MBAC 504. Corporate Finance I. 3 Units.
This is a MBA core finance course. In this course, students are introduced to the basics of corporate finance, including the objectives of and the decisions made by corporate financial managers. Topics covered include time value of money, stock and bond valuation, cost of capital, risk and return, investment decision rules, cash flows and free cash flows, cash flow projections and planning, and capital budgeting. Other topics may be covered from time to time. Prereq: Full-time MBA program only.

MBAC 505. Corporate Finance II. 1.5 Unit.
This is an MBA core finance course. The objective of the course is to strengthen students' conceptual understanding and problem-solving skills in corporate finance. Topics covered include cash flows and valuation, financial planning and ratio analysis, financing using internal and external sources including public offerings, capital budgeting and managerial options, capital structure, payout policy, working capital management, and financial planning and strategy. Topics could change from semester to semester. The course envisages use of case studies, excel spreadsheets, and simulation exercises. Prereq: MBAC 504.

MBAC 506. Marketing Management. 3 Units.
Through lecture, discussion, cases, projects and/or simulations you will learn theory and practice of how firms develop processes to understand, create and deliver "triple bottom line" value (i.e., economic, social and environmental) to business and/or consumer markets. Specifically in this course, we take the perspective that marketing is a process of creating value for firms, customers, and other stakeholders through mutually desirable exchanges. This is the foundation of a customer orientation and a central theme of market-driven management. Methods for strategic marketing planning, understanding buyer behavior, market analysis, segmentation and devising integrated marketing programs are introduced. Prereq: Full-time MBA program only.

MBAC 507. Operations and Supply Chain Management. 3 Units.
MBAC 506 (Marketing and Supply Chain Management) and MBAC 507 (Operations and Supply Chain Management) are an integrated presentation of the process of marketing, operations and supply chain management. Thus, they must be taken in numerical sequence or concurrently. Through lecture, discussion, cases and/or simulations you will learn theory and practice of how firms develop processes to understand, create and deliver "triple bottom line" value (i.e., economic, social and environmental) to business and/or consumer markets. In systems theory these continual-input-transformation-output stages comprise value chains. Specifically, in this course, we will introduce you to, and help you to practice, the ways managers forecast demand, establish production processes for the product or service, manage inbound resource flows, and manage outbound distribution so the customer can get the product or service the way he or she wants (i.e., place, form, time and "experience" utility). Throughout both courses (see MBAC 506 for its specific content) we will address the integrated process of managing ongoing long-term relationships with customers, distribution partners and suppliers to assure long-term customer satisfaction and achievement of the organization's economic, social and environmental goals. Prereq: Full-time MBA program only.

MBAC 508. Strategic Issues and Applications. 3 Units.
Strategic management deals fundamentally with the ways firms build and sustain superior competitive positions and profitability. Successful strategy design and implementation requires an understanding of a firm's external environment, its internal resources and capabilities. It also requires an integrative view of the firm that spans functional areas such as operations, marketing and finance. Strategic analysis draws on a number of academic disciplines including economics, psychology, political and management science. Prereq: Full-time MBA program only.

MBAC 511. Statistics and Decision Modeling. 3 Units.
This course provides the foundations of statistical and operations research methodologies for managerial decision-making. Topics covered include using sample data to (a) estimate quantities of interest and create confidence intervals, (b) perform hypothesis tests, and (c) make forecasts with simple and multiple regression. Decision modeling involves using mathematical models to provide a quantitative approach to analyzing and solving complex decision problems and includes an introduction to linear and integer programming models and applications, queuing models, and simulation models, all solved by appropriate computer software packages. Prereq: Full-time MBA program only.

MBAC 512. Economics. 3 Units.
This course is designed to give you an overview and a basic understanding of modern economics. The course will cover the microeconomic topics of consumer choice, business decision making, and market equilibrium; as well as the macroeconomic topics of economic growth, inflation, interest rates, and exchange rates. In the process of achieving these specific content objectives, this course is taught in a way that will support the MBA program goals of having students become competent analysts and a critical, creative thinkers. Prereq: Full-time MBA program only.

MBAC 515. Leading People and Organizations. 3 Units.
The primary objective of this course is to develop students' capability to be effective leaders and life-long learners. Drawing upon the field of organizational behavior, the course examines leadership effectiveness on three levels: developing the leader from the inside out, working effectively with diverse teams and leading effectively in organizations. Topics include resonant leadership, emotional intelligence, coaching relationships, team learning and development, employee engagement, diversity and inclusion and organizational culture. Students will work in diverse learning teams and complete a personal vision, receive 360-degree feedback on their emotional and social competence and create a personalized learning plan to guide their development throughout the MBA program and beyond. Leadership development coaches meet privately with each student twice throughout the semester and students become peer coaches for classmates. Fundamentally, this course is about developing the leader within so that each individual is best positioned to lead and manage others effectively. Prereq: Full-time MBA program only.