Twin Cities Campus

Business Administration M.B.A.

Graduate Business Career Center

Curtis L. Carlson School of Management

Link to a list of faculty for this program.

Contact Information:
M.B.A. Programs Office, 1-110 Carlson School of Management, 321 19th Avenue South, Minneapolis, MN 55455 (612-625-5555; fax: 612-626-7582)
Email: mba@umn.edu
Website: http://www.carlsonschool.umn.edu/MBA

- Program Type: Master's
- Requirements for this program are current for Fall 2017
- Length of program in credits: 48 to 64
- This program does not require summer semesters for timely completion.
- Degree: Master of Business Administration

Along with the program-specific requirements listed below, please read the General Information section of the catalog website for requirements that apply to all major fields.

At the Carlson School, students tailor their education to meet their career objectives. Supported by outstanding faculty, cutting-edge coursework, and extensive networking opportunities, students compile an impressive record of professional achievements even before they graduate.

The Carlson School offers several pathways to the master of business administration degree: the full-time MBA, the part-time MBA, the industry MBA, and the executive MBA. Dual degree programs are only available through the full-time MBA program. Please visit our website at http://www.carlsonschool.umn.edu/mba/ for more information.

The Carlson School's China executive MBA program is offered through a partnership between the Carlson School and Lingnan (University) College of Sun Yat-sen University. The Carlson School's Vienna executive MBA program is offered jointly with the Vienna University of Economics and Business (WU). For additional information on these two programs, please contact cgi@umn.edu.

Accreditation

This program is accredited by AACSB International.

Program Delivery

This program is available:

- via classroom (the majority of instruction is face-to-face)
- completely online (all program coursework can be completed online)
- primarily online (at least 80% of the instruction for the program is online with short, intensive periods of face-to-face coursework)
- partially online (between 50% to 80% of instruction is online)

Prerequisites for Admission

Applicants must have a bachelor's degree from an accredited college or university.

Other requirements to be completed before admission:
Please review the Admissions Checklist online for detailed admissions requirements.

Special Application Requirements:
Applicants must have an acceptable score on the GMAT or GRE. In addition, international students must have an acceptable score on the Test of English as a Foreign Language (TOEFL), the International Language Testing System (IELTS), or the Pearson Test of English Academic (PTE).

Candidates will be required to apply and be admitted to both degree programs separately.

Applicants must submit their test score(s) from the following:

- GMAT
- Pearson Test of English Academic (PTE Academic)

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International applicants must submit score(s) from one of the following tests:
- TOEFL
- IELTS

Key to test abbreviations(GMAT, TOEFL, IELTS).

For an online application or for more information about graduate education admissions, see the General Information section of the catalog website.

Program Requirements

Plan C: Plan C requires 48 to 64 major credits and up to null credits outside the major.The is no final exam.

This program may not be completed with a minor.

Use of 4xxx courses towards program requirements is not permitted.

A minimum GPA of 2.80 is required for students to remain in good standing.

Joint- or Dual-degree Coursework: The Full-Time MBA program offers the following dual degree program options: MS-Applied Economics/MBA: up to 18 credits in common allowed; MS-Business Analytics/MBA: up to 22 credits in common allowed; MA-HRIR/MBA: up to 24 credits in common allowed; MHA/MBA: up to 24 credits in common allowed;MPP/MBA: up to 24 credits in common allowed;JD/MBA: up to 24 credits in common allowed;MD/MBA: up to 24 credits in common allowed; andPharmD/MBA: up to 24 credits in common allowed.For full complete Dual Degree information, visit http://carlsonschool.umn.edu/degrees/master-business-administration/dual-degreesStudent may take a total of 24 credits in common among the academic programs.

Program Sub-plans

Students are required to complete one of the following sub-plans.
Students may not complete the program with more than one sub-plan.

Full-Time Master of Business Administration

The Carlson full-time MBA program offers an intense curriculum that gives students a distinct edge. They start by taking coordinated core courses that provide a sound foundation in essential managerial disciplines, while at the same time, customizing their education to fit their career paths. The full-time program involves a rigorous time commitment. While the amount of time spent on campus varies from 30-50 hours per week, all students are expected to complete the degree in two years with a minimum of 64 credits.

