

BUSINESS ADMINISTRATION (BBA-MBA)

Overview

Student Learning Outcomes

Students graduating from this program will:

- Critique a business decision using a suitable decision tool or framework found in a major business discipline.
- Contextualize how a given business problem affects an organization using critical thinking.
- Contribute effectively as part of a diverse and inclusive team to solve a given business problem.
- Express a business issue into a coherent written statement and/or oral presentation.
- Appraise quantitative information and synthesize that information with relevant non-quantitative information to arrive at a business decision.
- Integrate multiple business information systems and technologies to analyze a business problem and communicate a solution to a business audience.
- Critique business decisions using analytical tools and decision frameworks found in the major business disciplines.
- Contextualize how a given business decision or problem affects an organization using systematic reasoning and critical thinking.
- Assemble a diverse and inclusive team to solve a given business problem.
- Conceptualize a complex business issue into a coherent written statement and/or oral presentation.
- Interpret and evaluate quantitative information and synthesize that information with relevant non-quantitative information to arrive at a business decision.

Admission Requirements

Moreln4 will accept, through a competitive selection process, 20 students each year. The minimum entry requirements are: 3.75 high school core GPA or 28 ACT and at least nine hours of dual/AP/IB high school credit. Eligible students will be invited to submit an application for consideration of admission. Students will complete the Bloch School B.B.A. or B.S.A. program and continue into the Bloch School graduate program of their choice and are expected to do so in approximately 4 years. In addition to an accelerated undergraduate program of study, 6-9 credit hours from a student's B.B.A. or B.S.A. degree program will be applied toward the Master's degree. In each fall semester of the three undergraduate years, a special section of one required course will be restricted to the corresponding Moreln4 cohort to allow for enhanced/experiential programming. Students are also expected to complete two summer internships during their undergraduate studies. During the final undergraduate year, students will apply for admission to the Bloch Master's program of their choosing. The graduate program admission requirements in place at the time of application will be applied.

Program Requirements

The Bloch School requires a minimum of 120 credit hours to earn the Bachelor of Business Administration (B.B.A.) degree. This total includes coursework in the following areas: General Education, Basic Skills, General Electives, Business Core, Emphasis Area, and Interest Area. All students pursuing the B.B.A. degree must select an emphasis area and a complementary interest area.

See the Bloch School Undergraduate Policies and Procedures (<http://catalog.umkc.edu/colleges-schools/henry-w-bloch-management/undergraduate-programs/undergraduate-policies-procedures/>) section for additional information.

UMKC Essentials

| Code | Title | Credits |
|--|---|---------|
| First Semester Experience Course (GEFSE) | | 3 |
| Written Communication: | | |
| ENGLISH 110 | Introduction to Academic Prose | 3 |
| ENGLISH 225 | English II: Intermediate Academic Prose | 3 |
| Oral Communication (choose one of the following): | | 3 |
| COMM-ST 110 | Fundamentals of Effective Speaking and Listening | |
| COMM-ST 140 | Introduction to Communication | |
| COMM-ST 212 | Argumentation And Debate (offered via dual credit only) | |
| COMM-ST 277 | Interpersonal Communication | |
| Math Pathway (satisfied in major requirements below) | | |
| Critical Thinking in Arts & Humanities (GECRT-AH) | | 3 |
| Critical Thinking in Natural & Physical Sciences (GECRT-SC) | | 3 |
| Critical Thinking in Social & Behavioral Sciences (GECRT-SS) | | 3 |
| Culture & Diversity Course (GECDV) | | 3 |

| | |
|---|-----------|
| Civic & Urban Engagement Course (GECUE) | 3 |
| Total Credits | 27 |

Constitution Course Requirement

Section 170.011.1 of the Missouri Revised Statutes, 2015, states that all candidates for a degree issued by a college or university in the state of Missouri must have “satisfactorily passed an examination on the provisions and principles of the Constitution of the United States and of the state of Missouri, and in American history and American institutions.”

