BUSINESS ADMINISTRATION (M.B.A.)

Academic Year

2014-2015

School

Graduate SchoolSchool Web site

School Dean

Tanuja Singh, D.B.A.tsingh@stmarytx.edu

Department

M.B.A.

Program Director

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Program Specific Admission Requirements

Regular admission allows a student to pursue an M.B.A. on either a part-time or full-time basis. It is expected that part-time students will complete the M.B.A. in three years of study, exclusive of prerequisite requirements. Admission as a Greehey Scholar requires an undergraduate degree in business and has higher admission standards. Students admitted as Greehey Scholars must commit to the one-year M.B.A. which requires full-time study and provides a full scholarship with a research assistantship commitment by the student.

Requirements

1. An undergraduate degree from an accredited institution
2. A minimum GMAT score of 525 or a minimum GRE score of 1120
3. An acceptable undergraduate GPA
4. Letters of reference and a current resume;
5. International residents also must have a minimum TOEFL score of 570 (paper), 230 (computer) or 67 (Internet) [87 including speaking]. A minimum score of 6.5 on the IELTS English-language proficiency test (Academic or General) also will be accepted.

The GMAT is a basic aptitude test and does not require previous knowledge of business subjects.

Prerequisites

In addition to demonstrating high potential for success, requirements for admission include satisfactory completion of the following courses or their equivalent prior to enrolling in the related graduate-level core or elective course. These requirements are normally satisfied by students who have earned an undergraduate degree in business from an accredited institution and a minimum grade of C is required to satisfy these requirements with undergraduate courses; a grade of B- is required for all BA 6311 through BA 6316 courses. Students do not receive graduate-level credit for M.B.A. prerequisite-knowledge courses.

Courses (hours)

- BA 6311 Fundamentals of Accounting (3 hours) [or AC 2310 and AC 2320, 6 hours]
- BA 6312 Fundamentals of Economics and Markets in the Global Economy (3 hours) or [EC2301 and EC 2303, 6 hours]
- BA 6313 Fundamentals of Management and Marketing (3 hours) [or BA 3325W and MK 3310, 6 hours]
- FN 3310 or BA 6314 Fundamentals of Finance (3 hours)

- QM 3320 or BA 6315 Fundamentals of Statistics (3 hours)
- QM 3330 or BA 6316 Fundamentals of Management Information Systems (3 hours)

Total Hours: 18

Students also may satisfy prerequisite requirements by completing the following undergraduate courses (normally taken when pursuing an undergraduate business degree from an AACSB-accredited institution) with a grade of C or better or by satisfactorily completing the related CLEP or DANTES exam. The Accounting II (Managerial Accounting) CLEP exam is no longer offered.

Courses (Exam)

- AC 2310 Accounting I [Financial Accounting] (CLEP)
- EC 2301 Introductory Macroeconomic Theory (CLEP)
- EC 2303 Introductory Microeconomic Theory (CLEP)
- HR 3325W Managing People and Organizations (CLEP)
- MK 3310 Principles of Marketing (CLEP)
- FN 33l0 Corporate Finance (DANTES)
- QM 3320 Business Statistics (DANTES)
- QM 3330 Management Information Systems (CLEP)

Undergraduate prerequisite courses must be completed with a grade of C or better; graduate prerequisite courses must be completed with a grade of B- or better. Prerequisite knowledge also may be satisfied by other means that may be deemed acceptable by the Program Director. Prerequisites must be completed prior to enrolling in the related graduate-level course. If a student completes an M.B.A. course prior to completing the relevant prerequisite course, the prerequisite must still be satisfied by one of the methods described above. Students admitted to the M.B.A. program do not receive graduate credit for prerequisite courses. **Students electing the Financial Planning Track or the Professional Accountancy Track are required to complete additional undergraduate prerequisites as described in the track-specific section.**

Degree Requirements

Business Administration (30 hours)
Greehey M.B.A. 18-Month Cohort

Please not that all students are required to attend an M.B.A. orientation activity

Course #	Course Title
BA6301	International Field Study
BA6375	International Business Core
BA6385	Marketing Core
BA7325	Management of Information and Tecl
BA7332	Values-Driven Leadership Lab I
BA7333	Values-Driven Leadership Lab II
BA7355	Accounting for Decision Making
BA7365	Financial Management

Department Courses and Descriptions

Prerequisite Courses

BUSINESS ADMINISTRATION (M.B.A.)

