

Courses Description

MBA Preparatory Course Description (Pre-MBA)

Note: All courses are 3-credit hours

Accounting I • ACC 101

The significance of accounting and the challenges it presents. Extensive coverage and review of major concepts followed by practical exercises.

Business Statistics • BUS 102

Business Statistics is the science of collecting, organizing, and summarizing data to provide information, stated in numerical form, for the purpose of making objective business decisions. Topics include methods of sampling, classifying, analyzing, and presenting numerical data; frequency distribution, averages, dispersion, times series analysis, correlation, and forecasting for business purposes.

Microeconomics • ECO 201

An introduction to the analysis of the principles and problems at the microeconomic level. This course elaborates on the theories of demand and supply along with the various types of elasticity. It discusses the costs of production and the profit maximization for an individual firm under varying degrees of competition, pricing, and the deployment of resources.

Financial Management • FIN 301

Introduces the tools and concepts employed in financial management for individuals. Topics include analysis of investment alternatives, tax minimization strategies, tax shelters, risk analysis, employee benefits, retirement and estate planning.

Principles of Marketing • MKT 302

The relationship between the firm and its customers and the other members of the distribution channel. The marketing functions of an organization, environmental factors influencing marketing decisions, the discovery of market opportunities, development of marketing strategy and marketing programs.

MBA Course Descriptions

Note: All courses are 3 credit hours. Prerequisites appear beneath the course title.

1- Program Core Courses

Advanced Management Information Systems • MIS 501

This course provides students with the latest developments and practices from the Management Information Systems (MIS) field. It includes expanded discussions of social networking, IT security, and mobile computing. Students explore several key elements of the information age ranging from online business practice to business intelligence. Topics relate directly to the specialized areas of finance, people, marketing, and quality, and include the practical use of software programs used to manage those areas.

Management Research Methods • MGT 550

This course provides students with the opportunity to identify and apply appropriate research methodologies including quantitative and qualitative methods approaches, in order to design, analyze, interpret, and report research results. The main goal of this course is to enable students to make informed decisions using advanced statistical analysis based on accurate, reliable, and timely information, just like managers in a corporate setting.

Advanced Marketing Management • MKT 570

This course provides an understanding of the application of marketing theories, concepts, and practices as they relate to the management of the marketing function in a complex organization. Emphasis will be on the managerial aspects of marketing plans, including analysis of the external environment. A key element of the course will include the relationship of the "marketing mix" to strategic planning. A clear understanding of the importance of marketing, as well as a grasp of effective marketing practices, will be examined. Students will gain a working knowledge of both marketing theory and the practical application of innovative marketing strategies. They will also come to understand how product, price, place, and promotion contribute to the marketing mix as they explore research-based insights into consumer behavior.

Managerial Finance • FIN 505

This course provides an introduction to managerial finance, financial statements and analysis, cash flow and financial planning. Students will also explore the time value of money, capital budgeting techniques, the cost of capital, capital structure, and working capital management.

Advanced Operations Management • MGT 505

(Prerequisite: BUS 102)

This course focuses on the processes, techniques and strategies used to transform various inputs into finished goods and services. Special emphasis is placed on process improvement. Topics include operations strategy, process design and analysis, process improvement, six sigma, project management, and supply chain management.

Organizational Behavior and Leadership • MGT 565

This course focuses on the study of human behavior in organizations. Students will learn various theoretical concepts and practical methods for understanding, analyzing, and predicting individual and group behavior, teamwork, motivation, interpersonal conflict and communication. In addition, students will learn various leadership theories and practices in organizations, and global leadership. Students will also conduct critical analyses of various models and issues related with leadership, analyze cases, and apply theories innovatively.

Business Strategy and Ethics • BUS 502

(Prerequisites: MGT 505, FIN 505, MKT 570)

This course focuses on analyzing and formulating business strategy taking workplace ethics into account. Students will learn how to critically analyze, interpret, and evaluate internal and external environments, locally and globally, for successful strategy formulation. Students will also explore corporate ethical principles and ethical issues in the workplace.

2- Financial Management Courses

Investment Analysis • FIN 600

(Prerequisite: FIN 505)

This course will provide an understanding on the investment environment, asset classes and financial instruments, how securities are traded, mutual funds and other investment companies. Moreover, it covers learning about return and risk, risk aversion and capital allocation to risky assets, optimal risky portfolios, index models, the capital asset pricing model, arbitrage pricing theory and multifactor models of risk and return, the efficient market hypothesis, behavioral finance and technical analysis, and empirical evidence on security returns which will therefore contribute on their future endeavor.

International Finance • FIN 601

(Prerequisite: FIN 505)

This course provides an introduction to international finance, international monetary system, the balance of payments, the foreign exchange market, international parity conditions, exchange rate determination, and foreign currency futures and options. More topics include international banking and money markets, the international bond market, international equity markets, interest rate and currency swaps, international portfolio investment, management of economic exposure, and management of transaction exposure.

Corporate Financial Strategy • FIN 602

(Prerequisite: FIN 600)

This course provides the students with knowledge about raising capital: the process and the players, debt financing, equity financing, portfolio tools, mean-variance analysis and the capital asset pricing model, factor models and the arbitrage pricing theory, and pricing derivatives and options. It will also enhance their knowledge about discounting and valuation, investing in risk free projects, investing in risky projects, allocating capital and corporate strategy, corporate taxes, and the impact of financing on real asset valuation.

Money and Capital Markets • FIN 603

(Prerequisite: FIN 505)

The course provides an in depth outlook about the global financial system in perspective, corporate social responsibility, interest rates and the prices of financial assets. It also covers money markets, central banking, financial institutions and their activities and regulations.

Corporate Financial Risk Management • FIN 605

(Prerequisite: FIN 505)

This course provides an in-depth look at the risk for investors and return, banks, insurance companies and pension plans, mutual funds and hedge funds, trading in financial markets, the credit crisis of 2007, how traders manage their risks, interest rate risk, value at risk, volatility, correlations and copulas, Basel I, Basel II, and Solvency II, Basel 2.5, Basel III and Dodd-Frank.

Contemporary Topics in Capital Budgeting • FIN 606

(Prerequisite: FIN 505)

This course focuses on capital budgeting, corporate strategy and investment decisions, corporate governance and investment decisions, measuring investment value, alternative methods of evaluating capital investments, capital rationing for capital budgeting, analyzing foreign investments and post completion auditing of capital investments. It also provides the students with an understanding of capital budgeting techniques in practice: U.S. survey evidence, estimating project cash flows, capital budgeting inflation, basic risk adjustment techniques in capital budgeting, and capital budgeting with political/country risk.

Behavioral Finance • FIN 607

(Prerequisite: FIN 505)

The course will provide a study of the behavioral finance, history of behavioral finance micro, incorporating investor behavior and the asset allocation process. In addition, it will examine common biases, including overconfidence, anchoring and adjustment, representativeness, cognitive dissonance, self-attribution, illusion of control, conservatism, and ambiguity aversion for financial management purposes.