Courses at UMKC that satisfy this state requirement are:

| Code | Title | Credits |
|------------------------------|--|----------|
| Choose one of the following: | | |
| CJC 364 | The Supreme Court And The Criminal Process | 3 |
| HISTORY 101 | U.S. History to 1877 | |
| HISTORY 102 | U.S. History Since 1877 | |
| HONORS 230 | Honors American Government | |
| POL-SCI 210 | American Government | |
| Total Credits | | 3 |

There are a few other ways this requirement can be satisfied for students transferring to UMKC:

- Take an equivalent course from the list above at a regionally accredited institution.
- Earn credit for one of the above courses through AP, IB, or CLEP.
- Take a course that directly satisfies the Missouri Constitution Requirement at another Missouri institution.
- Have a previous bachelors degree (or higher) from a regionally accredited institution.
- Have an Associate of Arts degree from a regionally accredited institution.
- Complete the 42 Hour Core at a Missouri institution and have it listed on the official transcript.

Basic Skills Coursework

| Code | Title | Credits |
|---|--|-----------|
| ACCTNG 210 | Introduction To Financial Accounting | 3 |
| ACCTNG 211 | Introduction To Managerial Accounting | 3 |
| DSOM 211 | Business Analytics I | 3 |
| or STAT 235 | Elementary Statistics | |
| or STAT 115 | Statistical Reasoning | |
| or MOTRMATH 110 | MOTR Statistical Reasoning | |
| ECON 201 | Principles of Macroeconomics | 3 |
| ECON 202 | Principles of Microeconomics | 3 |
| MATH 110 | Precalculus Algebra | 3 |
| (or ALEKS score of 61 or higher, or MyMathTest College Algebra score of 70% or higher, or ACT MATH sub-score of 28 or higher, or SAT MATH sub-score of 660 or higher; satisfies Math Pathway) | | |
| MGT 256 | Legal and Regulatory Contexts of Organizations | 3 |
| MIS 202 | Computer Applications In Management | 3 |
| Total Credits | | 24 |

Major Requirements

Prior to enrolling in any course, students must ensure they have completed the necessary prerequisites.

International Requirement

| Code | Title | Credits |
|---|---------------------------------|----------|
| Select one from: ¹ | | |
| MGT 370 | International Management | 3 |
| MGT 470 | International Study in Business | |
| Other classes approved by Management Department | | |
| Total Credits | | 3 |

¹ With approval from the Management Department, this can include international business-related course work transferred from other institutions, study abroad opportunities and emphasis-specific international classes.

Core B.B.A. Curriculum

| Code | Title | Credits |
|------------------------------------|--|-----------|
| DSOM 311 | Business Analytics II | 3 |
| DSOM 340 | Supply Chain and Operations Management | 3 |
| ENT 315 | Entrepreneurial Mindset and Opportunity Recognition ³ | 3 |
| FIN 325 | Financial Management | 3 |
| MGT 301 | Effective Business Communication | 3 |
| MGT 332 | Principles of Organizational Behavior | 3 |
| MGT 471 | Strategic Management | 3 |
| MIS 402 | Information Management | 3 |
| MKT 324 | Principles of Marketing | 3 |
| Emphasis Area Courses ¹ | | 12 |
| Interest Area ² | | 9 |
| Total Credits | | 48 |

¹ Please choose at least one of the emphasis areas below.

² Students will also select one of the interest area pairings for their emphasis. Other interest area options available by petition only.

³ Students that have already completed ENT 215 may substitute for ENT 315.

Emphasis Areas

Analytics and Business Intelligence Option

| Code | Title | Credits |
|---|----------------------------|-----------|
| DSOM 458 | Data Visualization | 3 |
| MGT 367 | Human Resource Analytics | 3 |
| or DSOM 346 | Service Industry Analytics | |
| MIS 459 | Data Wrangling | 3 |
| MKT 390 | Customer Data Analytics | 3 |
| or DSOM 443 | Project Management | |
| Total Credits | | 12 |
| Interest area pairings: Sales and Business Development; Financial Management; Human Resource Management or General Business | | |