These prerequisite courses can be used to satisfy general M.B.A. prerequisite knowledge requirements. They cannot be used to satisfy graduate-level or elective requirements for the M.B.A. and are not eligible for graduate-level credit. These courses do not include the undergraduate prerequisite requirements that are specific only to the Professional Accountancy track.

BA 6311 **Fundamentals of Accounting** (3)
A study of financial and managerial accounting. Topics include: recording of transactions, preparation of financial statements, and the communication of accounting information to management and investors. Substitutes for AC2310 and AC2320. This course is not eligible for graduate-level credit.

BA 6312 **Fundamentals of Economics and Markets in the Global Economy** (3)
A study of the development of the market system and the application of economic principles to the conduct and organization of business. Analysis of both individual and firm behavior in the international marketplace. A study of the fluctuations in the level of economic activity and the micro and macro analytical tools needed to understand those fluctuations. Substitutes for EC2301 and EC2303. This course is not eligible for graduate-level credit.

BA 6313 **Fundamentals of Management and Marketing** (3)
This course explores modern concepts and practices in management and marketing in light of the historical foundations of these two subjects. Topics covered include new organizational structures and new paradigms of management thinking, globalization, service and customer contact. Understanding of basic quantitative analysis and methodologies is reinforced through use of financial and statistical applications. Substitutes for HR3325W (or BA3325Wor MN 3330) and MK3310. This course is not eligible for graduate-level credit.

FN 3310 or BA 6314 **Fundamentals of Finance** (3)
A study of the financial decisions required in organizations. Quantitative decision-making criteria are emphasized in the course. The approach is problem-oriented with emphasis on the mechanics of financial calculations. Topics include forecasting, financial statement analysis, working capital management, capital budgeting, capital structure, cost of capital, financial markets, hedging, and finance in a non-corporate setting. Prerequisite: BA 6311 or AC 2310 and AC 2320. This course is not eligible for graduate-level credit.

QM 3320 or BA 6315 **Fundamentals of Statistics**
A comprehensive study of the statistical methods used in business. Descriptive statistics including measures of central tendency, variation, control charts, linear regression, and correlation will be studied together with time series decomposition and forecasting methods. A review of parametric and nonparametric statistics will include emphasis on inferential applications, including probability distributions, sampling distributions, hypothesis testing, and linear multiple regression models. This course is not eligible for graduate-level credit.

QM 3330 or BA 6316 **Fundamentals of Management Information Systems and Quantitative Methods**
Computer hardware, software, and communications for management applications. Survey of management of the information system function, information system's terminology, decision support systems, and artificial intelligence. Study of project management and operations research techniques with an emphasis on linear programming.

M.B.A. Core Courses and Business Electives

AC 5306G **Accounting for Governments and Not-for-Profits**
A study of financial accounting concepts and practices for state and local governments and not-for-profit entities such as hospitals, educational institutions, and voluntary health and welfare organizations. Activities include study of theory research on practices, as well as in depth analysis of financial statements of actual organizations, including the City of San Antonio. This course also emphasizes related current issues and the developing nature of accounting for these entities. Prerequisite: Intermediate Accounting I (AC3310 or equivalent).

AC 5344G **Corporate Accounting and Governance**
Covers the basics of corporate governance, including the structure of a corporation, board and audit committee requirements, relevant financial statement reporting requirements, the effect of the Sarbanes-Oxley Act on governance, the role of the board in takeover situations, management compensation issues, corporate governance in other countries, the legal framework of the SEC, and the preparation of SEC required forms for publicly traded companies. Students admitted to the M.B.A. program may enroll in the course for graduate credit if they did not previously receive credit for AC4344 (or the equivalent) as an undergraduate.

AC 5375G **Accounting Internship**
The accounting internship provides students with an opportunity to gain knowledge and experience through hands-on experiential activities. It represents cooperation among the University and business, public and government institutions in monitoring and gaining experience that supplements the learning process. Prerequisites: Completion of all undergraduate accounting prerequisites, minimum GPA in graduate-level courses of 3.0, consent of the Chairperson of the Accounting Department and the M.B.A. Program Director.

