

MBA Specializations

Every MBA student must complete a minimum of three electives at the 6000 level. You can select any combination of the electives from the lists below and earn your MBA in General Administration, or you can specialize in an area by taking the required electives outlined for that particular area of specialization.

If you choose to specialize, it will be denoted on your official transcript, and it is possible to have up to two specializations listed. Your specialization will not appear on your diploma.

General Administration (ADMN)

Choose any three electives at the 6000 level

Operations Management (OPMT)

Must take both

OPMT 6680 Total Quality Management & SPC
OPMT 6690 Manufacturing Resources Mgmt

Choose one

OPMT 6100 Time Series Analysis & Forecasting
OPMT 6270 Computer Simulation
OPMT 6930 Contemporary Topics Seminar
IBUS 6080 International Supply Chain Mgmt

Finance (FINA)

Must take

FINA 6130 Managerial Finance

Choose two

FINA 6140 Investments & Securities Analysis
FINA 6150 Financial Institutions & Markets
FINA 6340 Seminar in Portfolio Management
FINA 6370 International Financial Management
FINA 6480 Student Managed Portfolio
FINA 6840 Small Business Financial Management

Information Systems (INFS)

Choose any three

INFS 6610 Info Storage & Retrieval Structures
INFS 6560 System Analysis & Design
INFS 6810 Data Communications
INFS 6930 Contemporary Topics

International Business (IBUS)

Choose any three

FINA 6370 International Financial Management
IBUS 6080 International Supply Chain Management
IBUS 6100 Study Trip
IBUS 6360 Management of Multinational Firms
IBUS 6490 Global Management Systems
MKTG 6400 International Marketing

Entrepreneurship & Technology Commercialization (EFSB)

Must take all four

EFSB 6590 New Venture Creation
EFSB 6690 Tech Commercialization
EFSB 6790 Venture Capital Finance
EFSB 6890 Small Business Practicum

Leadership (LEAD)

Must take all four

MGMT 6100 Leading through Ethical Decisions
MGMT 6150 Leading and Developing Yourself
MGMT 6160 Leading with Power and Influence
MGMT 6190 Leading Change & Org Improvement

MBA Specializations

Human Resource Management (HURM)

Prerequisite

HURM 6700

Choose any three

HURM 6710 Employment and Labor Law

HURM 6720 Advanced Negotiation and Conflict Resolution

HURM 6730 Performance Management

HURM 6740 HR Strategy and Metrics

HURM 6760 Recruitment and Retention

It may take 4 courses to earn a HURM specialization. Students must take HURM 6700, plus 3 electives, unless your undergraduate major was Human Resources, or you hold the PHR or SPHR designation.

Marketing (MKTG)

There are three suggested areas of concentration within the Marketing (MKTG) specialization: Marketing Management, CRM & Marketing Intelligence, and Sales Leadership. It is not possible for a specific concentration to be listed on your official transcript. Upon successful completion of any combination of MKTG electives, your specialization will be denoted as Marketing on your official transcript.

Marketing Management

Choose any three

MKTG 6140 Customer Relationship Marketing

MKTG 6220 Integrated Mktg Communications

MKTG 6230 Digital Marketing Processes

MKTG 6240 Sales Force Leadership & Strategy

MKTG 6310 Product Commercialization

MKTG 6320 Strategic Brand Management

MKTG 6330 Applied Marketing Research

MKTG 6400 International Marketing

CRM & Marketing Intelligence

Essential to take both

MKTG 6140 Customer Relationship Marketing

MKTG 6150 Intelligence Driven Customer Strategy

Choose one

MKTG 6330 Applied Marketing Research

MKTG 6230 Digital Marketing Processes

MKTG 6220 Integrated Mktg Communications

Sales Leadership

Essential to take both

MKTG 6240 Sales Force Leadership & Strategy

MKTG 6250 Strategic Account Management

Choose one

MKTG 6140 Customer Relationship Marketing

MKTG 6220 Integrated Mktg Communications