Entrepreneurship and Innovation Option

| Code | Title | Credits |
|---|---|-----------|
| ENT 327 | Designing the Business Model | 3 |
| ENT 364 | Entrepreneurial Management and Innovation | 3 |
| ENT 412 | Entrepreneurial Finance | 3 |
| ENT 462 | Entrepreneurial Experience | 3 |
| or ENT 329 | Entrepreneurship Scholars | |
| or ENT 461 | Social Entrepreneurship | |
| Total Credits | | 12 |
| Interest area pairings: Technology, Innovation, and Management; Sales and Business Development; Market Research and Analytics or General Business | | |

Finance Option

| Code | Title | Credits |
|---------|------------------------------------|---------|
| FIN 326 | Financial Management 2 | 3 |
| FIN 340 | Financial Markets and Institutions | 3 |
| FIN 345 | Investments | 3 |
| FIN 435 | Advanced Corporate Finance | 3 |

Total Credits **12**

Interest area pairings: Banking and Financial Services; Corporate Finance and Investments; Real Estate or General Business

Health Administration Option

| Code | Title | Credits |
|-------------------------|--|---------|
| HLTH-ADM 481 | Health Policy in the United States | 3 |
| Three of the following: | | 9 |
| HLTH-ADM 471 | Financial Management Issues of Health and Human Services Organizations | |
| HLTH-ADM 473 | Health and Social Equity | |
| HLTH-ADM 477 | Leadership and Management in Health Care Organizations | |
| HLTH-ADM 480 | The Economics of Health and Medicine | |

Total Credits **12**

Interest area pairings: Analytics and Business Intelligence; Innovation and Startup; Human Resource Management or General Business

Human Resources Management and Leadership Option

| Code | Title | Credits |
|-------------------------|-----------------------------------|---------|
| MGT 337 | Human Resource Management | 3 |
| Three of the following: | | 9 |
| MGT 347 | Employee Staffing | |
| MGT 357 | Employee Training and Development | |
| MGT 360 | Groups and Teams | |
| MGT 367 | Human Resource Analytics | |
| MGT 372 | Ethics and Leadership | |
| MGT 377 | Total Rewards Management | |
| MGT 410 | Corporate Social Responsibility | |

Total Credits **12**

Interest area pairings: Analytics and Business Intelligence; Healthcare Management; Technology, Innovation, and Management or General Business

Marketing Option

| Code | Title | Credits |
|---------|-----------------------------------|---------|
| MKT 335 | Customer Insights | 3 |
| MKT 348 | Marketing Research | 3 |
| MKT 442 | Social Media and Mobile Marketing | 3 |
| MKT 480 | Strategic Marketing | 3 |

Total Credits **12**

Interest area pairings: Sales and Business Development; Market Research and Analytics or General Business

Nonprofit Management Option

| Code | Title | Credits |
|-------------|--|---------|
| PUB-ADM 492 | Creating and Measuring Social Impact | 3 |
| PUB-ADM 493 | Nonprofit Fundraising and Development | 3 |
| PUB-ADM 494 | Leading and Managing Nonprofit Organizations | 3 |
| PUB-ADM 495 | Nonprofit Organizations in Context | 3 |

Total Credits **12**

Interest area pairings: Analytics and Business Intelligence; Healthcare Management; Human Resource Management or General Business

Real Estate Option

| Code | Title | Credits |
|------------|---|---------|
| RL-EST 321 | Real Estate Principles | 3 |
| RL-EST 421 | Real Estate Finance Fundamentals | 3 |
| RL-EST 425 | Principles of Real Estate Property Management | 3 |
| FIN 340 | Financial Markets and Institutions | 3 |

| | | |
|--|------------------------|-----------|
| or FIN 326 | Financial Management 2 | |
| or MKT 430 | Personal Selling | |
| Total Credits | | 12 |
| Interest area pairings: Corporate Finance and Investment; Banking and Financial Services; Sales and Business Development or General Business | | |

Supply Chain Management Option

| Code | Title | Credits |
|---|--|-----------|
| DSOM 432 | Spending Analytics, Contracts, and Risk Management | 3 |
| DSOM 442 | Logistics, Transportation, Warehousing, and Distribution | 3 |
| DSOM 444 | Digital Transformations and Supply Chain | 3 |
| DSOM 445 | Strategic Sourcing and Supplier Relationship Management | 3 |
| Total Credits | | 12 |
| Interest area pairings: select one interest area from options | | |

Interest Areas ^{1,2,3}

¹ Students may substitute other Bloch School courses to satisfy interest area requirements with Dean approval.