AC 6100, 6200, 6300 **Selected Topics in Accounting**
Selected topics vary from semester to semester. Prerequisite: Completion of all undergraduate accounting prerequisites.

AC 8303 **Contemporary Accounting Problems**
This course synthesizes the broad accounting knowledge students have obtained from prior accounting and business courses into specific problem-solving tasks. The course focuses on current accounting issues and on preparing the students for successful completion of the uniform certified public accountant (CPA) exam. Prerequisites: Completion of all undergraduate accounting prerequisites.

AC 8305 **Advanced Accounting**
A study of the consolidation process for parent and subsidiary relationships, both domestic and foreign, using the entity theory approach of accounting for business combinations. Accounting for partnerships and foreign transactions also are emphasized. Prerequisite: Intermediate Accounting II (AC3320 or equivalent).

AC 8315 **Auditing II**
Emphasis is on statistical sampling and use of electronic data processing in the conduct of the audit process. Auditing and review services by the CPA and the ethical and legal liabilities in these engagements. Prerequisite: Auditing (AC4330 or equivalent).

AC 8321 **Selected Topics in Auditing**
Selected topics vary from semester to semester. Prerequisite: AC8315 and completion of all undergraduate accounting prerequisites.

AC 8344 **Advanced Management Accounting**
An in-depth study of accounting data relevant to managerial decision making, profit planning, and control. Emphasizes application of mathematics and statistics to accounting. Prerequisite: Introductory Cost Accounting (AC3341 or equivalent).

AC 8350 **Research in Federal Taxation**
A study of the tax materials available and their use in tax research, including the Internal Revenue Code, tax services, case reporters, and treasury publications. Emphasizes understanding and solving tax issues of current importance and the communication of such information. Prerequisites: Personal Income Tax (AC4350 or equivalent) and Business Income Tax AC4360 or equivalent).

AC 8351 **Taxation for Corporations**
A study of the federal income taxation of corporations and their shareholders. Emphasizes formation, capital structure, distributions, liquidations, personal holding companies, accumulated earnings tax, and the alternative minimum tax. Prerequisite: Business Income Tax (AC4360 or equivalent).

AC 8352 **Taxation for Partnerships and Subchapter S Corporations**
A study of the federal income tax consequences of doing business as a partnership or Subchapter S Corporation. Emphasizes formation, operation, distributions, and dissolutions of these organizations. Prerequisites: Personal Income Tax (AC4350 or equivalent) and Business Income Tax AC4360 or equivalent).

AC 8354 **Selected Topics in Taxation**
Selected topics vary from semester to semester. Prerequisite: Research in Federal Taxation (AC8350) and completion of all undergraduate accounting prerequisites.

AC 8356 **Advanced Income Tax Planning**
An examination of complex individual income tax concepts with an emphasis on planning considerations. Subjects include sources of tax authority tax compliance, tax characteristics of business entities, passive losses, property transactions, alternative minimum tax, accounting periods and methods, deferred compensation, taxation of investments, and charitable contributions. Prerequisite: Personal Income Tax (AC4350 or equivalent).

AC 8357 **Estate Planning**
A study of the principles of planning for the use, conservation, and efficient transfer of an individual rsquo;s wealth. Estate planning seeks to arrange future wealth transfers and management to maximize financial well being for the client and the client's survivors. Prerequisite: Personal Income Tax (AC4350 or equivalent).

AC 8360 **Business Law II**
An in-depth study of both legal and ethical concerns involving agency, partnerships, corporations, and bankruptcy. Policy, rationale, and legal concepts of areas such as property, wills, trusts, and estates, insurance, partnerships, and corporate law are emphasized. Prerequisite: Business Law I (AC3350 or equivalent).

AC 8361 **Financial Accounting Research and Communication**
Students will examine both complex and contemporary financial accounting issues as well as learn how to use the more common financial accounting research databases. Written and oral communication of research findings will be emphasized. Prerequisite: Intermediate Accounting II (AC3320 or equivalent).

BA 5333G **Business and Professional Ethics**
This course is designed to meet the requirement of the state of Texas for CPA candidates to have a business and professional ethics course before sitting for the CPA exam, and to provide a broader discussion of ethics issues that are important to business and the free enterprise system. Students will develop a fundamental understanding of the moral reasoning process and learn to recognize the impact of various approaches to moral reasoning on moral behavior in accounting and business.

