

# MASTER OF BUSINESS ADMINISTRATION

## Requirements

### Coursework Details

Code	Title	Credits
<b>Subject Area Courses</b>		
Select one course in Accounting		3
Select one course in Analytics		3
Select one course in Economics		3
Select one course in Finance		3
MGMT 6503	Legal and Ethical Environment of Business	3
Select one course in Marketing		3
<b>Concentrations<sup>1</sup></b>		
Select a concentration in one of the following areas:		12
Accounting <sup>2</sup>		
Analytics <sup>3</sup>		
Economics		
Finance <sup>3</sup>		
Management		
Marketing <sup>3</sup>		
<b>Electives<sup>4</sup></b>		
Choose 2-4 elective courses from any Dolan graduate program		6-12
<b>Total Credits</b>		<b>36-42</b>

<sup>1</sup> At least one concentration course must be designated as a research course. (See the section on MBA concentrations below.)

<sup>2</sup> Only students with a bachelor's degree in accounting or the equivalent may pursue this concentration.

<sup>3</sup> STEM-designated concentration.

<sup>4</sup> Candidates without a business-related academic or professional background will be required to take a total of 42 credit hours.

### Accounting Concentration

*Specialization Option: Taxation<sup>3</sup>*

To be eligible for admission to this area of concentration, students must have an undergraduate degree (BS or BA) with a major in Accounting or the equivalent. The equivalent of an undergraduate degree in Accounting includes the successful completion of: Intermediate Accounting (six credits), Advanced Accounting (three credits), Cost Accounting (three credits), Auditing (three credits), and U.S. Taxation (three credits). Deficiencies will be handled on a case-by-case basis.

Code	Title	Credits
<b>Required Concentration Course</b>		
Select one course from the list below. The remaining courses can be used as an elective concentration course.		3
ACCT 6510	Issues in a Regulatory Reporting Environment <sup>1</sup>	
ACCT 6970	Research on Contemporary Issues in Accounting <sup>1</sup>	

TAXN 6550	Tax Planning <sup>2</sup>	
<b>Elective Concentration Courses<sup>3</sup></b>		
Select three courses from the following:		9
ACCT 6515	Property Transactions: Regulatory and Tax Issues	
ACCT 6520	International Accounting	
ACCT 6525	Law of Commercial Transactions: Advanced Studies in the Uniform Commercial Code	
ACCT 6530	Accounting for Governments, Hospitals, and Universities	
ACCT 6550	Topics in Accounting Systems and Data Analytics	
ACCT 6555	Issues in Internal Audit	
ACCT 6560	Audit Issues in a Global Environment	
ACCT 6565	Forensic Accounting	
ACCT 6570	Issues in Accounting Ethics	
ACCT 6580	Financial Statement Analysis	
ACCT 6585	Effective Communications for Accounting Professionals	
ACCT 6900	Seminar: Special Topics in Accounting	
ACCT 6980	Practicum in Accounting	
ACCT 6990	Independent Study	
TAXN 6505	Tax of Property Transactions	
TAXN 6510	Entity Taxation	
TAXN 6515	Property Transactions: Regulatory and Tax Issues	
TAXN 6520	International Taxation	
TAXN 6525	Law of Commercial Transactions: Advanced Studies in the Uniform Commercial Code	
TAXN 6530	Partnership Taxation	
TAXN 6540	State and Local Taxation	
TAXN 6900	Seminar: Contemporary Topics in Taxation	
TAXN 6970	Research on Contemporary Issues in Taxation <sup>1</sup>	
TAXN 6980	Practicum in Taxation	
TAXN 6990	Independent Study	
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Designated research course.

<sup>2</sup> Designated research course, only if choosing the specialization in Taxation.

<sup>3</sup> In consultation with the Director of Graduate Accounting Programs, the student chooses either 3 accounting courses or, if seeking the specialization in Taxation, 3 taxation courses.

### Analytics Concentration

Students in the Analytics concentration take four courses: three advanced graduate courses from the department (DATA), and one advanced (6000-level) graduate course from any department in Dolan.

Code	Title	Credits
<b>Required Concentration Course</b>		
DATA 6500	Leading with Analytics	3

**Elective Concentration Courses**

Select two courses from the following:	6
DATA 6505 Data Munging in Python	
DATA 6510 Data Warehousing and Visualization	
DATA 6520 Analytics Consulting and Strategy <sup>1</sup>	
DATA 6530 Statistics and Forecasting <sup>1</sup>	
DATA 6540 Business Intelligence and Data Storytelling <sup>1</sup>	
DATA 6545 Data Science and MLOps <sup>1</sup>	
DATA 6550 Big Data Management and Data Ops	
DATA 6560 Sports Analytics	
DATA 6570 Artificial Intelligence Applications	
DATA 6575 Deep Learning and Artificial Intelligence	
DATA 6900 Contemporary Topics Seminar	
Select one advanced (6000-level) Dolan graduate course	3
<b>Total Credits</b>	<b>12</b>

<sup>1</sup> Designated research course.

**Economics Concentration**

Code	Title	Credits
<b>Required Concentration Course</b>		
ECON 6275	Managerial Economics and Firm Decision-making <sup>1</sup>	3
<b>Elective Concentration Courses</b>		
Select three courses from the following:	9	
ECON 6320	Macroeconomics for Business Leaders	
ECON 6321	Cost Benefit Analysis <sup>1</sup>	
ECON 6410	Public Finance and Budgeting	
ECON 6430	Economics of the Nonprofit Sector	
ECON 6455	Healthcare Management	
ECON 6602	Healthcare Economics <sup>1</sup>	
ECON 6801	Econometrics: Regression Analysis <sup>1</sup>	
ECON 6802	Applied Time Series Analysis and Economic Forecasting <sup>1</sup>	
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Designated research course.

