

# MASTER OF BUSINESS ADMINISTRATION

## Student Learning Outcomes

Students graduating from this program will:

- 1. Critique business decisions using analytical tools and decision frameworks found in the major business disciplines.
- 2. Contextualize how a given business decision or problem affects an organization using systematic reasoning and critical thinking.
- 3. Assemble a diverse and inclusive team to solve a given business problem.
- 4. Conceptualize a complex business issue into a coherent written statement and/or oral presentation.
- 5. Interpret and evaluate quantitative information and synthesize that information with relevant non-quantitative information to arrive at a business decision.

## Admission Requirements

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>.

## Program Requirements

The Bloch School offers a Professional (part-time) master of business administration (PMBA (<https://bloch.umkc.edu/graduate/graduate-degrees/pmba/>)), and an executive master of business administration (E.M.B.A. (<https://bloch.umkc.edu/graduate/graduate-degrees/emba/>)).

### The Professional M.B.A. Curriculum

The PMBA degree is a 36 credit hour program. 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 21 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 12 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.
4. Students with substantial work experience or 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.
5. An M.B.A. program of study must include 36 credit hours with a minimum of 30 hours of that course work completed at UMKC. Transfer credit will be considered in accordance with the guidelines in the Master's Degrees Academic Regulations section of the catalog.
6. UMKC Students enrolled in an undergraduate bachelor's degree program at the School Science and Engineering who meet the PMBA admissions requirements (<https://bloch.umkc.edu/admissions/graduate-admissions.html>) may apply for entrance to the PMBA program at the beginning of their terminal year of their undergraduate program. Accepted students may waive MIS 5507 of the PMBA core, and may apply one three credit hour, in-major, 400-level SCE elective course with a grade of B or higher to the PMBA program for elective credit.
7. Students in the coordinated Pharm.D. can pursue the PMBA simultaneously. Admission to the M.B.A. program is a separate process. Because the UMKC M.B.A. can be completed online, Pharm.D. students at any one of the three campus locations (Kansas City, Columbia, Springfield) may apply to the UMKC M.B.A. program. Information is at <https://bloch.umkc.edu/graduate/cross-campus-partnerships/pharm.d.mba.html>.
8. Students in the DDS degree can pursue the PMBA simultaneously. Admission to the M.B.A. program is a separate process. Up to 6 hours of DDS Transitions coursework will be applied as elective in the M.B.A. degree program. Information is at <https://bloch.umkc.edu/graduate/cross-campus-partnerships/dds-mba.html>.
9. Students in the B.A./M.D. program can pursue the PMBA during a leave of absence after the completion of year four. Up to 6 hours of select School of Medicine coursework will be applied as elective in the M.B.A. degree program.

### The M.B.A. Foundation (21 credit hours)

The M.B.A. degree consists of a 21 credit hour set of foundation courses to provide a solid business base. Core courses include the following:

Code	Title	Credits
ACCTNG 5503	Financial Accounting for Decision Making	3
DSOM 5511	Global Supply Chain and Operations Management	3
FIN 5509	Financial Management	3
MGT 5512	Leading and Managing People, Teams and Organizations	3

MGT 5514	Strategic Management in the Globalized World	3
MIS 5507	Business Analytics and Statistics	3
MKT 5504	Marketing Management	3
<b>Total Credits</b>		<b>21</b>

### 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 from:		
ENT 5508	Corporate Entrepreneurship and Innovation: Meeting the Management Challenge	
ENT 5550	Entrepreneurial Experience	
PUB-ADM 5582	Developing the Social Enterprise	
<b>Total Credits</b>		<b>3</b>

### Electives (12 credit hours)

The M.B.A. program allows students the flexibility of selecting 12 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
<b>Accounting</b>		
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	
<b>Decision Science Operations Management</b>		
DSOM 5543	Project Management	
DSOM 5545	Strategic Sourcing & Supplier Relationship Management	
DSOM 5558	Data Visualization	
<b>Entrepreneurship and Innovation</b>		
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	
<b>Finance</b>		
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
<b>Health Administration</b>	
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
<b>Management</b>	
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
<b>Management Information Systems</b>	
MIS 5552	Data Base Management
MIS 5557	Data Management and Data Mining for Business Analytics
MIS 5559	Data Wrangling
<b>Marketing</b>	
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
<b>Public Administration</b>	
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
<b>Real Estate</b>	
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

## Combined J.D./M.B.A. Program

The Bloch School and UMKC School of Law offer the combined J.D. and M.B.A. program. Students must satisfy the admission and degree requirements for the J.D. program as well as for the PMBA. program. For further information, contact the School of Law or consult the Bloch School JD/MBA webpage (<https://bloch.umkc.edu/graduate/cross-campus-partnerships/j.d.mba.html>).

## Executive M.B.A. Program

### Student Learning Outcomes

Graduates of the Bloch School's E.M.B.A. program will gain the business knowledge skills needed to excel as executives, entrepreneurs, and leaders. The E.M.B.A. graduate will:

- Apply strategic frameworks to complex business issues and identify viable options and forward-looking strategies, through the integrated analysis of multiple functional perspectives such as marketing, product development/service delivery, finance, operations, and human capital.
- Generate creative solutions that address unmet needs and wants, evaluate the relative attractiveness of competing solutions, and organize to exploit opportunities in the marketplace.
- Assess and critique the impact and linkage of influences, issues, trends, and policies in local, national, and global business models.
- Determine the communication and interpersonal skills needed for effective collaboration and creative problem-solving in a variety of leadership roles.
- Articulate decisions and action plans that reflect comprehensive understanding of the human, political and cultural context as well as nuanced ways of building influence and support.

The Bloch Executive M.B.A. (E.M.B.A.) is a highly-selective degree program for experienced professionals. The program offers a comprehensive integrated curriculum, field experiences, and four residencies. It is distinguished by an emphasis on cohort-learning, teamwork, hands-on projects, leadership coaching and development, and learning activities that contribute substantial value to participants, employers, and the broader community.

Students are admitted each year to a new E.M.B.A. cohort through a special application process. Students begin coursework in mid-August, and program completion requires 21 months.

The program is composed of 15 semester-long, graduate-level courses including four week-long immersion residencies that are focused on leadership, innovation, public policy, and the global marketplace. A variety of teaching formats are employed, including case studies, group projects, simulations and role playing, fieldwork, interactive discussions, and renowned guest lecturers. Daylong classes meet on scheduled Saturdays two to three times per month. To ensure that all students are up to speed on academic and business basics, the program starts with required orientation and an introduction to key subject areas, such as finance, accounting, and statistics.

### Admissions Requirements

The E.M.B.A. is designed for experienced professionals who possess an undergraduate degree from an accredited university and work experience with growing responsibilities for managing people, projects, and/or budgets. Admissions decisions are based on a combination of a solid academic record, demonstrated professional achievement, and evidence of a strong commitment to learning and to career and professional development. Further information on the Bloch E.M.B.A. program is available at (816) 235-6856 or at the program's web site <https://bloch.umkc.edu/graduate/graduate-degrees/emba/index.html> (<https://bloch.umkc.edu/graduate/graduate-degrees/emba/>).