The course is also intended to inculcate in students the importance of integrity, objectivity, and independence to the proper functioning of the accounting profession and the free enterprise system. The course will provide students with a balanced understanding of the variety of ethical issues in accounting and business, provide exposure to relevant codes of professional conduct, particularly for CPAs, and prepare students for coverage of professional ethics topics on the CPA exam and other professional accreditation exams. It is open to all upper division business majors and to other upper division students by permission of the instructor. Students admitted to the M.B.A. program may enroll in this course for graduate credit if they did not previously receive credit for BA 4333 (or the equivalent) as an undergraduate.

BA5350G **Exploring Entrepreneurship**
This course is offered to junior, senior and graduate students to increase awareness and understanding of essential qualities for business success. This is primarily accomplished through and executive speaker series featuring highly successful entrepreneurs and senior executives. Students also have the opportunity to read about and discuss the 10 essential qualities for business success. BA6000X Matriculation (0 semester hours). Students must register for this course the semester they plan to graduate if they are not already registered for other courses. $25.00 fee.

BA 6100, 6200, 6300 **Selected Topics in Management** (1-3)
Selected topics vary from semester to semester.

BA6301 **Special International Studies** (3)
Selected topics vary from one year to the next depending upon contemporary issues in international business and international study destinations. This particular class is a cohort-based study experience that typically is only offered in the summer.

BA6323 **The Strategic Importance of the European Union: Implications for U.S. Firms** (3)
This course provides a comparative overview of the business and legal environment of the European Union [EU]. Discussion will focus on the economic, legal-political and social-cultural dimensions of EU-member countries. The impact of these dimensions on business practice, regulation and global strategy implications for U.S. firms will be the major focus of research and writing in the course. Cross-listed with IR 6323.

BA 6355 **Human Resources** (3)
This course develops students skills in assessing and managing the contemporary business environment at individual, group,

and organizational levels. Topics include issues such as motivation, communication, leadership, human resource policy, external business analysis, and strategy formulation and implementation. The course also explores the dynamic interaction of these levels by focusing on topics such as organizational culture, human resources management, teams, job design, organizational development, and change. Replaced as an M.B.A. core course by BA7342 but available as an elective. Prerequisites: HR3325W or BA3325W or MN 3330 or BA6313G or equivalent.

BA 6365 **Accounting/Finance Core** (3)
This course has been replaced by BA 7355 (Accounting for Decision Making) and BA 7365 (Financial Management). Both BA 7355 and BA 7365 are required as part of the M.B.A. core.

BA 6375 **International Business Core** (3)
This course serves two objectives. First, it introduces the student to the major institutions and organizations that affect the international economic and political context in which firms operate, the international economic, political, and cultural milieu, the growing globalization of business, and the growing complexity of doing business within the rapidly changing international context. Second, it serves as a foundation for more advanced courses that include an international dimension.

BA 6385 **Marketing Management Core** (3)
This course focuses on preparing students to develop and implement the major strategic decisions facing marketing executives in their attempt to harmonize the objectives and resources of the organization with the needs and opportunities in the global marketplace. Through case analyses and the development of a comprehensive marketing plan, students analyze the functional areas of marketing, including market analysis and research, marketing communications, distribution, and pricing. Current topics in marketing are integrated into the course. Topics vary but may include current political/legal, social/cultural, or technological (e.g., eCommerce) issues surrounding marketing. Prerequisite: MK3310 or BA6313 or equivalent.

BA 7311 **Managing Business Projects** (3)
This course has been replaced by BA 7353; cross-listed with EG 7353.

BA 7322 **eCommerce** (3)
This course examines infrastructure and technologies of eCommerce, including Internet and intranets, languages, and security systems. It addresses business models associated with eCommerce, including media & communities, B2B, B2C, and C2C and examines other issues facing e-commerce companies, including electronic payment systems, public policy issues (e.g., privacy, intellectual property, free speech, ethical issues, taxation), and global implications.