FT MBA Core Courses

MBA 6031 - Financial Accounting (3.0 cr)
MBA 6121 - Data Analysis and Statistics for Managers (3.0 cr)
MBA 6141 - Managerial Economics (2.0 cr)
MBA 6211 - Marketing Management (3.0 cr)
MBA 6221 - Supply Chain & Operations (3.0 cr)
MBA 6231 - Financial Management (3.0 cr)
MBA 6241 - Competing in a Data-Driven Digital Age (2.0 cr)
MBA 6301 - Strategic Management (3.0 cr)
MBA 6315 - The Ethical Environment of Business (2.0 cr)

Leadership Requirement

The total leadership credit requirement is 4 credits. MBA 6108 is completed throughout the first year for 1 credit, and MBA 6112 is completed throughout the second year for 1 credit. MBA 6110 is completed in spring of the first year for a total of 2 credits.
Take exactly 4 credit(s) from the following:
- MBA 6108 - Leading Self (0.0 - 1.0 cr)
- MBA 6111 - Organizational Behavior (2.0 cr)
- MBA 6112 - Leading Organizations (0.0 - 1.0 cr)

Enterprise Requirement

All full-time MBA students are required to participate in one Enterprise program throughout their time in the program.
Take exactly 8 credit(s) from the following:
- MBA 6501 - Carlson Funds Enterprise: Growth (1.0 - 4.0 cr)
- MBA 6502 - Carlson Funds Enterprise: Fixed Income (1.0 - 4.0 cr)
- MBA 6503 - Carlson Ventures Enterprise (2.0 - 4.0 cr)
- MBA 6504 - Carlson Consulting Enterprise (1.0 - 4.0 cr)
- MBA 6505 - Carlson Brand Enterprise (2.0 - 4.0 cr)

International Experience

All full-time MBA students must participate in an international study abroad program or complete a course on campus that has been

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designated to meet this requirement. A minimum of 4 credits is required to fulfill this requirement.
Take 1 or more course(s) totaling 4 or more credit(s) from the following:
•IBUS 5140 - Vienna Summer Program in International Business (Graduate) (0.0 - 18.0 cr)
•IBUS 5150 - IBUS 5150: Building on Frugal Innovations to Complete in a Global Environment (4.0 cr)
•IBUS 5260 - Sustainability: The New Management Paradigm (4.0 cr)
•IBUS 5300 - International Business: Graduate Exchange BLOCK (0.0 - 18.0 cr)
•IBUS 5301 - Graduate Exchange in International Business - BLOCK (0.0 - 18.0 cr)
•IBUS 5302 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5303 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5304 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5305 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5306 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5307 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5308 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 6406 - Global Business Practicum (4.0 cr)
•IBUS 5605 - Shanghai Summer Program in International Business (Graduate) (0.0 - 18.0 cr)
•IBUS 6401 - Marketing in the Mayhem: Why Chile Thrives and How Argentina Tries (4.0 cr)
•IBUS 6402 - Human-Focused, Culturally-Sustainable Development in Morocco (4.0 cr)
•IBUS 6997 - MILI Global Valuation Lab (4.0 cr)
•IDSC 6465 - Emerging Technologies and Digital Transformation: Changes to Work, Capability Sourcing and Innovatio (4.0 cr)
•MGMT 6305 - The International Environment of Business (4.0 cr)
•MKTG 6072 - International Marketing (4.0 cr)
•SCO 6081 - Global Operations Strategy (4.0 cr)
•MILI 6997 - MILI Global Valuation Lab (4.0 cr)

