

**MASTER OF  
BUSINESS  
ADMINISTRATION**

**MBA**

**The Eli Broad College of Business  
Eli Broad College of Business  
and The Eli Broad Graduate  
School of Management**

**800 The Global Organization and the Firm's Strategic Position**  
Fall, Spring. 2(2-0) R: Open only to MBA students.

Organizational goals, design, and control of the global business enterprise. Maximization of shareholder value, competitive forces, configuring the value-added chain. Strategies for implementing new organizational forms. Designing and managing strategic change.

**802 Financial Accounting**  
Fall. 2(2-0) R: Open only to MBA students.  
Financial accounting model underlying financial statements of firms. Information in financial statements and role of these statements in capital markets. Information intermediaries, regulators, and role of independent auditor. Standard setting and the impact of changing standards. Globalization of standards.

**804 Applied Data Analysis for Managers**  
Fall. 2(2-0) RB: STT 315 R: Open only to MBA students. Not open to students with credit in MSC 833.  
Analysis of business and economic data to support managerial decision-making. Building, interpreting, and applying regression models. Time series and forecasting.

**806 Business Ethics and the Legal Environment**  
Spring. 2(2-0) R: Open only to MBA students.  
Framework for identifying, analyzing, and resolving ethical dilemmas in business. Key legal topics in business using critical thinking analysis.

**808 Leadership and Teamwork**  
Fall. 1(1-0) R: Open only to MBA students.  
Understanding team management and leadership through experiential and skill-based learning. Effective communication, including the use of electronic communication technologies for team development and maintenance. Active practice of teamwork, communication, and leadership skills.

**812 Managerial Accounting**  
Spring. 2(2-0) R: Open only to MBA students.  
Performance measurement and incentive system design. Organization structure, budgeting, and transfer pricing. Target costing. Relevant costs and management decision models. Activity-based costing. Aligning management accounting and firm strategy. Accounting for quality. International perspective on management accounting issues.

**814 Applied Economics**  
Spring. 2(2-0) R: Open only to MBA students.  
Economic view of the firm. Modeling market mechanics in supply and demand, marginal concepts, elasticity, market characteristics, pricing with market power, and strategic behavior. Applications to business problems and situations. Principal-agent relationships and wealth maximization.

**816 Business Presentations**  
Fall. 1(1-1) R: Open only to MBA students.  
Development of effective interpersonal communications skills. Oral communications in business settings.

**820 Marketing Management**  
Fall. 3(3-0) R: Open only to MBA students.  
Leadership principles. Decision-making. Fundamental marketing concepts such as segmentation, target marketing, positioning, growth strategies, revenue management, product management, and communication strategies. Problem-solving and marketing planning.

**821 Supply Chain Management**  
Fall. 3(3-0) R: Open only to MBA students.  
Integrative approach to product design, development, and delivery. Flow of products from concept development through delivery to the final user, including product and process development, managing information and product flows, total quality management, and resource and capacity management.

**822 Financial Management**  
Fall. 3(3-0) R: Open only to MBA students.  
Investment decisions by firms. Value creation, risk and return, pricing models, and financial markets. Financing alternatives, market efficiency, capital budgeting, and leverage and risk relationships. Optimizing firm value. Agency problems and effects on investment and financing decisions.

**823 Information Technology Management**  
Spring. 2(2-0) R: Open to MBA students.  
Role of information technology in operations, decision making, and learning in organizations. Competitive and economic benefits from managing information technology resources. Competitive advantage, efficient operations, and improved decision quality.

**824 Managing the Workforce**  
Spring. 2(2-0) R: Open to MBA students.  
Role of workforce management in fulfilling the goals and mission of the organization. Theories and applications of management principles to acquiring, motivating, and rewarding employees and structuring their work. Domestic and international issues in the workplace.

**826 International, Comparative, and Cross-Cultural Business**  
Spring, Summer. 2(2-0) R: Open only to MBA students.  
International businesses' approaches to global markets, economic trade issues, methods of entry, and organizational alternatives. Cross-cultural differences and their impacts on business practices. Trade agreements, strategic alliances, negotiations, and cultural consequences.

**841 Studies in the Global Marketplace**  
Summer. 3(1-4) R: Open only to MBA students.  
Commercial, economic, cultural, and political aspects of global environments. Exposure to leading executives and government representatives in world markets. Comparative framework for competitive strategy in a multi-country context. International field trip required.

**850 Strategic Management**  
Fall. 2(2-0) R: Open only to MBA students.  
Concepts and methods that integrate previous training in functional areas of management. Total firm perspective and ways top managers create and sustain competitive advantage in today's challenging global marketplace.

**891 Special Topics in Business Management**  
Fall, Spring, Summer. 1 to 3 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open only to MBA students.

Current and emerging issues in management. New and changing developments affecting managers.

**893 MBA Internship Experience**  
Fall, Spring, Summer. 1 credit. A student may earn a maximum of 2 credits in all enrollments for this course. RB: Completion of at least one semester in the MBA program. R: Open to MBA students. Not open to students in the Advanced Management Program or Program in Integrative Management.

Internship in business organizations; application of business knowledge and management techniques in a work environment.