BA 7325 **Management of Information and Technology** (3)
This course examines a broad range of topics in the management of technology, information systems and organizational issues in exploiting new technology. The course explores concepts of applying computer information systems and communications technology to provide an effective framework for managing competitiveness in an environment of rapid global change. Managing R &D, systems acquisition, decision-making, and links to other functional areas in the corporation are emphasized. Prerequisite: BA6316 or QM3330 or equivalent.

BA 7331 **The Management of Quality** (3)
This course provides the student with an awareness of the history and evolution of the quality management philosophy and its

principles and methodologies, (2) a thorough knowledge of the quality design and planning processes, (3) the ability to deploy basic and advanced quality methods and functions in various organizational settings and (4) the skills to analyze and develop strategies to transition organizations to a quality management perspective using relevant case studies.

BA 7332 **Values-driven Leadership Lab I** (3)
This is the first of two courses intended to explain how to develop socially responsible and sustainable approaches to business with a special emphasis on social entrepreneurship, corporate social responsibility, and sustainability; fundamentals of ethical leadership, to include values-driven strategies for aligning individual behavior and organizational culture; and the development of Advanced Behavioral Skills and familiarity with contemporary business and operational issues and strategies.

BA 7333 **Values-driven Leadership Lab II** (3)
This is the second of two courses intended to explain how to develop socially responsible and sustainable approaches to business with a special emphasis on social entrepreneurship, corporate social responsibility, and sustainability; fundamentals of ethical leadership, to include values-driven strategies for aligning individual behavior and organizational culture; and the development of Advanced Behavioral Skills and familiarity with contemporary business and operational issues and strategies.

BA 7342 **Leadership & Ethics** (3)
This M.B.A. core course fosters the students' ability to become an effective, ethical, visionary leader in the modern global business world. It exploresethical leadership challenges, informed by historical, cultural and contemporary leadership thought including servant leadership. Topics such as interpersonal skills, empowerment and delegation, conflict resolution, problem solving and the importance of values-based decision making are emphasized. Required of all students who have not previously completed BA 6355.

BA 7344 **Organizational Culture, Power, and Politics** (3)
This course examines the linkages between organizational culture and strategy, types of power, and politics that exist in organizations. Students conduct an organizational cultural analysis.

BA 7347 **Creative Thinking** (3)
This course exposes students to various creative thinking techniques applied to business and management problems.

BA 7353 **Project Management** (3)
This course provides a management perspective on managing projects. It examines the basic nature of managing business, public, engineering, and information systems projects, including the specific insights and techniques required. Issues such as the selection and management of the project team, project initiation, implementation, and termination are addressed. Cross-listed with EG 7353. Students who have previously completed BA 7311 may not register for BA 7353.

BA 7355 **Accounting for Decision Making** (3)
This M.B.A. core course covers the use of financial statement information, managerial accounting information, qualitative data and the application of statistical techniques in managerial decision making. Prerequisites: AC 2310, AC 2320 and QM 3320. Not required for students who have previously completed BA 6365. Students who have previously completed BA 6365 may enroll in this course as an elective.

BA 7365 **Financial Management** (3)
This quantitative M.B.A. core course serves two purposes. It assists the non-financial manager in understanding and using financial information to make decisions related to investing, financial arrangements and operating alternatives. It also will discuss theoretical issues related to capital structure and dividend policy. This course will serve as a foundation for the M.B.A. and more advanced finance courses. Prerequisites: AC 2310, AC 2320 and FN 3310. Not required for students who have previously completed BA 6365. Students who have previously completed BA 6365 may enroll in this course as an elective.

BA 7370 **Investment and Portfolio Analysis** (3)
Alternative investment opportunities, types of securities, security markets, investment theories, and workable criteria for selection of issues. Prerequisite: BA6365 or BA 7355 and BA 7365.

BA 7375 **M.B.A. Internship** (3)
The M.B.A. internship enables students in the full-time M.B.A. program to gain hands-on experience with either a for-profit or not-for profit organization during a 12 week period during the summer. Students must successfully complete a minimum of 20 hours weekly over a 12-week period (mid-May through mid-August) and other course requirements to receive three (3) hours of graduate credit. To be eligible for an internship for elective credit, M.B.A. students must complete the Application for M.B.A. Internship and have it signed by the M.B.A. Director to verify that they meet the following requirements: they must be enrolled in regular status in the One-year M.B.A., not be actively employed, not be receiving tuition reimbursement, did not receive more than three hours of credit for internships as an undergraduate, have completed all prerequisite-knowledge requirements and a minimum of 12 hours of M.B.A. core courses with a cumulative GPA of 3.25.

