

BUSINESS ADMINISTRATION

The Master of Business Administration, featuring courses in Applied Integrated Management, provides students with the integrated perspective required to solve today's complex business problems.

The MBA may be completed in 36-48 credit hours.

The program offers expert faculty, expansive opportunities for networking, and the flexibility of evening and on-line courses, all from a highly-ranked program.

The degree is open to students of all undergraduate majors and all levels of work experience.

You may complete the program on campus, on-line, or any combination of the two. (Concentrations are optional, and most require a campus presence.) You may enroll on a full- or part-time basis, but course availability is greatest during the fall and winter semesters. The program can usually be completed within two to two-and-a-half years of part-time study, depending on core course waivers earned.

Admission is rolling, and you may begin the program in September or January. May admission is also usually possible for part-time students.

University of Michigan-Dearborn students who have been admitted to the MBA may take up to 6 graduate credits during the final semester of their undergraduate program.

MBA Goals and Objectives

Goal 1: Students will have an understanding of the core business disciplines and be able to apply this knowledge to global business situations.

Objectives: MBA students will:

- Demonstrate knowledge of disciplinary concepts, terminology, models, and perspectives.
- Identify business problems and apply appropriate solutions (problem-finding/problem-solving).
- Integrate knowledge across disciplinary areas (integrative thinking).
- Apply knowledge in a global environment.

Goal 2: Students will be effective communicators.

Objectives: MBA students will:

- Demonstrate an ability to effectively communicate in a manner that is typically required of a business professional.

Goal 3: Students will appreciate the importance of ethical/corporate social responsibility principles.

Objectives: MBA students will:

- Identify and explain alternative approaches to ethical/corporate social responsibility issues.

MBA Admission Prerequisites

- Mathematics admission prerequisite
- GMAT/GRE admission prerequisite, unless applicant qualifies for the GMAT/GRE waiver

MBA Curriculum

Code	Title	Credit Hours
Core Courses		
ACC 505	Devel & Interp Financial Info	
BE 530	Econ Analysis: Firm & Consumer	
BPS 516	Corporate Social Responsib	
DS 520	Applied Statistical Modeling	
FIN 531	Fin Fundament & Value Creation	
ISM 525	Computer and Info Systems	
MKT 515	Marketing Management	
OB 510	Organization Behavior	
OM 521	Operations Management	
Applied Integrated Management (AIM)		
International AIM Course:		
Select one course from:		3
BE 583	Global Econ: Crisis & Growth	
FIN 655	International Financial Mgt	
MKT 622	Global Marketing	
OB 610	Intrnatl Dimensions of Managmt	
AIM Capstone:		
BPS 535	Strategic Plan and Dec Making	3
General AIM Courses:		
Select two courses from:		6
ACC 616	Corp Acts & Reacts & Firm Val	
BA 605	Mgrl Dec Making	
BA 611	Organizational Economics	
BPS 585	Managing Strat Innov & Change	
MBA Electives or Optional Concentration		
Complete at least one of the available concentrations (see below) or choose at least three elective courses ¹		9
Total Credit Hours		21

¹ Up to three graduate credits may be elected from units other than the College of Business. Elective courses must be approved by the Graduate Program Advisor in advance of course election.

Students may waive any or all of the core courses if they have equivalent courses in an AACSB business program completed within the previous 10 years and have earned at least a 3.2 post-60 GPA (that is, your GPA in courses taken after your first 60 undergraduate credit hours).

Students who do not meet these criteria may request to have their courses evaluated for waiver credit at the time of admission. Students must have earned a B or better in equivalent courses as a part of a degree program completed within the previous 10 years.

Regardless of waiver credit granted, students must earn at least 36 credits in the MBA program.

In addition, up to 6 transfer credits for previous equivalent graduate coursework can be applied to the degree if those credits have not been counted toward a degree.

Waivers and transfer credit are granted at the discretion of the program faculty.

MBA Breadth Requirements (3, 4, 5 Rule)

- Complete AIM courses in at least 3 different disciplines
- Complete more than 4 AIM, Concentration, and Elective courses (12 credits) in any one discipline
- Complete graduate business courses in at least 5 different disciplines.
- No single course may be counted toward more than one MBA requirement or concentration.

MBA Concentrations

Concentrations are optional, and students may earn more than one. Some concentrations are available online; others require campus enrollment. Concentrations are awarded at the time of graduation.

Accounting

Available on campus

Choose any three graduate ACC courses beyond ACC 505.

Business Analytics

Available only on campus

Code	Title	Credit Hours
DS 570	Management Science	3
Choose two from the following:		6
DS 630	Applied Forecasting	
DS 631	Decision Analysis	
DS 632	System Simulation	
DS 633	Data Mining for Business Appl	
Total Credit Hours		9

Finance

Available online and on campus

Code	Title	Credit Hours
Select one course from:		3
FIN 581	Topics in Corporate Finance	
FIN 651	Invstmnt Proc, Analysis & Mgmt	
Select two courses from:		6
BE 583	Global Econ: Crisis & Growth	
FIN 581	Topics in Corporate Finance	
FIN 650	Corporate Valuation & Strategy	
FIN 651	Invstmnt Proc, Analysis & Mgmt	
FIN 652	Derivatives & Risk Management	
FIN 653	Topics/Investments & Cap Mkts	
FIN 654	Financial Intermediation	
FIN 655	International Financial Mgt	

FIN 657	Investment Fund Management	
Total Credit Hours		9

Human Resource Management

Available only on campus

Code	Title	Credit Hours
Required:		9
HRM 561	Human Resource Management	
HRM 580	Compensation and HR Analytics	
OB 610	Intrnatl Dimensions of Managmt	
Total Credit Hours		9

Information Systems Management

Available only on campus

Choose any three graduate ISM courses beyond ISM 525.

