-639 BEHAVIORAL FINANCE (3 Credits)**

Behavioral Finance will examine the interrelationships between classical financial economics and psychology. For much of the past half century, financial economists have largely assumed that people behaved rationally. More recently insights from psychology have drawn many of our previous assumptions into question. The Behavioral Finance class will examine the various biases that have been identified that impact financial decision making. The course will focus on identifying conditions when these biases may be more likely to occur (for instance when other market imperfections are present) so that as investors (or those marketing to investors) the students will be better able to set aside their bias and make sound, rational, investment decisions. The course will emphasize the Investments and Personal Finance side of the financial spectrum but will also cover the same areas of corporate finance whereby managers and employees behave in ways that puzzle the classical financial economist.

**Prerequisite(s):** Take MBA-517F OR MBA-604

**Restrictions:** RG.UG.GR

**MBA-642 INTERNATIONAL FINANCE (3 Credits)**

This course provides background on the international environment and focuses on managerial aspects from a corporate perspective. It introduces students to international markets and describes the relationship between exchange rates and economic variables. It then focuses on the measurement and management of foreign exchange rate risk, concentrates on the corporate management of short term and long term assets and liabilities and finally describes international financial management from a banker's perspective. Cases are used to supplement problems.

**Corequisite(s):** Take MBA-604 or MBA-517F

**Restrictions:** RG.UG.GR

**MBA-643 INTERNAT'L LEGAL ENVIRON (3 Credits)**

Understanding the rules of international trade spells survival in our global economy. Familiarity with domestic rules does not satisfy international needs. The course concentrates on the rules of international contracts, government control of exports and imports, methods of payment and protection of intellectual property.

**Restrictions:** RG.UG.GR

**MBA-644 INTERNATIONAL MARKETING (3 Credits)**

This course focuses on the problems and issues faced by multinational enterprises in conducting market research, undertaking market segmentation, and developing product, price, distribution and promotional strategies for their overseas markets. The course also examines macro environmental factors such as economic, political, legal, geographical, and cultural issues that impact international marketing.

**Prerequisite(s):** Take MBA-612

**Restrictions:** RG.UG.GR

**MBA-645 INTERNATIONAL MANAGEMENT (3 Credits)**

This course examines the fields of International Management and Comparative Management with a view to providing the student the basic conceptual skills and notions of the discipline. The main objectives of the course are to examine and evaluate existing theory and concepts in the international management area and to develop an appreciation of global management issues.

**Prerequisite(s):** Take MBA-613

**Restrictions:** RG.UG.GR

**MBA-646 INTERNATIONAL BUSINESS: CHINA (3 Credits)**

This course introduces the student to China, its culture, history and prospects for the future, all with a business focus. The course entails travel to Shanghai, Xi'an, and Beijing. Briefings are conducted by senior management at several US businesses in China.

**Restrictions:** RG.UG.GR

**MBA-647 ORGANIZATIONAL LEADERSHIP (3 Credits)**

The primary focus on the course is to teach leadership theory and concepts, to improve ability to apply the theory through critical thinking, and to develop leadership skills. The course examines organizational leadership from the perspectives of the individual, the group, and the organizational system as a whole, with a focus on team building, communication skills, and ethical decision-making in businesses. Students will develop practical applications necessary to sharpen managerial abilities within organizational settings through a variety of learning techniques such as class discussion, class exercises, self-assessments, case studies, and other experiential exercises.

**MBA-648 NEGOTIATIONS/CONFLICT MANAGEMENT (3 Credits)**

This course is designed utilizing a variety of approaches included lecture, guest lectures, simulations, role playing and experiential exercises. The instructor's role is one of facilitating many of these approaches. The requirements in Negotiations/Conflict Management for all students and the outline of objectives to be accomplished are: To understand the dynamics of interpersonal and inter-group conflict; to provide an overview of the negotiation process; to understand the economic structure of negotiation, and some exposure to game-theoretic models; to learn the basics of competitive, distributive, win-lose negotiation; to learn the basics of collaborative, integrative, intra-group and inter-group negotiation; to understand the differences between interpersonal, intra-group, and inter-group negotiation; to understand the use of power and negotiating in unequal power relations; to understand the approaches for resolving unproductive negotiations, including the use of third parties.