Full-Time MBA Electives

Electives not on this list must be approved by MBA Programs Office in order to count for degree requirements.
Take 24 or more credit(s) from the following:
•ACCT 5181 - Consolidations and Advanced Reporting (2.0 cr)
•ACCT 6102 - Financial Statement Analysis (2.0 cr)
•APEC 5831 - Food and Agribusiness Marketplace (2.0 - 3.0 cr)
•BLAW 6158 - The study of laws affecting private business and publicly-traded companies. (2.0 cr)
•ENTR 6025 - Introduction to Entrepreneurship (2.0 cr)
•ENTR 6021 - Developing New Ventures (2.0 cr)
•ENTR 6036 - Managing the Growing Business (2.0 cr)
•ENTR 6037 - Corporate Venturing (2.0 cr)
•ENTR 6041 - Initiating New Product Design and Business Development (4.0 cr)
•ENTR 6042 - Implementing New Product Design and Business Development (4.0 cr)
•ENTR 6090 *{Inactive}*(2.0 - 4.0 cr)
•FINA 6121 - Debt Markets, Interest Rates, and Hedging (2.0 cr)
•FINA 6122 - Financial Management of Depository Institutions (2.0 cr)
•FINA 6222 - Mergers and Acquisitions (2.0 cr)
•FINA 6241 - Corporate Financial Decisions and Analysis (4.0 cr)
•FINA 6242 - Advanced Corporate Finance Analysis and Decisions (4.0 cr)
•FINA 6321 - Portfolio Analysis and Management (2.0 cr)
•FINA 6322 - Financial Modeling (2.0 cr)
•FINA 6323 - Advanced Financial Modeling (2.0 cr)
•FINA 6324 - Securitization Markets (2.0 cr)
•FINA 6325 - Behavioral Finance (2.0 cr)
•FINA 6341 - World Economy (4.0 cr)
•FINA 6422 *{Inactive}*(2.0 - 4.0 cr)
•FINA 6522 - Introduction to Derivatives and Financial Risk Management (2.0 cr)
•FINA 6529 - Advanced Topics in Fixed Income and Derivatives (2.0 cr)
•FINA 6621 - International Financial Management (2.0 cr)
•IDSC 6051 - Information Technologies and Solutions (2.0 cr)
•IDSC 6423 - Enterprise Systems (2.0 cr)
•IDSC 6442 - E-Sourcing and E-Auctions (2.0 cr)
•IDSC 6444 - Business Analytics for Managers I (2.0 cr)
•IDSC 6446 - Business Analytics for Managers II (2.0 cr)
•IDSC 6455 - Web 2.0: The Business of Social Media (2.0 cr)
•IDSC 6465 - Emerging Technologies and Digital Transformation: Changes to Work, Capability Sourcing and Innovatio (4.0 cr)
•IDSC 6471 - Knowledge Management (2.0 cr)
•IDSC 6481 - Managerial Decision Making (2.0 cr)
•MBA 6235 - Managerial Accounting (2.0 cr)
•MBA 6403 - Strategic Change in the Energy Industry (2.0 cr)
•MBA 6990 - MBA Topics (2.0 cr)
•MCOM 5500 - Enhancing Your Executive Image in Business Communications (2.0 cr)