² The same course cannot apply to both a student's emphasis area and interest area.

³ Interest areas are not listed on a student's official transcript. Only emphasis areas are transcribed.

Analytics and Business Intelligence Interest Area

| Code | Title | Credits |
|---|----------------------------|----------|
| MGT 367 | Human Resource Analytics | 3 |
| or DSOM 346 | Service Industry Analytics | |
| MKT 390 | Customer Data Analytics | 3 |
| or DSOM 443 | Project Management | |
| DSOM 458 | Data Visualization | 3 |
| or MIS 459 | Data Wrangling | |
| Total Credits | | 9 |
| Emphasis area pairings: Health Administration; Human Resources Management and Leadership; Nonprofit Management or Supply Chain Management | | |

Banking and Financial Services Interest Area

| Code | Title | Credits |
|---|--|----------|
| FIN 426 | Credit Analysis | 3 |
| FIN 428 | Commercial Bank Management | 3 |
| FIN 350 | Introduction to Risk Management and Insurance | 3 |
| or FIN 419 | Financial Statement Analysis | |
| or FIN 425 | Financial Services Marketing and Relationship Management | |
| Total Credits | | 9 |
| Emphasis area pairings: Finance; Real Estate or Supply Chain Management | | |

Corporate Finance and Investments Interest Area

| Code | Title | Credits |
|---|---|----------|
| FIN 419 | Financial Statement Analysis | 3 |
| FIN 445 | Advanced Investments | 3 |
| FIN 350 | Introduction to Risk Management and Insurance | 3 |
| or ACCTNG 307 | Cost Management | |
| or ACCTNG 412 | Introduction to Income Taxation | |
| or RL-EST 421 | Real Estate Finance Fundamentals | |
| Total Credits | | 9 |
| Emphasis area pairings: Finance; Real Estate or Supply Chain Management | | |

Financial Management Interest Area

| Code | Title | Credits |
|----------------------|------------------------------------|----------|
| FIN 326 | Financial Management 2 | 3 |
| FIN 340 | Financial Markets and Institutions | 3 |
| FIN 345 | Investments | 3 |
| or ACCTNG 307 | Cost Management | |
| Total Credits | | 9 |

Emphasis area pairings: Analytics and Business Intelligence or Supply Chain Management

General Business Interest Area

| Code | Title | Credits |
|--------------------------------|--|----------|
| Select three of the following: | | 9 |
| ACCTNG 306 | Introduction to Intermediate and the Accounting Profession | |
| ACCTNG 307 | Cost Management | |
| ACCTNG 412 | Introduction to Income Taxation | |
| DSOM 346 | Service Industry Analytics | |
| DSOM 443 | Project Management | |
| DSOM 444 | Digital Transformations and Supply Chain | |
| DSOM 458 | Data Visualization | |
| ENT 326 | Creativity, Innovation, and Problem Solving | |
| ENT 329 | Entrepreneurship Scholars | |
| ENT 364 | Entrepreneurial Management and Innovation | |
| FIN 326 | Financial Management 2 | |
| FIN 345 | Investments | |
| FIN 350 | Introduction to Risk Management and Insurance | |
| FIN 425 | Financial Services Marketing and Relationship Management | |
| HLTH-ADM 473 | Health and Social Equity | |
| HLTH-ADM 481 | Health Policy in the United States | |
| MGT 337 | Human Resource Management | |
| MGT 360 | Groups and Teams | |
| MGT 410 | Corporate Social Responsibility | |
| MIS 459 | Data Wrangling | |
| MKT 390 | Customer Data Analytics | |
| MKT 420 | Sales Management | |
| MKT 430 | Personal Selling | |
| MKT 442 | Social Media and Mobile Marketing | |
| PUB-ADM 493 | Nonprofit Fundraising and Development | |
| PUB-ADM 495 | Nonprofit Organizations in Context | |
| RL-EST 321 | Real Estate Principles | |
| RL-EST 421 | Real Estate Finance Fundamentals | |
| Or other courses by petition | | |
| Total Credits | | 9 |

