

MBA DEGREE

MBA Core Courses and Concentrations

The MBA program is 34 semester hours, which consists of a 25 semester hour core and 9 semester hours of electives (see MBA– Accounting Concentration for specific requirements for the MBA– Accounting Concentration AND see Joint Curriculum Two Degree Program with a Family and Community Services Concentration for specific requirements in this 45 semester hours program).

Only one concentration can be earned in 34 graduate hours. To earn an additional concentration, at least six additional credit hours must be taken in the second concentration before MBA degree is conferred.

MBA Core and Electives

Code	Title	Hours
Core		
MBA 600	Foundations of Business, Part 1	2
MBA 601	Foundations of Business, Part 2	2
MBA 603	MBA Essentials	1
AC 642	Accounting Information for Strategic Decision Making	2
CIS 622	Information Systems Design and Project Management	2
DA 662	Analytical Tools for Strategic Decision Making	2
EC 692	Strategic Microeconomic Analysis for Managers	2
EMB 612	Business Ethics and Responsibility in a Global Economy	2
EMB 682	Global Business	2
FI 632	Corporate Financial Strategy	2
MG 602	Leadership	2
MG 630	Strategic Management and Competitive Analysis	2
MK 672	Strategic Marketing Analysis	2
Electives		9
Select 9 hours from elective courses ¹		
Total Hours		34

¹ These courses may be selected to complete one of the concentrations below or other combinations of courses may be selected to meet the student's career objectives

Concentration Electives

- **Accounting** ¹ See **MBA Accounting Concentration** (<https://catalog.una.edu/previouscatalogs/2023-2024/graduate/business/mba-accounting-concentration/>)
- **Family and Community Services** See **Joint Curriculum Two Degrees Program-MBA and Family and Community Services** (<https://catalog.una.edu/previouscatalogs/2023-2024/graduate/arts-sciences/joint-curriculum-two-degree-ma/>)

Data Analytics

Code	Title	Hours
DA 675	Business Analytics	3
Choose 2 of the 3 options below:		6
CIS 645	Database Management Systems	

DA 676	Optimization	
DA 677	Regression and Time Series Analysis	
Total Hours		9

Finance ¹

Code	Title	Hours
FI 593	Advanced Financial Management	3
Select two from the following:		6
FI 631	Seminar in Finance	
FI 635	Security and Portfolio Analysis	
FI 698	Independent Study/Research	

Health Care Management ¹

Code	Title	Hours
MHA 621	Health Policy, Politics, and Analysis	2
MHA 625	Healthcare Finance	3
MHA 642	Quality and Process Improvement in Healthcare Operations	3
MHA 665	U.S. Health Care System	1

LyonsHR Human Resource Management ¹

Code	Title	Hours
MG 648	Human Resources Management	3
MG 658	Strategic HR Planning and Development	3
MG 668	Advanced Personnel Management	3

Information Systems ¹

Code	Title	Hours
Select three from the following:		9
CIS 615	Software Engineering for the Enterprise	
CIS 636	Information Systems Management	
CIS 644	Business Process Integration with ERP Systems	
CIS 660	Electronic Commerce	

Project Management ¹

Code	Title	Hours
MG 585	Project Management	3
MG 670	Leading High Performance Teams	3
MG 685	Applied Project Management	3

Sales and New Business Development ¹

Code	Title	Hours
MK 620	Sales Techniques for New Business Development	3
MK 625	Sales Management Strategies for New Business Development	3
Select one from the following:		3
MK 633	Category Management	
MK 643	Private and Government Contract Business	
MK 653	Purchasing, Logistics, and Supply Chain Mgt.	
MK 663	Key Account Management	

¹ No more than one 500-level course may be applied toward the MBA degree.