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- MCOM 5515 - Persuasive Writing in Business (2.0 cr)
- MCOM 5535 - Strategies and Skills for Managerial Presentations (2.0 cr)
- MGMT 5102 - StartUp: Customer Development and Testing (2.0 cr)
- MGMT 6004 - Negotiation Strategies (2.0 cr)
- MGMT 6031 - Industry Analysis and Competitive Strategy (4.0 cr)
- MGMT 6032 - Strategic Alliances (2.0 cr)
- MGMT 6033 - Strategy Implementation (2.0 cr)
- MGMT 6034 - Strategic Leadership (2.0 cr)
- MGMT 6035 - Complex and Cross-Cultural Negotiations (2.0 cr)
- MGMT 6041 - Competing Globally (2.0 cr)
- MGMT 6055 - Management of Innovation and Change (2.0 cr)
- MGMT 6084 - Management of Teams (2.0 cr)
- MGMT 6085 - Corporate Strategy (4.0 cr)
- MGMT 6100 - Topics in Management (2.0 cr)
- MGMT 6305 - The International Environment of Business (4.0 cr)
- MGMT 6311 - Cross-Cultural Management: Developing Intercultural Compentence (2.0 cr)
- MGMT 6402 - Integrative Leadership: Leading Across Sectors to Address Grand Challenges (3.0 cr)
- MGMT 6411 - Corporate Responsibility (2.0 cr)
- MILI 6235 - Pharmaceutical Industry: Business and Policy (2.0 cr)
- MILI 6421 - Healthcare Law: Stratrategic and Business Implications (2.0 cr)
- MILI 6562 - Information Technology in Health Care (2.0 cr)
- MILI 6589 - Medical Technology Evaluation and Market Research (2.0 cr)
- MILI 6726 - Medical Device Industry: Business and Public Policy (2.0 cr)
- MILI 6985 - The Health Care Marketplace (2.0 cr)
- MILI 6991 - Anatomy and Physiology for Managers (2.0 cr)
- MILI 6992 - Healthcare Delivery Innovations:Optimizing Cost and Quality (2.0 cr)
- MILI 6995 - Medical Industry Valuation Laboratory (2.0 cr)
- MILI 6997 - MILI Global Valuation Lab (4.0 cr)
- MKTG 6052 - Marketing Analytics: Managerial Decisions (2.0 cr)
- MKTG 6051 - Marketing Research - Rapid Insights (2.0 cr)
- MKTG 6055 - Buyer Behavior (2.0 cr)
- MKTG 6072 - International Marketing (4.0 cr)
- MKTG 6073 - Marketing in High Tech Settings (2.0 cr)
- MKTG 6075 - Pricing Strategy (4.0 cr)
- MKTG 6078 - Advertising & Promotion (4.0 cr)
- MKTG 6082 - Brand Strategy (2.0 cr)
- MKTG 6084 - Persuasion and Influence (2.0 cr)
- MKTG 6085 - Nudge: Improving Decisions about Health, Wealth and Happiness (2.0 cr)
- MKTG 6086 - Digital Marketing (2.0 cr)
- MKTG 6088 - Strategic Marketing (3.0 cr)
- MKTG 6090 - Marketing Topics (1.0 - 4.0 cr)
- SCO 6041 - Project Management (2.0 cr)
- SCO 6045 - Strategic Sourcing (2.0 cr)
- SCO 6048 - Logistics and Transportation (2.0 cr)
- SCO 6051 - Service Management (2.0 cr)
- SCO 6056 - Managing Supply Chain Operations (4.0 cr)
- SCO 6059 - Quality Management and Lean Six Sigma (4.0 cr)
- SCO 6072 - Managing Technologies in the Supply Chain (2.0 cr)
- SCO 6081 - Global Operations Strategy (4.0 cr)
- SCO 6085 - Sales, Inventory, and Operations Planning (2.0 cr)
- SCO 6091 - Process Improvement Methods (2.0 cr)
- SCO 6092 - Supply Chain Risk and Security (2.0 cr)
- SCO 6094 - Responsible Supply Chain Management (2.0 cr)
- SCO 6095 - Supply Chain Management in the Food and Agribusiness Sector (2.0 cr)
- SCO 6096 - Supply Chain Management in the Health Care and Medical Devices Sector (2.0 cr)
- SCO 6097 - Supply Chain Management in the Retail Sector (2.0 cr)
- SCO 6098 - Operations Excellence via Lean Thinking (2.0 cr)
- SCO 6191 - Big Data Analytics in Supply Chains (2.0 cr)
- SCO 6192 - Supply Chain Finance (2.0 cr)
- SCO 6850 - Topics in Operations and Management Science (2.0 - 4.0 cr)

Part-Time Master of Business Administration

The Carlson part-time MBA curriculum, which can be completed online, includes core courses that offer an in-depth study of the foundational and functional areas of business. Advanced electives, international study options, and specializations allow students to tailor a program that meets their long-term career goals. To graduate, students must earn 48-57 credits. The number of credits a student must complete is determined at the time of admission and is based on prior coursework and/or waiver exams taken prior to the

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end of the first semester of enrollment.

Strategic Management
Recommended to be taken in first semester of MBA program
Take exactly 1 course(s) from the following:
•MBA 6301 - Strategic Management (3.0 cr)

Data Analysis & Statistics
Take exactly 1 course(s) from the following:
•MBA 6121 - Data Analysis and Statistics for Managers (3.0 cr)

Financial Accounting
Take exactly 1 course(s) from the following:
•MBA 6031 - Financial Accounting (3.0 cr)

Operations
Take exactly 1 course(s) from the following:
•MBA 6221 - Supply Chain & Operations (3.0 cr)

Finance
Take exactly 1 course(s) from the following:
•MBA 6231 - Financial Management (3.0 cr)