Emphasis area pairings: select one emphasis area from options

Healthcare Management Interest Area

| Code | Title | Credits |
|----------------------|--|----------|
| HLTH-ADM 471 | Financial Management Issues of Health and Human Services Organizations | 3 |
| HLTH-ADM 477 | Leadership and Management in Health Care Organizations | 3 |
| HLTH-ADM 481 | Health Policy in the United States | 3 |
| Total Credits | | 9 |

Emphasis area pairings: Human Resources Management and Leadership; Nonprofit Management or Supply Chain Management

Human Resource Management Interest Area

| Code | Title | Credits |
|---|-----------------------------------|----------|
| MGT 337 | Human Resource Management | 3 |
| Two of the following: | | 6 |
| MGT 347 | Employee Staffing | |
| MGT 357 | Employee Training and Development | |
| MGT 367 | Human Resource Analytics | |
| MGT 377 | Total Rewards Management | |
| Total Credits | | 9 |
| Emphasis area pairings: Analytics and Business Intelligence; Health Administration; Nonprofit Management or Supply Chain Management | | |

Innovation and Startup Interest Area

| Code | Title | Credits |
|--|---|----------|
| ENT 326 | Creativity, Innovation, and Problem Solving | 3 |
| ENT 327 | Designing the Business Model | 3 |
| ENT 329 | Entrepreneurship Scholars | 3 |
| or ENT 364 | Entrepreneurial Management and Innovation | |
| Total Credits | | 9 |
| Emphasis area pairings: Health Administration or Supply Chain Management | | |

Market Research and Analytics Interest Area

| Code | Title | Credits |
|--|-------------------------|----------|
| MKT 390 | Customer Data Analytics | 3 |
| MKT 430 | Personal Selling | 3 |
| DSOM 458 | Data Visualization | 3 |
| or MIS 459 | Data Wrangling | |
| Total Credits | | 9 |
| Emphasis area pairings: Entrepreneurship; Marketing or Supply Chain Management | | |

Real Estate Interest Area

| Code | Title | Credits |
|--|---|----------|
| RL-EST 321 | Real Estate Principles | 3 |
| RL-EST 421 | Real Estate Finance Fundamentals | 3 |
| RL-EST 425 | Principles of Real Estate Property Management | 3 |
| Total Credits | | 9 |
| Emphasis area pairings: Finance or Supply Chain Management | | |

Sales and Business Business Development Interest Area

| Code | Title | Credits |
|--|-------------------------|----------|
| MKT 335 | Customer Insights | 3 |
| or MKT 390 | Customer Data Analytics | |
| MKT 420 | Sales Management | 3 |
| MKT 430 | Personal Selling | 3 |
| Total Credits | | 9 |
| Emphasis area pairings: Analytics and Business Intelligence; Entrepreneurship; Marketing; Real Estate or Supply Chain Management | | |

Technology, Innovation, and Management Interest Area

| Code | Title | Credits |
|--|---|----------|
| ENT 326 | Creativity, Innovation, and Problem Solving | 3 |
| ENT 341 | Technology Entrepreneurship | 3 |
| ENT 361 | New Product Development | 3 |
| Total Credits | | 9 |
| Emphasis area pairings: Entrepreneurship; Human Resources Management and Leadership or Supply Chain Management | | |

General General Electives

| Code | Title | Credits |
|---------------------------------------|-------|-----------|
| General Electives ¹ | | 15 |

¹ A maximum of two hours of PE activity is accepted as elective credit. Applied or military science and vocational courses may not be taken for elective credit.

Minimum GPA: 2.25 (UM and in-major)

Total Credit Hours: 120

Graduation Requirements

The B.B.A. degree will be awarded on satisfaction of the following:

1. Completion of the degree requirements and a minimum of 120 credit hours.
2. Achievement of a 2.25 GPA; satisfactory academic standing is based on:
 - a. Cumulative GPA of 2.25 for all University of Missouri courses; and
 - b. GPA of 2.25 for all required junior-and senior-level in-major courses completed at UM schools.
3. Completion of 50% of junior/senior in-major courses at UMKC.
4. Completion of ETS HEIghten and other assessment exercises assigned by the Bloch faculty.
5. Completion of the Constitution requirement.
6. Filing of a required application for graduation at the beginning of the senior year.