BA 8312 **Marketing Research: Methods and Applications** (3)
This course provides students with current methodology and applications in research with a focus on marketing and marketing research. The three phases of the course are qualitative marketing research, quantitative data analysis, and special topics such as the Internet, international issues, and measurement instruments. Prerequisite: BA6385.

BA 8314 **Improving the Performance and Productivity of Teams** (3)
This course provides the student with intensive exposure on how work groups can be led and developed into high-performance teams through the self- management process. The three phases of the course include planning and preparation, organizational requirements and changes, and detailed steps of creating, developing, and leading teams at the lowest level of the organization. The course emphasizes leadership, job redesign, and the dynamics of interpersonal and group interaction.

BA 8316 **Nonlinear Concepts, Methods, and Business Applications** (3)
This course provides innovative yet practical methods based on nonlinear systems theory which can be used in a wide variety of business applications. Students review traditional statistical approaches and compare them to nonlinear assumptions. They then review the concepts of wholeness and dialogue, and examine the nonlinear metrics which facilitate the analysis of whole systems. Using these concepts and methods, students examine the dynamics of a practical business system.

BA 8317 **Services Operation Management** (3)
This course is designed to provide graduate students with an understanding of operations management in service industries. Topics include issues such as forecasting demand, service design, quality, location planning, facility layout, inventory planning

and management, work measurement, technology and information systems, scheduling, and project management.

BA 8318 **Supply Chain Management** (3)
This course provides an understanding of the strategic role of supply chain management, key drivers of supply chain performance, and analytical tools and techniques for supply chain analysis. The course focuses on the interrelationship of these concepts. Topics include issues such as supply chain planning, design, and operation; inventory, transportation, information, and technology; and logistics and supply chain methodologies.

BA 8319 **NAFTA Law** (3)
This course provides coverage of the North American Free Trade Agreement (NAFTA) along with the legal and business issues that surround the treaty.

BA 8321 **Management Control Systems** (3)
This course examines the design and implementation of formal performance measurement and management control systems within the organization. The examination includes the design and implementation of profitability and cost management systems at the organizational and sub-organizational levels. It also includes consideration of the characteristics of measurement systems and their compatibility with the organization rsquo;s competitive strategy. Prerequisite: BA6365 or BA 7355.

BA 8322 **Manager's Guide to Financial Statement Analysis** (3)
This research course facilitates the judicious use of financial statements and other sources of company financial information in various management decisions. Students examine opportunities for earnings management and management of other information possible in today's regulatory and economic environment, enabling them to identify company reality which is often hidden by allowable reporting choices. Course activities include identifying reporting latitude, exploring recent company attempts at information management, and documenting the relative transparency of company financial information in the US and abroad. Prerequisite: BA6365 or BA7355.

BA 8323 **Corporate Social Responsibility** (3)
This course provides an understanding of the theory and practice of companies that choose to fulfill social responsibility roles in addition to traditional profit-oriented activities that maximize shareholder value. Students study the philosophical and economic rationale for such activities, identify sources of information about participating companies, and document the extent of reported company activities related to the environment, the community, and employees and their families. Companies in the US and abroad are examined.

BA 8324 **Employment Law** (3)
This course examines the rights and responsibilities of organizations and workers regarding the employment laws that shape the workplace in the United States. General intellectual considerations are also addressed.

BA 8342 **Inter-Cultural Skill for International Entrepreneurs** (3)
This course examines the cultural dimensions of conducting business in the international environment. Topics include effective verbal and non-verbal communication skills, diversity, differing values, culture shock, effective strategies for international negotiating, and cross-cultural training.

BA 8344 **International Market Assessment** (3)
This course addresses the issues and challenges associated with the identification, analysis, and selection of foreign market opportunities. Special attention is given to the development of market attractiveness measures for emerging markets and the tradeoffs that may be necessary when selecting from a number of attractive markets. Prerequisite: BA 6375.