Marketing
Take exactly 1 course(s) from the following:
•MBA 6211 - Marketing Management (3.0 cr)

Managerial Accounting
Take exactly 1 course(s) from the following:
•MBA 6035 - Managerial Accounting (3.0 cr)

Leading Others/Org Behavior
Take exactly 1 course(s) from the following:
•MBA 6111 - Organizational Behavior (2.0 cr)

Business Ethics
Take exactly 1 course(s) from the following:
•MBA 6315 - The Ethical Environment of Business (2.0 cr)

IT Requirement
Choose 1 of the following (if both taken, 1 will count as elective)
Take 1 or more course(s) from the following:
•IDSC 6041 - Information Technology Management (2.0 cr)
•IDSC 6051 - Information Technologies and Solutions (2.0 cr)

Economics Requirement
Choose 1 of the following (if both taken, 1 will count as elective). If choosing MBA 6140, it must be taken for 2 credits.
Take 1 or more course(s) from the following:
•MBA 6141 - Managerial Economics (2.0 cr)
•FINA 6341 - World Economy (4.0 cr)

International Experience
Choose 1 of the following (if more than 1 course completed, remainder will count as elective credit(s)):
Take 4 or more credit(s) from the following:
•MGMT 6305 - The International Environment of Business (4.0 cr)
•IDSC 6465 - Emerging Technologies and Digital Transformation: Changes to Work, Capability Sourcing and Innovatio (4.0 cr)
•SCO 6081 - Global Operations Strategy (4.0 cr)
•MKTG 6072 - International Marketing (4.0 cr)
•MILI 6997 - MILI Global Valuation Lab (4.0 cr)
•IBUS 5140 - Vienna Summer Program in International Business (Graduate) (0.0 - 18.0 cr)
•IBUS 5150 - IBUS 5150: Building on Frugal Innovations to Complete in a Global Environment (4.0 cr)
•IBUS 5260 - Sustainability: The New Management Paradigm (4.0 cr)
•IBUS 6406 - Global Business Practicum (4.0 cr)
•IBUS 5605 - Shanghai Summer Program in International Business (Graduate) (0.0 - 18.0 cr)
•IBUS 6997 - MILI Global Valuation Lab (4.0 cr)
•IBUS 6402 - Human-Focused, Culturally-Sustainable Development in Morocco (4.0 cr)
•IBUS 5300 - International Business: Graduate Exchange BLOCK (0.0 - 18.0 cr)
•IBUS 5301 - Graduate Exchange in International Business - BLOCK (0.0 - 18.0 cr)
•IBUS 5302 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5303 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5304 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5305 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5306 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5307 - International Business: Graduate Exchange (0.0 - 18.0 cr)
•IBUS 5308 - International Business: Graduate Exchange (0.0 - 18.0 cr)

Electives
Electives not on this list must be approved by MBA Programs Office to count towards degree requirements.