**Restrictions:** RG.UG.GR

**MBA-649 BUSINESS POLICY (3 Credits)**

The purpose of this course is to provide the student with a practical, normative, and integrated approach to top management decision making. Case studies are used which require students to apply their knowledge of accounting, finance, economics, marketing, and the behavioral sciences to organizational problems. This course fulfills the requirement for a written comprehensive examination and may not be taken until all core courses have been completed or are in progress.

**Prerequisite(s):** Take MBA-610, MBA-612, MBA-613 and MBA-616

**Restrictions:** RG.UG.GR

**MBA-650 BUSINESS ETHICS (3 Credits)**

This will be a concentrated course dealing with business ethics. In today's corporate environment, businessmen and women are not only required to be aware of legal issues confronting them, but also of ethical matters that have profound effects upon them personally; their corporations, employees, officers, directors, shareholders and community.

**MBA-652 INTERMEDIATE FINANCIAL REPORTING (3 Credits)**

MBA students will no doubt benefit from increased exposure to the following accounting and financial reporting areas not specifically covered in detail in other MBA courses: Accounting for earnings per share; income taxes; leases; pensions; and other miscellaneous supporting topics.

**Prerequisite(s):** Take MBA-516F

**Restrictions:** RG.UG.GR

**MBA-653 SPORTS MARKETING (3 Credits)**

This course investigates the rapidly developing sports industry from a marketing perspective. It is based on the belief that sports marketing is consumer-driven, global in scope, and managerially controllable in nature. The course is designed to familiarize students with terms and tools needed in the sports industry and to develop skills that assist critical thinking for continued growth in this unique business setting. It includes an introduction to research, segmentation, product development, pricing, licensing, and communications. Moreover, the course will familiarize students with foundational terminology used in sports marketing; introduce research tools and methods used by sports marketers; study examples of successful and unsuccessful applications of sports marketing; demonstrate the power of marketing to develop, control, promote, and deliver sports as an exchange product.

**Prerequisite(s):** Take MBA-612

**MBA-660 FINANCIAL STATEMENT PRESENTATION (3 Credits)**

The primary subject matter will be studying the transactional awareness and financial statement presentation of the impact of intermediate accounting concepts on the major components of the financial statements such as assets, liabilities, equity, income, and expenses. In addition, we will study the impact this environment has on management's decision-making process. These concepts will be studied at a deeper level than in Introductory Financial Accounting. Recent additions to the professional accounting literature and the conceptual underpinnings of corporate financial reporting will be emphasized as well.

**Prerequisite(s):** Take MBA-516F or MBA-601

**MBA-661 FINANCIAL STATEMENT ANALYSIS (3 Credits)**

Students will learn how to interpret financial statements, and to incorporate information from supplemental sources to develop insights into a company's business and associated finances. Understanding the effects of alternative accounting treatments on financial statements are emphasized. Students learn how to use this information to knowledgeably forecast future financial performance and condition.

**Prerequisite(s):** Take MBA-616

**MBA-662 ACCOUNTING DATA ANALYTICS (3 Credits)**

Data analytics has become a vital skill for business professionals and has a drastic effect on the accounting industry. Newly licensed CPAs are expected to demonstrate deeper skill sets, more competencies and greater knowledge of emerging technologies. As a response to the trend, this course will cover the application of data analysis in various accounting fields, including financial accounting, managerial accounting, auditing, and taxation. The focuses include analytic techniques for decision making and potential risk identification. Hands-on experience through computerbased projects will develop students' skills with various software tools which are widely used in data analytics for accounting professionals.

**Restrictions:** RG.PACCT

**MBA-663 ADVANCED TAXATION I (3 Credits)**

A study of federal tax laws concerning advanced individual taxation concepts, business entities and their owners, and acquisition and disposition of property. A particular emphasis is placed on the tax concept of basis. Students will prepare entity tax returns and engage in tax research and tax planning projects related to course topics.

**Restrictions:** RG.PACCT

**MBA-664 ADVANCED TAXATION II (3 Credits)**

MBA 664 is the third course in the tax accounting sequence. This course includes a large variety of specialized topics that are not covered in either Accounting 407-Intro. To Taxation or MBA 663- Advanced Taxation I. These specialized topics include audits, appeals, and judicial processes and procedures, substantiation and disclosure of tax positions, common law duties and liabilities to clients and third parties, privileged communications, confidentiality, and privacy acts, corporate differences between book and taxable income (loss), taxation of limited liability companies, types of tax-exempt organizations and federal reporting requirements, like-kind exchanges and involuntary conversions, and numerous other advanced topics.