BA 8345 **International Entrepreneurship** (3)
This course provides a holistic approach to entrepreneurship. It focuses on opportunities to initiate new ventures, how to develop a business plan, and how to grow and manage a small business in the global market place. Sources of capital funding and financial issues are discussed along with international opportunities and obstacles. Prerequisite: BA 6375.

BA 8352 **Business Intelligence** (3)
Business intelligence (BI) is an environment in which business users receive data that is reliable, consistent, understandable, easily manipulated and timely. With this data, business users are able to conduct analyses that yield overall understanding of where the business has been, where it is now and where it will be in the near future. BI monitors the financial and operational health of the organization, including reports, alerts, alarms, analysis tools, key performance indicators and dashboards. Data Mining is a primary (but not the only) tool to achieve these goals. Students will learn to use software that searches for significant patterns or correlations in the data and to interpret results.

BA 8363 **Quantitative Techniques in Finance** (3)
This course is an introduction to many of the quantitative techniques that are used across a wide spectrum of financial applications. Topics include statistical analysis, asset pricing models, option pricing, and cost of capital, value at risk, duration, convexity, immunization, and portfolio theory. The course includes many Excel exercises and an introduction to VBA programming. Prerequisite: BA7365. QM3320 strongly recommended.

BA 8367 **Risk Management and Insurance Planning** (3)
This course is a review of risk management and insurance concepts and techniques, including personal and business insurance and life and property-liability risks. It covers the fundamentals of insurance, insurance taxation, law, and policy selection.

BA 9301 **Topics in International Relations: International Field Studies** (3)
The primary focus of the course is sustainable, economic development and a second focus is the relationship of sustainable economic development to security and conflict resolution. The course is normally taught in Summer 1 or Summer 2 and includes a required international field trip that is designed to give students an exposure to governmental, not-for-profit, educational, micro-entrepreneurial, small business, and co-operative organizations in less-developed countries that are struggling with sustainable, economic development. Cross-listed with IR 9301.

BA 9325 **Seminar in Financial Planning** (3)
This course is a review, analysis, and application of the financial planning process. It examines insurance coverages applicable to financial planning. The course includes case application of the tools learned in several courses to accomplish the goals of individual financial planning. Information development, risk management, investment strategies, retirement planning, tax planning, and estate planning are reviewed. Prerequisites: Students must have completed all prerequisite courses, all M.B.A. foundation or core courses (BA6355, BA6365, BA6375, BA6385 and BA7325) and AC8356, AC8357, BA7370 and BA8367

and be within nine (9) hours of graduation to register for this course. Permission of the M.B.A. Program Director required.

BA 9355 **Applied Business Research** (3)
In this course, the student will conduct and submit an applied research paper covering a topic approved by the instructors that will be useful and of value to an organization's management. This will require that the student examine and apply what they have learned in graduate business-level coursework, especially as it relates to research, project analysis and management and evidence-based decision making. It is intended that the paper prepared for this course serve as a lead-in to the student rsquo;s graduate thesis. Schmalkalden joint-degree students who successfully complete this course will satisfy the University's comprehensive/general examination requirement. The course may be taken by an elective by St. Mary's M.B.A.-General Management track students; these students will receive course credit but also would be required to complete BA9375 (M.B.A. capstone course) which includes a component that enables those students to satisfy the University's comprehensive/general examination requirement.

BA 9370 **Practicum** (3)
This course is a graduate level experiential learning activity in the form of a consultative practicum project for an external non-profit, for profit, Non-Governmental Agency, or similar entity. The actual content and structure of the practicum will vary according to contemporary business issues and the needs of practicum clients.

BA 9375 **Leaders, Strategy, & Society** (3)
As the capstone course for the General Management Track of the M.B.A. degree, students will examine and gain an understanding of the role of a firm rsquo;s leaders, approaches to strategic management and interactions with ethics and social responsibility. A grade of B+ or better on a designated component of this course satisfies the University's comprehensive/general examination requirement. Prerequisites: Students must have satisfied all prerequisite knowledge requirements, all M.B.A. foundation or core courses (BA6355 or BA7342, BA6365 or BA7355 and BA7365, BA6375, BA6385 and BA7325) and be within nine (9) hours of graduation to register for this course. Permission of the M.B.A. Program Director required.

Department Faculty

Business Administration (M.B.A.) Faculty Website

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