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Take 24 or more credit(s) from the following:
- ACCT 5181 - Consolidations and Advanced Reporting (2.0 cr)
- ACCT 6102 - Financial Statement Analysis (2.0 cr)
- APEC 5831 - Food and Agribusiness Marketplace (2.0 - 3.0 cr)
- BLAW 6158 - The study of laws affecting private business and publicly-traded companies. (2.0 cr)
- ENTR 6025 - Introduction to Entrepreneurship (2.0 cr)
- ENTR 6021 - Developing New Ventures (2.0 cr)
- ENTR 6036 - Managing the Growing Business (2.0 cr)
- ENTR 6037 - Corporate Venturing (2.0 cr)
- ENTR 6041 - Initiating New Product Design and Business Development (4.0 cr)
- ENTR 6042 - Implementing New Product Design and Business Development (4.0 cr)
- ENTR 6090 *{Inactive}*(2.0 - 4.0 cr)
- FINA 6121 - Debt Markets, Interest Rates, and Hedging (2.0 cr)
- FINA 6122 - Financial Management of Depository Institutions (2.0 cr)
- FINA 6222 - Mergers and Acquisitions (2.0 cr)
- FINA 6241 - Corporate Financial Decisions and Analysis (4.0 cr)
- FINA 6242 - Advanced Corporate Finance Analysis and Decisions (4.0 cr)
- FINA 6321 - Portfolio Analysis and Management (2.0 cr)
- FINA 6322 - Financial Modeling (2.0 cr)
- FINA 6323 - Advanced Financial Modeling (2.0 cr)
- FINA 6324 - Securitization Markets (2.0 cr)
- FINA 6325 - Behavioral Finance (2.0 cr)
- FINA 6341 - World Economy (4.0 cr)
- FINA 6422 *{Inactive}*(2.0 - 4.0 cr)
- FINA 6522 - Introduction to Derivatives and Financial Risk Management (2.0 cr)
- FINA 6529 - Advanced Topics in Fixed Income and Derivatives (2.0 cr)
- FINA 6621 - International Financial Management (2.0 cr)
- MGMT 6465 - Leadership and Personal Development (2.0 cr)
- IDSC 6041 - Information Technology Management (2.0 cr)
- IDSC 6051 - Information Technologies and Solutions (2.0 cr)
- IDSC 6423 - Enterprise Systems (2.0 cr)
- IDSC 6442 - E-Sourcing and E-Auctions (2.0 cr)
- IDSC 6444 - Business Analytics for Managers I (2.0 cr)
- IDSC 6446 - Business Analytics for Managers II (2.0 cr)
- IDSC 6455 - Web 2.0: The Business of Social Media (2.0 cr)
- IDSC 6465 - Emerging Technologies and Digital Transformation: Changes to Work, Capability Sourcing and Innovatio (4.0 cr)
- IDSC 6471 - Knowledge Management (2.0 cr)
- IDSC 6481 - Managerial Decision Making (2.0 cr)
- MBA 6990 - MBA Topics (2.0 cr)
- MCOM 5500 - Enhancing Your Executive Image in Business Communications (2.0 cr)
- MCOM 5515 - Persuasive Writing in Business (2.0 cr)
- MCOM 5535 - Strategies and Skills for Managerial Presentations (2.0 cr)
- MGMT 5102 - StartUp: Customer Development and Testing (2.0 cr)
- MGMT 6004 - Negotiation Strategies (2.0 cr)
- MGMT 6031 - Industry Analysis and Competitive Strategy (4.0 cr)
- MGMT 6032 - Strategic Alliances (2.0 cr)
- MGMT 6033 - Strategy Implementation (2.0 cr)
- MGMT 6034 - Strategic Leadership (2.0 cr)
- MGMT 6035 - Complex and Cross-Cultural Negotiations (2.0 cr)
- MGMT 6041 - Competing Globally (2.0 cr)
- MGMT 6055 - Management of Innovation and Change (2.0 cr)
- MGMT 6084 - Management of Teams (2.0 cr)
- MGMT 6085 - Corporate Strategy (4.0 cr)
- MGMT 6100 - Topics in Management (2.0 cr)
- MGMT 6305 - The International Environment of Business (4.0 cr)
- MGMT 6311 - Cross-Cultural Management: Developing Intercultural Compentence (2.0 cr)
- MGMT 6402 - Integrative Leadership: Leading Across Sectors to Address Grand Challenges (3.0 cr)
- MGMT 6411 - Corporate Responsibility (2.0 cr)
- MILI 6235 - Pharmaceutical Industry: Business and Policy (2.0 cr)
- MILI 6421 - Healthcare Law: Stratrategic and Business Implications (2.0 cr)
- MILI 6562 - Information Technology in Health Care (2.0 cr)
- MILI 6589 - Medical Technology Evaluation and Market Research (2.0 cr)
- MILI 6726 - Medical Device Industry: Business and Public Policy (2.0 cr)
- MILI 6985 - The Health Care Marketplace (2.0 cr)
- MILI 6991 - Anatomy and Physiology for Managers (2.0 cr)
- MILI 6992 - Healthcare Delivery Innovations:Optimizing Cost and Quality (2.0 cr)

