



Master of Business Administration

31 semester credit hours

BUSA 5000 | Introduction to Graduate Studies | 1 credit

This course will prepare the student for successful graduate study. Topics covered will include an orientation to the program, library research tools, and computer research tools. (3 weeks)

MGNT 6100 | Human Resource Management | 3 credits

This course will provide the student the opportunity to examine the multiple aspects of human resource management including human resources policies, procedures and regulations. The course will also provide students with approaches to attracting, selecting, and retaining qualified job candidates. Also studied will be techniques that allow for the improving of the employee via training and development in order to meet the goals and objectives of the organization. These acquired skills will allow the student, via research, to analyze and resolve human resource issues and challenges facing business today. (6 weeks)

QMTD 5215 | Business Research Methods | 3 credits

This course focuses on preparing a business research project. Concepts covered include defining a problem, preparing a research model, and preparing a plan for collecting and analyzing data to resolve a business problem. Appropriate presentation of data will also be covered. (6 weeks)

**Prerequisite: Demonstration of the ability to perform graduate work, as demonstrated by satisfactory completion of an undergraduate statistics course, DSST statistics exam, or online statistics tutorial via GMAT Business Ready Tutorial.*

BUSA 6750 | International Business Management | 3 credits

This course analyzes the similarities and differences in the management functions, processes, and structures in the international environment. Emphasis is given to the knowledge and attitudes required for the development of effective, intercultural management skills. (6 weeks)

ACCT 5300 | Managerial Accounting | 3 credits

The use of accounting information in making management decisions is the main emphasis of this course. Financial planning, decision-making, and controls are highlighted. Students are made aware of the need for improved stakeholder information systems. (6 weeks)

**Prerequisite: Demonstration of the ability to perform graduate work, as demonstrated by satisfactory completion of an undergraduate accounting course, CLEP or DSST accounting exam, or online accounting tutorial via GMAT Business Ready Tutorial.*

BUSA 5150 | Legal and Ethical Environment of Business | 3 credits

This course focuses on the legal environment in which business organizations function. The social and moral responsibilities of businesses are explored. (6 weeks)



ECON 5500 | Managerial Economics | 3 credits

This course will focus on the application of economic theory to the problems of contemporary management. Emphasis will be given to forecasting, model building, and resource allocation through the application of case studies and the shared management experience of participants. (6 weeks)

**Prerequisite: Demonstration of the ability to perform graduate work, as demonstrated by satisfactory completion of an undergraduate economics course or CLEP economics exam.*

FINA 6700 | Managerial Finance | 3 credits

This course includes a study of the concepts of corporate financial administration and their role in the planning, acquisition, and management of funds. Case studies are used to further explore problems associated with the financial management of business firms. (6 weeks)

**Prerequisite: Demonstration of the ability to perform graduate work, as demonstrated by satisfactory completion of an undergraduate finance course, CLEP or DSST finance exam, or online finance tutorial via GMAT Business Ready Tutorial.*

MKTG 6600 | Marketing Management | 3 credits

This course entails a study of marketing strategy with emphasis on product, price, promotion, distribution, and distribution problem solving. The legal and social environment in which marketing problems occur will be accentuated. (6 weeks)

The previous courses must be successfully passed prior to starting MGNT 6910 and 6920.

MGNT 6910 | Policy and Strategy - Industry | 3 credits

This course and the following one provide the student with the opportunity to synthesize the material learned in the previous courses to develop a business plan for a company or a significant project within a business unit. In this course the student will perform an analysis of an industry using the tools provided in previous study. These courses must be the final two courses in the program. (6 weeks)

MGNT 6920 | Policy and Strategy - Company | 3 credits

This course continues the work of MGNT 6910. Based on the industry analysis developed previously, the student will prepare a comprehensive plan for a specific company to compete within the industry. (6 weeks)

All courses within this curriculum must be taken, and all courses must be taken in the prescribed sequence. Any exceptions must be approved by the graduate faculty. Shorter University reserves the right to change the courses and to revise the course sequence.