**Finance Concentration**

Code	Title	Credits
<b>Required Concentration Courses</b>		
FNCE 6530	Corporate Finance	3
FNCE 6540	Investment Analysis <sup>1</sup>	3
<b>Elective Concentration Courses</b>		
Select two courses from the following:	6	
FNCE 6545	Portfolio Management	
FNCE 6555	International Financial Management <sup>1</sup>	
FNCE 6560	Global Financial Markets and Institutions	
FNCE 6565	Derivative Securities <sup>1</sup>	
FNCE 6570	Fixed Income Securities	
FNCE 6575	Capital Budgeting	

FNCE 6580	Financial Risk Management	
FNCE 6595	Research Methods in Finance	
FNCE 6900	Contemporary Topics Seminar	
FNCE 6991	Blockchain and Digital Assets	
FNCE 6992	Decentralized Finance	
FNCE 6993	Algorithmic Trading	
FNCE 6994	Ethical Considerations in and Regulation of FinTech	
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Designated research course.

**Management Concentration**

*Specialization Options: Global Strategy, Innovation, and Entrepreneurship or Strategic Human Resources*

Code	Title	Credits
<b>Required Concentration Course</b>		
MGMT 6504	Managing People for Competitive Advantage	3
<b>Elective Concentration Courses</b>		
Select three courses from the following:	9	
MGMT 6505	Human Resource Strategies: An Analytics Approach	
MGMT 6507	Negotiations and Dispute Resolution	
MGMT 6508	Strategic Management of Technology and Innovation: The Entrepreneurial Firm <sup>1</sup>	
MGMT 6525	Employee Performance Management and Rewards for Competitive Advantage <sup>1</sup>	
MGMT 6530	Entrepreneurship	
MGMT 6531	Social Entrepreneurship	
MGMT 6540	Cross Cultural Management and Sustainable Leadership <sup>1</sup>	
MGMT 6545	Law and Human Resources Management	
MGMT 6555	Labor Relations	
MGMT 6560	Career Planning and Development	
MGMT 6900	Contemporary Topics	
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Designated research course.

**Global Strategy, Innovation and Entrepreneurship Specialization**

Code	Title	Credits
To earn a specialization in Global Strategy, Innovation and Entrepreneurship, students must complete the following:		
<b>Required:</b>		
MGMT 6508	Strategic Management of Technology and Innovation: The Entrepreneurial Firm <sup>1</sup>	3
Select two courses from the following:	6	
MGMT 6507	Negotiations and Dispute Resolution	
MGMT 6530	Entrepreneurship	
MGMT 6531	Social Entrepreneurship	

MGMT 6540	Cross Cultural Management and Sustainable Leadership <sup>1</sup>	
<b>Total Credits</b>		<b>9</b>

<sup>1</sup> Designated research course.

### Strategic Human Resources Specialization

Code	Title	Credits
To earn a specialization in Strategic Human Resources, students must complete the following:		
Required:		
MGMT 6505	Human Resource Strategies: An Analytics Approach	3
Select two courses from the following: 6		
MGMT 6507	Negotiations and Dispute Resolution	
MGMT 6525	Employee Performance Management and Rewards for Competitive Advantage <sup>1</sup>	
MGMT 6540	Cross Cultural Management and Sustainable Leadership <sup>1</sup>	
MGMT 6545	Law and Human Resources Management	
MGMT 6555	Labor Relations	
MGMT 6560	Career Planning and Development	
<b>Total Credits</b>		<b>9</b>

<sup>1</sup> Designated research course.

## Marketing Concentration

Specialization Option: Marketing Analytics

Code	Title	Credits
<b>Required Concentration Courses</b>		
MKTG 6510	Advanced Consumer Behavior for Managers	3
MKTG 6520	Research for Marketing Insights and Decisions <sup>1</sup>	3
<b>Elective Concentration Courses</b>		
Select two courses from the following: 6		
MKTG 6505A & MKTG 6505B	Introductory Storytelling in Marketing and Advanced Storytelling in Marketing	
MKTG 6525	Customer Experience <sup>1</sup>	
MKTG 6535	Strategic Brand Management	
MKTG 6540	Advertising Management	
MKTG 6550	Advanced Marketing Strategy	
MKTG 6560	Category Management and Shopper Insights	
MKTG 6570	Digital Marketing and Analytics	
MKTG 6575	Social Media Analytics and Strategy	
MKTG 6580	Multivariate Analysis for Consumer Insights	
MKTG 6583	Pricing Strategies and Analytics	
MKTG 6590	Experimental Research	
MKTG 6900	Contemporary Topics	
<b>Total Credits</b>		<b>12</b>

<sup>1</sup> Designated research course.

### Marketing Analytics Specialization

Code	Title	Credits
To earn a specialization in Marketing Analytics, students must complete the following:		
Required:		
MKTG 6520	Research for Marketing Insights and Decisions <sup>1</sup>	3
Select two courses from the following: 6		
MKTG 6560	Category Management and Shopper Insights	
MKTG 6580	Multivariate Analysis for Consumer Insights	
MKTG 6583	Pricing Strategies and Analytics	
MKTG 6590	Experimental Research	
MKTG 6900	Contemporary Topics	
<b>Total Credits</b>		<b>9</b>

<sup>1</sup> Designated research course.