



WILMINGTON CAMPUS

Fall Term1			Fall Term2		
Course	Course Name	Cr	Course	Course Name	Cr
MBA-603	Accounting for Decision Making	3	MBA-600	Information and Technology Management	3
MBA-620	Operations Analysis Management	3	MBA-616	Applied Strategic Management	3
	Total Credits	6		Total Credits	6
Spring Term1			Spring Term2		
Course	Course Name	Cr	Course	Course Name	Cr
MBA-604	Financial Management	3	MBA-601		3
MBA-605	Organizational Leadership and Behavior	3	MBA-602	Marketing Management	3
	Total Credits	6		Total Credits	6
Summer Term 1					
Course	Course Name	Cr	Course	Course Name	Cr
+MBA-xxx	Elective	3			
+MBA-xxx	Elective	3			
	Total Credits	6		Total Credits	
			Total Credits: 30		

* A DSU MBA degree with a concentration requires nine (9) credit hours of elective courses from a specific area.

*Denotes a Core Requirement | +Denotes an elective

Total Core Credits = 24 | Total Elective Credits = 6

Candidacy Requirement: Course Completion | Capstone or Culminating Experience: Case Study Analysis (MBA 616)

COURSE DESCRIPTIONS

MBA-501. ACCOUNTING FOUNDATIONS

The purpose of this course is to introduce students to basics of accounting, the language of business. It will help students understand some common accounting terms, what goes into presenting financial information into financial statements and how managers analyze performance from inside the firm. The course takes a user's perspective and will help students understand how to use accounting information rather than how financial testaments are prepared. Credit, three hours.

MBA-502. ECONOMICS FOUNDATIONS

This is a general introductory course on the fundamentals of Microeconomic and Macroeconomic theories, market models, and principles and their application to national and international economics systems. Credit, three hours.

MBA-503. FINANCIAL FOUNDATIONS

The purpose of this course is to introduce students to corporate finance. Since finance is the cornerstone of the free enterprise system, a good understanding of finance foundations is necessary to become good managers. The course takes a manager's perspective and will help students understand how to use accounting and economic information to make sound financial decisions. Credit, three hours.

MBA-504. MIS FOUNDATIONS

The role of Information Systems (IS) in business and management is getting more important than before because of the growth of information systems, the internet, electronic commerce, and globalization. Thus students will learn what the information systems are, how they affect organizations and their employees, and how they can make business more competitive and efficient to make firms competitive.

Credit, three hours.

MBA-505. MARKETING FOUNDATIONS

This course is a general review course on the principles of marketing. This course addresses concepts and issues underlying the modern practice of marketing, including the following: the environmental forces affecting the marketing decision maker, organization, and planning of the market function; market segmentation; marketing mix; and other relevant topics. Credit, three hours.

MBA-506. QUANTITATIVE METHODS FOUNDATIONS

This is a general review course on the fundamentals of mathematical theories, concepts, and applications as they pertain to business. It facilitates students to learn a Value-Driven Approach which presents an overview of fundamentals of Operations Management, the challenges facing today's Operations Managers, the need for a change from a cost orientation to a focus on value, and the place of OM within the corporate and competitive world. It helps to understand values and attributes that are associated with value such as speed, quality, cost, and flexibility. Credit, three hours.

MBA-565. MBA SELECTED TOPICS

The MBA Selected Topics tests the student's strategic thinking and analytic skills. Students must receive prior approval by the MBA Director for the topic. The students will submit a final presentation discussing their analysis and recommendations of the company or real-world cases they have investigated. A Project Thesis is required. Credit, three hours.

MBA-600. INFORMATION AND TECHNOLOGY MANAGEMENT

The course introduces the students to the uses, trends, and applications of information technologies in organizations. The course also examines the managerial implication of the information technology and the alignment between business and information technology. The course will expose the students to computer hardware and software, database, telecommunications and network technology, Internet and World Wide Web, mobile computing, and other topics in information technology.

Prerequisites: MBA-504. Credit, three hours.

MBA-601. ECONOMICS FOR MANAGERIAL DECISION MAKING

The course examines the applied micro-economic theory of the firm. Economics concepts covered include demand analysis, production and cost analysis, linear programming applications, pricing policies, and government regulation of the firm. The course also provides an analysis of macro-economic factors influencing business activity and their implications for strategic management and business policy. Credit, three hours.