Students are responsible for ensuring their course of study falls within program guidelines.

Master of Business Administration

Applicants to the PMBA program are considered for admission based on their undergraduate cumulative grade point averages, resumes, goal statements, and other criteria established by the faculty. Some candidates may be eligible for admission without the GMAT exam. For current admission requirements visit <https://bloch.umkc.edu/admissions/graduate-admissions.html>.

The PMBA degree is a 27 credit hour program for students in Moren4. The curriculum is comprised of three distinct stages: foundations; application, integration and innovation; and electives or certificate.

The program has the following unique features that are combined to develop graduates that are broadly educated, socially responsible, and knowledgeable managers.

1. A 15 credit hour set of courses that provides an integrative business infrastructure for decision-making.
2. A 3 credit hour application, integration, and innovation course with opportunities to utilize a broad skill set.
3. A 9 credit hour elective component that allows students the flexibility to design a program that uniquely fits their needs. Students may elect to complete the requirements for one of several graduate-level certificate programs available within the Bloch School. Note, completion of a certificate may require additional hours beyond what is required for the PMBA degree.

The M.B.A. Foundation (15 hours)

| Code | Title | Credits |
|----------------------|---|-----------|
| Required coursework: | | |
| ACCTNG 5503 | Financial Accounting for Decision Making | 3 |
| DSOM 5511 | Global Supply Chain and Operations Management | 3 |
| FIN 5509 | Financial Management | 3 |
| MIS 5507 | Business Analytics and Statistics | 3 |
| MGT 5514 | Strategic Management in the Globalized World | 3 |
| Total Credits | | 15 |

Application, Integration, and Innovation (3 credit hours)

The courses in this area will allow students to apply their knowledge through distinctive, experiential learning opportunities. Students with substantial work experience or with a proficiency in an AACSB relevant competency through advanced undergraduate courses or a graduate course, may seek approval to take an additional application, integration, and innovation offering in place of a specific foundation class. Students may also take additional application, integration, and innovation courses to satisfy elective requirements.

| Code | Title | Credits |
|------------------------------|---|----------|
| Select one of the following: | | 3 |
| ENT 5508 | Corporate Entrepreneurship and Innovation: Meeting the Management Challenge | |
| ENT 5550 | Entrepreneurial Experience | |
| PUB-ADM 5582 | Developing the Social Enterprise | |
| Total Credits | | 3 |

Electives (9 credit hours)

The M.B.A. program allows students the flexibility of selecting 9 credit hours to meet their unique needs. The Bloch School offers a variety of graduate certificates that can be completed with the M.B.A. degree and utilized as electives in the program. Students should ensure that prerequisites are taken in the proper sequence. Not all classes are offered each semester. Students can select from the following elective options, grouped by discipline.

| Code | Title | Credits |
|---|--|---------|
| Accounting | | |
| Students with prior preparation in accounting may be eligible to take other courses. Please consult with the M.B.A. program advisor for additional information. | | |
| ACCTNG 5557 | Introduction To Income Taxation | |
| ACCTNG 5568 | Data Analytics for Accounting | |
| ACCTNG 5570 | Fraud Examination | |
| Decision Science Operations Management | | |
| DSOM 5543 | Project Management | |
| DSOM 5545 | Strategic Sourcing & Supplier Relationship Management | |
| DSOM 5558 | Data Visualization | |
| Entrepreneurship and Innovation | | |
| ENT 5525 | Entrepreneurship: Managing Creativity And Innovation | |
| ENT 5529 | Entrepreneurship Scholars | |
| ENT 5531 | New Product Development | |
| ENT 5533 | Technology Management | |
| ENT 5535 | Small Business Management And Entrepreneurship | |
| ENT 5545 | Entrepreneurship And New Venture Creation | |
| ENT 5563 | Social Entrepreneurship | |
| ENT 5585 | Entrepreneurial Finance and Venture Capital Investment | |
| ENT 5587 | Special Topics | |
| Finance | | |
| FIN 5550 | Advanced Financial Management Theory And Policies | |
| FIN 5552 | Financial Markets and Institutions | |
| FIN 5553 | Investment Analysis | |
| FIN 5556 | Management Of Financial Intermediaries | |
| FIN 5557 | Derivative Securities | |
| FIN 5560 | Financial Modeling | |
| FIN 5561 | Financial Statement Analysis | |
| FIN 5562 | Fixed Income Analysis | |
| FIN 5563 | Valuation/Mergers and Acquisitions | |
| FIN 5564 | Portfolio Management | |
| FIN 5565 | Alternative Investments | |
| FIN 5567 | Payment Systems | |
| FIN 5574 | Applied Portfolio Management | |
| FIN 5576 | Fundamentals of Fintech | |
| Health Administration | | |
| HLTH-ADM 5571 | Financial Management Issues of Health and Human Services Organizations | |
| HLTH-ADM 5572 | Quality and Safety in Health Care | |
| HLTH-ADM 5573 | Health and Social Equity | |
| HLTH-ADM 5577 | Leadership and Management in Health Care Organizations | |