**Restrictions:** RG.PACCT

**MBA-665 ADVANCED ACCOUNTING INFORMATION SYSTEMS AND CONTROLS (3 Credits)**

This course extends the basic theories of informational design and operation techniques in a data use and an accounting reporting context. Accounting systems should be designed to provide useful and timely information. Further, the data generating this information should be free of errors, free of fraud and secure. A total systems approach is used in the course; that is, integration of AIS within a variety of data environments, such as data base and data analysis.

**Restrictions:** RG.PACCT

**MBA-667 ADVANCED FINANCIAL REPORTING (3 Credits)**

Advanced Financial Reporting is a comprehensive study of business combinations and consolidated statements with special emphasis given to accounting for (business) acquisition (through the use of the "acquisition method" including historical references) through purchase and pooling of interests. Also foreign operations, financial reporting for industry segments and interim financial reporting will be covered.

**Restrictions:** RG.PACCT

**MBA-696A AUDITING FOR MANAGERS (3 Credits)****MBA-696AC BUSINESS PACIOLI PERSPECTIVE (3 Credits)****MBA-696AT ALGORITHMIC TRADING (3 Credits)****MBA-696BA SP TOP:BUS ANALYTICS FOR ACCT (3 Credits)**

**Restrictions:** RG.UG.GR

**MBA-696BT SP.TOP:FEDERAL BUSINESS TAXATION (3 Credits)****MBA-696C ADV FINANCIAL REPORTING (3 Credits)**

**Prerequisite(s):** Take MBA-516F

**Restrictions:** RG.UG.GR

**MBA-696EE SP TOP:EUROPEAN ECONOMICS EXPERIENCE (3 Credits)**

**Prerequisite(s):** Take MBA-516F

**MBA-696FA SP TOP:FINANCIAL STATEMENT ANALYSIS (3 Credits)**

**Prerequisite(s):** Take MBA-516F or MBA-601

**MBA-696FB SP TOP: FOOTBALL BUSINESS MGMT (3 Credits)**

**Prerequisite(s):** Take MBA-516F or MBA-601

**MBA-696FE SP TOP:FRANCISCAN ECONOMY (3 Credits)**

This class focuses on the history of corporate scandals as well as economic panics, manias, and crashes from around the globe (the two are often correlated). We will discuss the causes (and aftermath) of crises that have occurred throughout our economic history - dating as far back to the Dutch Tulip Bubble of 1637 up to the COVID Crash of 2020. Lastly, we will break down some of the largest economic corporate collapses in business ranging from the Medici Bank Collapse of 1494 up to the Lehman Brothers Collapse of 2008. The goal is to provide students with a keen understanding of these macro-level shocks and help them recognize the dangers of inadequate corporate governance.

**MBA-696FM SP TOP: FINANCIAL MODELING STATEMENTS: NUANCES OF FORECASTS & PROJECTIONS (3 Credits)**

**Corequisite(s):** MBA-516F AND MBA-517F

**MBA-696FP SP TOP:FINANCIAL STATEMENT PRESENTATION (3 Credits)**

**Prerequisite(s):** Take MBA-516F or MBA-601

**MBA-696FS SP TP:FINANCIAL SCANDALS & ECONOMIC CRISES (3 Credits)**

This class focuses on the history of corporate scandals as well as economic panics, manias, and crashes from around the globe (the two are often correlated). We will discuss the causes (and aftermath) of crises that have occurred throughout our economic history - dating as far back to the Dutch Tulip Bubble of 1637 up to the COVID Crash of 2020. Lastly, we will break down some of the largest economic corporate collapses in business ranging from the Medici Bank Collapse of 1494 up to the Lehman Brothers Collapse of 2008. The goal is to provide students with a keen understanding of these macro-level shocks and help them recognize the dangers of inadequate corporate governance.

**Prerequisite(s):** Take MBA-516F or MBA-601

**Restrictions:** RG.UG.GR

**MBA-696I SP.TOP:INTERMED.ACCTNG (3 Credits)**

**Prerequisite(s):** Take MBA-601

**Restrictions:** RG.UG.GR

**MBA-696J SP.TOP:ADVANCED TAXES (3 Credits)**

**Prerequisite(s):** Take MBA-622

**Restrictions:** RG.UG.GR

**MBA-696JA SP.TOP:ADVANCED TAXES II (3 Credits)****MBA-696L GLOBAL BUSINESS TRAVEL SEMINAR: LONDON (3 Credits)****MBA-696NP SP TOPIC: GOV'T/NONPROFIT ACCOUNTING (3 Credits)****MBA-696RE SP TOP:REAL ESTATE LAW (3 Credits)**

This course examines the fundamentals of real estate and development from a legal and managerial perspective.