MBA-602. MARKETING MANAGEMENT

The course examines the strategic marketing planning process. Emphasis is placed on the development of product lines, sales promotion, and distribution strategies. Prerequisites: Common Body of Knowledge (CBK) requirements in Principles of Economics and Marketing. Credit, three hours.

MBA-604. FINANCIAL MANAGEMENT

The course addresses the principles of financial management. Topics covered include the following: capital acquisition; working capital management; capital budgeting; valuation theories; and dividend and long-term financial policies. Prerequisites: Common Body of Knowledge (CBK) requirements in Economics, Finance, and Accounting. Credit, three hours.

MBA-605. ORGANIZATIONAL LEADERSHIP AND BEHAVIOR

The course concentrates on the behavior of individuals in small, informal groups, and formal organizations. The course examines the following topics: leadership, in the context of group behavior, job satisfaction, supervision, planning, and conflict resolution. Prerequisites: Common Body of Knowledge (CBK) requirements in Management. Credit, three hours.

MBA-616. APPLIED STRATEGIC MANAGEMENT

The course is a study of policy formulation and implementation by middle- and senior-level management. The course integrates previous coursework in the other core courses. The capstone (integrated management course) is intended to apply theoretical concepts to a variety of organizational situations from a top-management perspective. The concepts and techniques of strategic management in organizations will be the focus of the course. Topics include developing a strategic vision, setting objectives, and crafting a strategy. Students will be expected to develop a competitive analysis portfolio; match strategy to an organization's situation; build resource capabilities, support systems, manage budget, align culture and strategy; and structure the organization to implement the organization's strategic vision in a dynamic global marketplace. Prerequisites: Completion of all other core course requirements. Credit, three hours.

MBA-617. FINANCIAL STATEMENT ANALYSIS

The course provides the fundamentals managers need to analyze financial statements in making non-routine decisions, as well as in discharging their day-to-day operating responsibilities. Accordingly, it addresses the following issues: 1.) basic accounting and applications in the context of financial statement analysis; 2.) analyses of financial position, results of operations, and cash flows; 3.) inter-corporate investments; 4.) financial statement data issues, including "other financial data" and information economics; and 5.) financial statement audit opinions. Prerequisites: MBA-603. Credit, three hours.

MBA-619. BUSINESS LAW AND ETHICS

The course provides the student with an introduction to the areas of law pertaining to business, and teaches the student to critically evaluate legal issues within a legal framework. In the course, we will examine the legal and ethical laws, rules, and standards of conduct, guidelines and systems of conflict resolution relating to business operations and administration. Relevant topics will include contracts, commercial law (sales, secured transactions, and creditors' remedies), forms of business entities (including limited liability companies and corporations), agency, employer-employee relationships, real property concepts, bankruptcy, and negligence, and strict liability concepts. Students will examine corporate governance and business ethics, with emphasis on case studies drawn from recent corporate scenarios. Credit, three hours.

MBA-620. OPERATIONS ANALYSIS AND MANAGEMENT

The course investigates the increasing use of the techniques of business support systems and work flow tools for the optimum performance of manufacturing and service organizations. Students will use analytical, quantitative, and qualitative techniques and workflow tools for resource allocations, facilities design and location, process design, planning, scheduling, and quality control. An emphasis will be placed on current technologies and their applications in various industries. Credit, three hours.

MBA-621. PROJECT RISK MANAGEMENT

The exciting, challenging course focuses on how the Project and Program risks are managed in real life and based on the Standards for PMI (Project Management Institutes') PMBOK methodology. The course focuses on identifying and assessing various risks and developing response plans. Prerequisites: MBA-622. Credit, three hours.

MBA-622. PROJECT MANAGEMENT METHODOLOGY

The exciting, challenging course focuses on how the Projects and Programs planned and executed in real life based on the Standards for PMI (Project Management Institutes') PMBOK methodology. The course focuses on the five (5) phases of the Project management and nine (9) knowledge areas of the Project management discipline. Prerequisites: MBA-605. Credit, three hours.

MBA-623. PROGRAM AND PORTFOLIO MANAGEMENT

The exciting, challenging course focuses on how Organizations manage multiple projects and allocate resources through Portfolio Management discipline. The course covers the strategy, tactics, and processes needed for successful project portfolio management. Prerequisites: MBA-622. Credit, three hours.