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- MILI 6995 - Medical Industry Valuation Laboratory (2.0 cr)
- MILI 6997 - MILI Global Valuation Lab (4.0 cr)
- MKTG 6052 - Marketing Analytics: Managerial Decisions (2.0 cr)
- MKTG 6051 - Marketing Research - Rapid Insights (2.0 cr)
- MKTG 6055 - Buyer Behavior (2.0 cr)
- MKTG 6072 - International Marketing (4.0 cr)
- MKTG 6073 - Marketing in High Tech Settings (2.0 cr)
- MKTG 6075 - Pricing Strategy (4.0 cr)
- MKTG 6078 - Advertising & Promotion (4.0 cr)
- MKTG 6082 - Brand Strategy (2.0 cr)
- MKTG 6084 - Persuasion and Influence (2.0 cr)
- MKTG 6085 - Nudge: Improving Decisions about Health, Wealth and Happiness (2.0 cr)
- MKTG 6086 - Digital Marketing (2.0 cr)
- MKTG 6088 - Strategic Marketing (3.0 cr)
- MKTG 6090 - Marketing Topics (1.0 - 4.0 cr)
- SCO 6041 - Project Management (2.0 cr)
- SCO 6045 - Strategic Sourcing (2.0 cr)
- SCO 6048 - Logistics and Transportation (2.0 cr)
- SCO 6051 - Service Management (2.0 cr)
- SCO 6056 - Managing Supply Chain Operations (4.0 cr)
- SCO 6072 - Managing Technologies in the Supply Chain (2.0 cr)
- SCO 6081 - Global Operations Strategy (4.0 cr)
- SCO 6085 - Sales, Inventory, and Operations Planning (2.0 cr)
- SCO 6091 - Process Improvement Methods (2.0 cr)
- SCO 6092 - Supply Chain Risk and Security (2.0 cr)
- SCO 6094 - Responsible Supply Chain Management (2.0 cr)
- SCO 6095 - Supply Chain Management in the Food and Agribusiness Sector (2.0 cr)
- SCO 6096 - Supply Chain Management in the Health Care and Medical Devices Sector (2.0 cr)
- SCO 6097 - Supply Chain Management in the Retail Sector (2.0 cr)
- SCO 6098 - Operations Excellence via Lean Thinking (2.0 cr)
- SCO 6191 - Big Data Analytics in Supply Chains (2.0 cr)
- SCO 6192 - Supply Chain Finance (2.0 cr)
- SCO 6850 - Topics in Operations and Management Science (2.0 - 4.0 cr)

Carlson Executive Master of Business Administration

The Carlson executive MBA is built on a foundation of time-tested business principles. By emphasizing a global perspective, the rigorous curriculum helps students develop a deeper understanding of theory and practice. Each class moves through the program together as a cohort, following set schedules. From orientation to graduation, it takes about 21 months to complete the program. Classes are held Fridays and Saturdays, predominantly on alternate weekends, 7:30 a.m. to 4:30 p.m., and do not meet during the summer.

CEMBA Program Requirements

The CEMBA program has a 49.5 credit program requirement.

CMBA 5810 - Introduction to Statistics and Business Analytics (3.0 cr)
CMBA 5811 - Financial Accounting (3.0 cr)
CMBA 5812 - Organizational Behavior (3.0 cr)
CMBA 5813 - Competing In The Digital Age (1.5 cr)
CMBA 5814 - Economics (1.5 cr)
CMBA 5815 - Marketing Management (3.0 cr)
CMBA 5816 - Strategic Management (3.0 cr)
CMBA 5817 - Financial Management (3.0 cr)
CMBA 5818 - Supply Chain and Operations (3.0 cr)
CMBA 5820 - Negotiation Strategies: Creative Solutions for Difficult Problems (3.0 cr)
CMBA 5821 - Managerial Accounting (3.0 cr)
CMBA 5822 - Applied Leadership (1.5 cr)
CMBA 5823 - Competing Globally (3.0 cr)
CMBA 5824 - Corporate Responsibility & Ethics (1.5 cr)
CMBA 5825 - Strategic Marketing (3.0 cr)
CMBA 5826 - Corporate Strategy (1.5 cr)
CMBA 5827 - Advanced Financial Management (3.0 cr)
CMBA 5828 - International Residency - Study Abroad (1.5 cr)
CMBA 5829 - International Residency – Global Team Project (1.5 cr)

Choose 2 courses from the following:

Take exactly 2 course(s) from the following:

- CMBA 5830 - Advanced Management Topic Elective: Power & Influence (1.5 cr)
- CMBA 5831 - Advanced Management Topic Elective: Entrepreneurship & Innovation (1.5 cr)

