

MBA PROGRAM REQUIREMENTS

Effective Fall 2011 (For Fall 2011 and Spring 2012 only)

All courses are 3 credits unless otherwise noted. This is a program guide only. Because programs and policies change from time to time, this guide does not constitute an actual or implied contract between the student and the University.

Last Name: _____ **First Name:** _____ **Banner ID:** _____ **Date:** _____

I. Foundation Courses (1-25 Credits)*

ACCT 201 Accounting for Managers
BPST 314 Business Legal Environment OR ACCT 303 Business Law for Accountants IF pursuing Interest Area in Accounting
BPST 316 Statistics for Managers
LRSP 306 Economics for Business
LRSP 311 The Management Process
LRSP 331 Organizational Behavior
LRSP 400 Intro. To the MBA Program (1 cr, Pass/Fail) [Prereq. Admitted to MBA program] <i>Note: Must be completed during the first semester of Admission to MBA Program</i>
LRSP 412 Marketing for Managers
LRSP 433 Production/Operations Management [Prerequisite: BPST 316 & LRSP 311]

***MBA Foundation Course Waiver Information**

The foundation course component is designed to provide the essential business knowledge and skills required for successful completion of the MBA program.

Some or all of the foundation courses may be waived through a variety of means:

- ✓ Completion of comparable coursework from a regionally accredited college or university with a grade of "B" or higher, and completed within the last ten years from date of admission to the MBA program.
- ✓ Successfully passing an examination addressing the course content. A foundation course may be challenged by exam only one time.
 - CLEP Exam **OR**
 - Faculty-developed exam, administered at discretion of business faculty.

It is the responsibility of the MBA applicant to demonstrate why/how a foundation course should be waived.

All MBA, MSMIS, and Dual Degree students who earn a grade of "C-" or lower in a foundation course completed at UMW must retake the course and earn a "B" or higher.

All foundation courses must be completed prior to enrolling in MBA courses (Exception: MMIS 500 and MBUS 501A).

Students accepted into the MBA prior to Fall 2010 should contact the Office of Advising Services for details as to how to complete the program.

II. Core Courses (24 Credits)

MBUS 501A Organization Theory & Design
MBUS 502 Financial Decision Making for Managers [Prerequisite: ACCT 201]
MBUS 523 Marketing Strategy [Prerequisite: LRSP 412]
MBUS 525 Visionary Leadership [Prerequisite: LRSP 305 or LRSP 311]
MBUS 529 Quantitative Business Modeling [Prerequisite: BPST 316]
MBUS 548 Managerial Economics [Prerequisite: LRSP 306]
MBUS 595 Strategic Management [Prerequisite: Enrolled in last semester of Degree Program.]
MMIS 500 Management Information System

III. Elective Courses (12 Credits)

In addition to the foundation and core courses, all MBA students must complete 12 elective credits. Students may select from any of the courses listed on the back of this guide. Students are encouraged to select those courses they feel would be most beneficial to their careers. Also listed on this guide are areas of interest, suggested courses for students to select if they wish to take courses that relate to a particular area.

Elective Courses *(continued)*

ACCT 560 Auditing [Prerequisites: ACCT 302 and BPST 316; Recommended ACCT 305 and ACCT 564]
ACCT 561 Advanced Accounting [Prerequisite: ACCT 305]
ACCT 562 Income Tax Procedure [Prerequisite: ACCT 301]
ACCT 563 Corporation and Partnership Tax [Prerequisite: ACCT 301]
ACCT 564 Accounting Information Systems [Prerequisites: ACCT 305, MMIS 500]
ACCT 565 Governmental and Non-Profit Accounting [Prerequisite: ACCT 305]
MBUS 512 Organizational Research and Assessment [Prerequisite: BPST 316]
MBUS 516 Project Management
MBUS 517 Organizational Behavior
MBUS 521 Human Resource Management and Development
MBUS 524 Learning Organizations and Knowledge Management
MBUS 526 Organizational Change & Transformation
MBUS 531 Designing, Implementing and Evaluating Training Programs
MBUS 532 Federal Procurement Policy and Practices
MBUS 534 Pricing Contracts [Prerequisite: BPST 316]
MBUS 535 Negotiation and Persuasion
MBUS 537 Contracting for Managers
MBUS 539 Project Evaluation [Prerequisite: MBUS 516]
MBUS 546 Risk Management for Project Managers [Prerequisite: MBUS 516]
MBUS 547 Quality Management for Projects [Prerequisite: MBUS 516]
MBUS 550 Computer-Based Decision Support Systems
MBUS 554 Management Risk Analysis with Computer Simulations [Prerequisite: BPST 316]
MBUS 555 Knowledge Management Systems
MBUS 558 Legal and Regulatory Environments of Technology Management and Emerging Technologies
MBUS 566 The U.S. Health Care System
MBUS 567 Health Care Economics [Prerequisite: LRSP 306]
MBUS 568 Health Care Accounting and Financial Management [Prerequisite: ACCT 201]
MBUS 569 Health Care Policy and Legislation [Prerequisite: MBUS 566]
MMIS 505 Information Systems Analysis and Design
MMIS 515 Information Technology Project Management
MMIS 531 Managing & Leading the Information Technology Workforce
MMIS 532 Enterprising Information Systems
MMIS 533 Management of Information Technology Outsourcing
MMIS 534 Business Database Systems
MMIS 540 Computer Information Security
MMIS 541 Network Security & Cryptography [Prerequisite: MMIS 540]
MMIS 542 Security Policy, Planning & Assurance [Prerequisite: MMIS 540]
MMIS 543 Computer Forensics [Prerequisite: MMIS 540]
MMIS 544 Ethical Hacking & Malware Analysis [Prerequisite: MMIS 540]

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The courses below are taken from the list of elective courses above and grouped according to interest area:

Project Management	Contracts and Procurement Management	Health Care Management
MBUS 516	MBUS 516	MBUS 566
MBUS 526	MBUS 532	MBUS 567
MBUS 537	MBUS 533	MBUS 568
MBUS 539	MBUS 534	MBUS 569
MBUS 546	MBUS 535	
MBUS 547	MBUS 537	
Organization and Human Resource Development	Management Technology	Accounting
MBUS 517	MBUS 550	ACCT 560
MBUS 521	MBUS 554	ACCT 561
MBUS 524	MBUS 555	ACCT 562
MBUS 526	MBUS 556	ACCT 563
MBUS 531	Any MMIS course	ACCT 564
MBUS 535		ACCT 565