| | |
|---------------------------------------|---|
| HLTH-ADM 5578 | Data Analysis for Health Care Managers |
| HLTH-ADM 5580 | The Economics of Health and Medicine |
| HLTH-ADM 5581 | Health Policy in the United States |
| Management | |
| MGT 5516 | Leading Teams |
| MGT 5517 | Leading Through Influence and Persuasion |
| MGT 5518 | Leadership & Motivation |
| MGT 5519 | Conflict Management and Negotiation Strategies |
| MGT 5533 | Leading and Managing Change |
| MGT 5545 | International Management |
| MGT 5552 | International Study in Business |
| MGT 5566 | Attracting, Retaining, and Developing Human Capital |
| MGT 5567 | Total Rewards Management |
| Management Information Systems | |
| MIS 5552 | Data Base Management |
| MIS 5557 | Data Management and Data Mining for Business Analytics |
| MIS 5559 | Data Wrangling |
| Marketing | |
| MKT 5520 | Sales and Business Development |
| MKT 5539 | Social and Mobile Marketing |
| MKT 5555 | International Marketing |
| MKT 5560 | Customer Insights and Communication Strategy |
| MKT 5562 | Marketing Research and Analytics |
| MKT 5566 | Predictive Analytics Using R |
| Public Administration | |
| PUB-ADM 5525 | Financial Accountability and Policy Development |
| PUB-ADM 5526 | Foundations of Public Service |
| PUB-ADM 5528 | Supervision, Performance Leadership, & Human Resource Management |
| PUB-ADM 5535 | Urban Policy and Administration |
| PUB-ADM 5536 | Managing Urban Economic Development |
| PUB-ADM 5539 | Urban Planning for Public Administrators |
| PUB-ADM 5541 | Public Policy Development and Analysis |
| PUB-ADM 5544 | Program Evaluation |
| PUB-ADM 5548 | Leadership, Change and Social Impact |
| PUB-ADM 5551 | Managing Nonprofit Organizations |
| PUB-ADM 5552 | Community Organizations and Public Policy |
| PUB-ADM 5553 | Legal Framework & Financial Management of Nonprofit Organizations |
| PUB-ADM 5554 | Seminar on Social Entrepreneurship |
| PUB-ADM 5556 | Innovation in Nonprofit Management and Leadership |
| PUB-ADM 5573 | Health and Social Equity |
| Real Estate | |
| RL-EST 5556 | Entrepreneurial Real Estate Process |
| RL-EST 5571 | Real Estate Finance |
| RL-EST 5573 | Real Estate Feasibility and Market Analysis |
| RL-EST 5574 | Real Estate Construction and Development |
| RL-EST 5576 | Real Estate Property and Portfolio Management |
| RL-EST 5577 | Real Estate Valuation |
| RL-EST 5578 | Legal Context of Real Estate |