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•CMBA 5832 - Advanced Management Topic Elective: Business Analytics for Competitive Advantage (1.5 cr)
•CMBA 5833 - Advanced Management Topics Elective - Healthcare Innovations (1.5 cr)

Industry Master of Business Administration

The Industry MBA is a one-year, predominantly online program designed for working professionals to obtain the fundamental business knowledge crucial for leading careers in the complex, rapidly evolving and highly regulated healthcare, energy, technology and finance industries. Courses will be taught by our nationally renowned expert faculty and executive-level professionals. Targeting the Washington DC area, this 48 credit program will deliver sophisticated management and leadership education for students immersed in legislative and policy matters.

Industry MBA Course Requirements

Take exactly 48 credit(s) from the following:
•IMBA 6004 *{Inactive}*(2.0 cr)
•IMBA 6030 *{Inactive}*(3.0 cr)
•IMBA 6110 *{Inactive}*(2.0 cr)
•IMBA 6120 *{Inactive}*(3.0 cr)
•IMBA 6140 *{Inactive}*(3.0 cr)
•IMBA 6210 *{Inactive}*(3.0 cr)
•IMBA 6220 *{Inactive}*(3.0 cr)
•IMBA 6230 *{Inactive}*(3.0 cr)
•IMBA 6240 *{Inactive}*(3.0 cr)
•IMBA 6300 *{Inactive}*(3.0 cr)
•IMBA 6315 *{Inactive}*(2.0 cr)
•IMBA 6401 *{Inactive}*(2.0 cr)
•IMBA 6402 *{Inactive}*(2.0 cr)
•IMBA 6403 *{Inactive}*(2.0 cr)
•IMBA 6404 *{Inactive}*(2.0 cr)
•IMBA 6405 *{Inactive}*(2.0 cr)
•IMBA 6500 *{Inactive}*(4.0 cr)
•IMBA 6501 *{Inactive}*(4.0 cr)

China Executive M.B.A.

China Executive MBA Courses

51 credits required.
CHMB 5800 - Organizational Behavior (3.0 cr)
CHMB 5801 - Financial Accounting (3.0 cr)
CHMB 5802 - Statistics and Decision Making (3.0 cr)
CHMB 5803 - Operations Management (3.0 cr)
CHMB 5804 - Managerial Accounting (3.0 cr)
CHMB 5805 - Financial Management (3.0 cr)
CHMB 5806 - Marketing Management (3.0 cr)
CHMB 5807 - Business Strategy (3.0 cr)
CHMB 5808 - Strategic Marketing (3.0 cr)
CHMB 5809 - Advanced Financial Management (3.0 cr)
CHMB 5810 - International Environment (1.5 cr)
CHMB 5811 - Information Technology Management (3.0 cr)
CHMB 5813 - Ethics and Leadership (3.0 cr)
CHMB 5815 - International Human Resources Management (3.0 cr)
CHMB 5816 - International Residency (6.0 cr)
CHMB 5817 - China's Economy (1.5 cr)
CHMB 5818 - Law and Business (3.0 cr)

Vienna Masters of Business Administration

Vienna MBA Coursework Requirements

58 credits required
VMBA 5700 - Managerial Accounting (4.0 cr)
VMBA 5701 - Data Analysis and Decision Making (4.0 cr)
VMBA 5702 - Financial Management (4.0 cr)
VMBA 5703 - Marketing Management (4.0 cr)
VMBA 5704 - Managing People and Organizations (4.0 cr)
VMBA 5705 - Operations Management (4.0 cr)
VMBA 5706 - Business, Government, and Macroeconomics (4.0 cr)
VMBA 5707 - Economics in Transition (4.0 cr)
VMBA 5709 - Info Tech Mgmt (4.0 cr)
VMBA 5711 - Managing Globalization (Guangzhou) (4.0 cr)
VMBA 5712 - Strategies for a Global Company: an Integrative Perspective (6.0 cr)

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VMBA 5713 - Negotiations and Conflict Management (4.0 cr)
VMBA 5714 - Financial Accounting (4.0 cr)
VMBA 5715 - Corporate and Entrepreneurial Strategy (4.0 cr)

India

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