**MBA-696W FRAUD EXAMINATION (3 Credits)**

**Restrictions:** RG.UG.GR

**MBA-696ZC SP TOP INTRO TO PROSPECTIVE STATEMENTS: NUANCES OF FORECASTS & PROJECTIONS (3 Credits)**

**Restrictions:** RG.UG.GR

**MBA-697 IN.STD:FINANCE/ACCOUNTING (3 Credits)**

Limited opportunities may be available for special study and research projects under the direct supervision of a faculty member.

**Restrictions:** RG.UG.GR

**MBA-697D IN STD: ACCOUNTING ANALYTICS (3 Credits)**

Limited opportunities may be available for special study and research projects under the direct supervision of a faculty member.

**MBA-697LM SP TOP: LONDON FINANCIAL MARKETS (3 Credits)**

study and research projects under the direct supervision of a faculty member.

**Prerequisite(s):** TAKE MBA-610

**MBA-698A SP.TOP:ADVERTISING/PROMOTION (3 Credits)****MBA-698BA SP.TOP:BUSINESS ANALYTICS (3 Credits)**

These courses will focus on special topics in management or marketing of interest to faculty and students.

**MBA-698CO HR:ORGANIZATIONAL COMPENSATION (3 Credits)****MBA-698DS SP TOP:DIGITAL & SOCIAL MEDIA MARKETING (3 Credits)**

These courses will focus on special topics in management or marketing of interest to faculty and students.

**MBA-698EE ENVIRONMENTAL ECONOMICS (3 Credits)****MBA-698FB SP TOP:FOOTBALL BUSINESS MANAGEMENT (3 Credits)**

In this course, students will analyze the inner working of the NFL including successes and challenges from both the league and team level.

**MBA-698FM SP TOP: FAMILY BUSINESS MANAGEMENT (3 Credits)**

This course addresses the special issues of family-controlled firms including succession, finance, governance, strategy, family dynamics, culture, philanthropy and family offices. The course will involve guest lecturers, case studies, field and research assignments and presentations regarding family enterprise.

**Restrictions:** RG.UG.GR

**MBA-698GB GLOBAL BUSINESS DEEP DIVE INTO ASIA (3 Credits)**

**MBA-698HM SP TOP:HEALTHCARE MARKETING (3 Credits)**

This course offers an introduction to marketing in health services organizations

**Restrictions:** RG.UG.GR

**MBA-698LD LEADERSHIP & DIVERSITY IN SPORTS ADMINISTRATION (3 Credits)**

These courses will focus on special topics in management or marketing of interest to faculty and students.

**MBA-698LR SP TOP:LABOR RELATIONS (3 Credits)**

**MBA-698MD SP TOP: MANAGING DIFFERENCES CAPITALIZING ON MULTICULTURALISM (3 Credits)**

This course examines multi-cultural organizations from the perspectives of the individual, group, leadership, and organizational system as a whole, with a focus on fair management processes that promote organizational sustainability.

**MBA-698ME SP TOP:MARINE ENERGY BUSINESS (3 Credits)**

**Restrictions:** RG.UG.GR

**MBA-698MI SP.TOP:MANAGING INNOVATION (3 Credits)**

**Corequisite(s):** MBA-612

**MBA-698MY SP TOP:MARKETING ANALYTICS (3 Credits)**

**MBA-698NS ADMINISTRATION (3 Credits)**

These courses will focus on special topics in management or marketing of interest to faculty and students.

**MBA-698PS PROBLEM SOLVING & CRITICAL DECISION MAKING (3 Credits)**

**MBA-698RE SP TOP: REAL ESTATE LAW (3 Credits)**

**MBA-698SC SUPPLY CHAIN MANAGEMENT (3 Credits)**

**Corequisite(s):** MBA-515F

**MBA-698SL SP.TOP:SPORTS LAW (3 Credits)**

**MBA-698SP Sp Top: Sponsorship & Event Marketing (3 Credits)**

These courses will focus on special topics in management or marketing of interest to faculty and students.

**Corequisite(s):** MBA-612

**MBA-698SS SPORT SALES & DEVELOPMENT (3 Credits)**

This course will examines the fundamental concepts, principles, and application of sales within the fast-paced world of sports.