MBA-631. STRATEGIC INFORMATION SYSTEMS

The course examines the use of information technology to achieve competitive advantage, effective decision-making and efficient operations. The course will explore the usage of many kinds of information systems and technology in organizations and analyze their role, functions, and effects on competitive strategy and organizational operations. Prerequisites: MBA-600. Credit, three hours.

MBA-632. MANAGING ELECTRONIC COMMERCE

With an emphasis on managing electronic organizations, the course examines electronic commerce infrastructures, various types of electronic commerce, issues in designing and managing on-line business, electronic payments as receivables and payables, and Internet security issues. Additional topics such as database marketing will be discussed. Prerequisites: MBA-600. Credit, three hours.

MBA-633. TOPICS IN INFORMATION SYSTEMS

Information technology is continuously evolving as so is the usage of information systems in the ever- changing business environment. Managers need to adapt operations and processes to the latest trends in information systems and technology. The course will deal with various topics in many current information technologies that are emerging or adopted well in the industry for the competitive advantages. The course examines topics on latest information technology through professional articles, research papers, and/or case studies. Prerequisites: MBA-600. Credit, three hours.

MBA-641. INVESTMENTS AND PORTFOLIO MANAGEMENT

The course addresses principles in determining investment vehicles for individual and institutional investors. The course focuses on investment information sources, features of various securities instruments, as well as strategies and techniques for portfolio construction, management and protection. Prerequisites: MBA-604. Credit, three hours.

MBA-642. DERIVATIVE SECURITIES AND RISK MANAGEMENT

The course examines the fundamental issues in risk management by utilizing futures, options, swaps, and various other derivative securities. Other topics include hedging techniques, mergers and acquisitions, and financial engineering. Prerequisites: MBA-641. Credit, three hours.

MBA-643. DOMESTIC AND GLOBAL FINANCIAL MARKETS AND INSTITUTIONS

The course examines structures and functions of international and domestic financial markets such as stock, bond, mortgage, and money markets. The course also addresses financial management aspect of different financial institutions including banks, savings and loans association, investment companies, and pension funds. Theories of comparative advantage, foreign exchange markets, financial risk management, and funds transfer and investments will be discussed. Prerequisites: MBA-604. Credit, three hours.

MBA-645. ECONOMIC AND FINANCIAL ENVIRONMENT OF THE ORGANIZATION

The course examines the macroeconomic and financial environment within which the organization operates. The course focuses on identifying and assessing the macroeconomic and financial factors affecting the organization and on developing strategies to deal with changes in the macro environment. Prerequisites: MBA-604. Credit, three hours.

MBA-651. SUPPLY CHAIN MANAGEMENT

The course considers the components of modern-day distribution systems, with emphasis on facility location, transportation, warehousing, inventory control, and communication. Students will develop a conceptual understanding of issues relating to designing, planning, control, product design, information systems, inventory management, quality control, and warehousing. Prerequisites: MBA-600, MBA-602. Credit, three hours.

MBA-690. MBA CASE PROJECT

The MBA Case Project tests the student's strategic thinking and analytic skills. There are three (3) different approaches to the Case Project: 1) Students will be provided with the income statement and balance sheet, annual reports, and other pertinent information to make recommendations on a broad range of strategic issues facing a company. 2) Students will be provided with a portfolio and other pertinent information to make trades on investments and maximize their portfolios. 3) Students will be given a series of general management cases that cover a broad range of strategic issues facing companies. The students will submit a final presentation discussing their analysis and recommendations of the company or real-world cases they have investigated. A Project Thesis is required.

Credit, three hours.

MBA-699. SPECIAL TOPICS: MBA

The MBA Special Topics tests the student's strategic thinking and analytic skills. Students must receive prior approval by the MBA Director for the topic. The students will submit a final presentation discussing their analysis and recommendations of the company or real-world cases they have investigated.

A Project Thesis is required. Credit, three hours.

MBA-699A. SPECIAL TOPICS: MBA

The MBA Special Topics tests the student's strategic thinking and analytic skills. Students must receive prior approval by the MBA Director for the topic. The students will submit a final presentation discussing their analysis and recommendations of the company or real-world cases they have investigated. A Project Thesis is required.

Credit, three hours.

MBA-699B. SPECIAL TOPICS: MBA

The MBA Special Topics tests the student's strategic thinking and analytic skills. Students must receive prior approval by the MBA Director for the topic. The students will submit a final presentation discussing their analysis and recommendations of the company or real-world cases they have investigated.

A Project Thesis is required. Credit, three hours.