International Business

Available online and on campus

Code	Title	Credit Hours
Select three courses from:		9
BE 583	Global Econ: Crisis & Growth	
FIN 655	International Financial Mgt	
MKT 622	Global Marketing	
OB 610	Intrnatl Dimensions of Managmt	
OM 571	Supply Chain Management	
Total Credit Hours		9

Marketing

Available on campus

Code	Title	Credit Hours
Required:		
MKT 565	Advanced Marketing Management	
Select two courses from:		6
MKT 564	Graduate Market Research	
MKT 620	Understanding Customers	
MKT 621	Advertising and Promotion	
MKT 622	Global Marketing	
MKT 628	MKT Turning Data into Revenue	
Total Credit Hours		6

Supply Chain Management

Available on campus

Code	Title	Credit Hours
Required:		
OM 571	Supply Chain Management	
Select two courses from:		6
OM 660	Supply Chain Analytics	

OM 661	Supply Chain Logis Mgmt
OM 662	Product Dvlpmnt & Tech Mgmt
OM 663	Lean & Six Sigma
OM 664	Strategic Sourcing
OM 665	IT in SCM
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Total Credit Hours	6

- MBA/MS in Finance (<http://catalog.umd.umich.edu/graduate/college-business/dual-degrees/mba-ms-finance/>)
- MBA/MS-Information Systems (<http://catalog.umd.umich.edu/graduate/college-business/dual-degrees/mba-ms-information-systems/>)
- MBA/MS-Supply Chain Management (<http://catalog.umd.umich.edu/graduate/college-business/dual-degrees/mba-ms-supply-chain-management/>)
- MBA/MSE-Industrial and Systems Engineering (<http://catalog.umd.umich.edu/graduate/college-business/dual-degrees/mba-mse/>)
- MBA/MHSA (<http://catalog.umd.umich.edu/graduate/college-business/dual-degrees/mba-mhsa/>)

BA 605 Mgrl Dec Making 3 Credit Hours

This course covers the findings of research on behavioral decision making as they apply to managerial decision making. You will learn how the human mind works, what it is particularly good at and not so good at, and what the implications of this are for managerial decision making. The course will help you make better decisions and understand the potential shortcomings of the decisions made by your colleagues, competitors, collaborators, and customers. Topics include human cognition, overconfidence, heuristics and biases in decision making, bounded awareness, framing, preference reversal, motivational and emotional influences on decision making, escalation of commitment, expertise in decision making, and fairness and ethics in decision making. We will apply the research on behavioral decision making to a wide variety of problems in various domains of business, study how applications of information systems can mitigate limitations of the human mind, and apply our knowledge of the way the human mind works to develop an understanding of ways to improve managerial decision making. Students interested in careers in a wide variety of business professions will find the knowledge and skills gained in this course to be useful in their professional endeavors.

Prerequisite(s): BE 530 and MIS 525 and OB 510 and (DS 520 or IMSE 510 or IMSE 514)

BA 611 Organizational Economics 3 Credit Hours

This course focuses on the transactions and contracts that occur within and between organizations. You will learn economic frameworks that can inform decisions about a firm's scope, internal hierarchies, and incentive structures. You will apply these frameworks to readings and cases about organizational failures (e.g., oil spills, rocket explosions, corruption cases), successes (e.g., initial iPhone commercialization), and contracting dilemmas (e.g., incomplete contracts, hold-up, asymmetric information, regulations and certifying organizations). Students interested in a wide variety of business professions will find the expertise gained in this course to be useful for decisions about structuring complex projects and company-wide initiatives, allocating scarce resources, and fostering organizational change. (YR)

Prerequisite(s): ACC 505 and BE 530 and OB 510

Restriction(s):

Can enroll if Degree is Master of Business Admin
Can enroll if College is Business

BA 690 Graduate Research 1 to 3 Credit Hours

To provide masters candidates with the opportunity to undertake a research project under the supervision of a faculty member. The research topic is chosen by the student, in consultation with a faculty member in the appropriate discipline. Written approval must be obtained at least two weeks prior to registration on a form available in the Graduate Office. The request must include a comprehensive description of the proposed research project, as well as a time line for the project's completion.

Restriction(s):

Can enroll if Class is Graduate
Can enroll if College is Business

BA 691 Graduate Seminar 1 to 3 Credit Hours

Topics Course. To provide masters candidates with an opportunity for study of selected advanced topics in particular fields. Topics vary. See Schedule of Classes for current offerings. May be elected more than once if topics differ.

Prerequisite(s): (MIS 525 or MIS 502) and (MKT 515 or MKT 610)

Restriction(s):

Can enroll if Class is Graduate

BA 691A Graduate Seminar 3 Credit Hours

Topic: The Internal Revenue Service. This course introduces the student to the structure, organization, practices and procedures of the Internal Revenue Service. The course is intended to give students an understanding of the organizational makeup of the Internal Revenue Service and the authority of its various employees. The different approaches to resolving tax controversies will be explored through the study of assigned readings and in-depth class discussions. The course will be conducted in a seminar-like fashion with each student expected to make significant contributions to class discussions. Attentiveness to news items affecting the area of federal tax procedures is expected, as well as conveyance to class of these newsworthy developments. This course is appropriate for MSA? Tax Concentration students.

* An asterisk denotes that a course may be taken concurrently.

Frequency of Offering

The following abbreviations are used to denote the frequency of offering: (F) fall term; (W) winter term; (S) summer term; (F, W) fall and winter terms; (YR) once a year; (AY) alternating years; (OC) offered occasionally