Major Map

| Year I | | | | | |
|--|-----------|---|-----------|--|----------|
| Fall Semester | Credits | Spring Semester | Credits | Summer Semester | Credits |
| ENGLISH 110 ^{CC} | 3 | COMM-ST 110, 140, 212, or 277 ^{CC} | 3 | ACCTNG 210 ^{CC} | 3 |
| GECRT-SS 101, 102, 104, 105, 106, 107, 108, or 111 | 3 | DSOM 211 ^{CC} | 3 | ECON 201 ^{CC} | 3 |
| GEFSE 101 ^{CC} | 3 | ENGLISH 225 ^{CC} | 3 | HISTORY 101, 102, POL-SCI 210, HONORS 230, or CJC 364 | 3 |
| MATH 110 ^{CC} | 3 | GECRT-AH 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 112, 113, or 114 | 3 | | |
| MGT 256 | 3 | GECRT-SC 101, 102, or 103 | 3 | | |
| | | General Elective | 3 | | |
| | 15 | | 18 | | 9 |
| Year II | | | | | |
| Fall Semester | Credits | Spring Semester | Credits | Summer Semester | Credits |
| ACCTNG 211 ^{CC} | 3 | ENT 315 ^{CC} | 3 | MIS 402 | 3 |
| DSOM 311 | 3 | FIN 325 ^{CC} | 3 | Internship for Credit or General Elective | 3 |
| DSOM 340 ^{CC} | 3 | GECDV 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, or 211 | 3 | | |
| ECON 202 ^{CC} | 3 | GECUE 201, 202, 203, 204, 205, 206, or 272 | 3 | | |
| MIS 202 ^{CC} | 3 | MGT 301 | 3 | | |
| MKT 324 ^{CC} | 3 | MGT 332 ^{CC} | 3 | | |
| | 18 | | 18 | | 6 |
| Year III | | | | | |
| Fall Semester | Credits | Spring Semester | Credits | Summer Semester | Credits |
| MGT 471 | 3 | MGT 370 ¹ | 3 | Internship for Credit or General Elective | 3 |
| Emphasis Area Course #1 | 3 | Emphasis Area Course #3 | 3 | General Elective | 3 |
| Emphasis Area Course #2 | 3 | Emphasis Area Course #4 | 3 | | |
| Interest Area Course #1 | 3 | Interest Area Course #2 or General Elective (course not completed in Year III, Fall Semester) | 3 | | |
| Interest Area Course #2 or General Elective | 3 | Interest Area Course #3 | 3 | | |
| | 15 | | 15 | | 6 |
| Year IV | | | | | |
| Fall Semester | Credits | Spring Semester | Credits | Summer Semester | Credits |
| ACCTNG 5503 ² | 3 | DSOM 5511 | 3 | MGT 5514 | 3 |
| MIS 5507 | 3 | FIN 5509 | 3 | MBA Elective or Application, Integration, and Innovation Course ³ | 3 |
| MBA Elective #1 | 3 | MBA Elective or Application, Integration, and Innovation Course ³ | 3 | | |

| | | | |
|--|-----------|----------|----------|
| MBA Elective or Application, Integration, and Innovation Course ³ | 3 | | |
| | 12 | 9 | 6 |

Total Credits: 147

CC Critical courses provide feedback regarding fit and help indicate likelihood of successful completion of academic program and degree.

¹ The International Requirement in the Bachelor of Business Administration degree program can be satisfied with MGT 370, International Management, or MGT 470, International Study in Business (tied to a short-term study abroad trip). With approval from the Department of Entrepreneurship and Management, this can include international business-related course work transferred from other institutions, study abroad opportunities and emphasis-specific international courses.

² MoreIn4 students pursuing the Master of Business Administration degree will be required to complete 27 graduate hours. In this program, students would be waived from MGT 5512, Leading and Managing People, Teams and Organizations, and MKT 5504, Marketing Management in the M.B.A. Foundation based on completion of MGT 332 and MKT 324 in the Bachelor of Business Administration program. Additionally, one, three credit hour M.B.A. Elective is waived.

³ The Application, Integration, and Innovation requirement in the Master of Business Administration program can be satisfied by completion of one of the following courses:

- ENT 5508, Corporate Entrepreneurship and Innovation: Meeting the Management Challenge
- ENT 5550, Entrepreneurial Experience
- PUB-ADM 5582, Developing the Social Enterprise