MBA for Executives Concentrations

Success in careers and in challenging environments requires both depth and breadth. These optional concentrations offer the opportunity to gain depth in **one** of three specific areas: finance, marketing, and strategy and leadership. *They will not be listed on your diploma but will be referenced on your transcript and can be listed on your resume.*

Finance – 14 credits

Required Courses (2 courses = 4 credits):

- MBA 734 Equity Valuation
- MBA 778 Corporate Financial Strategy

Highly recommended (1 course = 2 credits)

- MBA 733 Financial Statement Analysis (must complete MBA 734 first)

Elective courses (4-5 courses = 8-10 credits):

- MBA 789 Mergers and Acquisitions
- MBA 783 Derivatives
- MBA 781A Corporate Rivalry & Competitive Games
- MBA 792A Investments
- MBA 796 Global Financial Markets
- MBA 899 Topics in Business: Advanced Valuation
- MBA 779 Applied Investments Management
- MBA 852 General Real Estate
- MBA 853 Real Estate Finance (must complete MBA 852 before taking MBA 853)
- MBA 854 Real Estate Development (must complete MBA 852 and MBA 853 before taking MBA 854)

Marketing – 14 credits

Elective courses (7 courses = 14 credits):

- MBA 743 Customer Relationship Management
- MBA 828C Strategic Innovation
- MBA 826 Consulting
- MBA 747 Marketing Strategy
- MBA 753 Branding
- MBA 760 Pricing
- MBA 754 Innovation & Product Development
- MBA 847 Sales Management
- MBA 718 Global Supply Chain Management

Strategy and Leadership – 14 credits

Elective courses (7 courses = 14 credits):

- MBA 811 Strategy in High-Velocity Markets
- MBA 827 Strategic Modeling and Business Dynamics
- MBA 828C Strategic Innovation
- MBA 826 Consulting
- MBA 718 Global Supply Chain Management
- MBA 781A Corporate Rivalry & Competitive Games
- MBA 804J Communication for Developing Leaders
- MBA 822 Negotiations
- MBA 834 Leveraging Human Capital
- MBA 849 Values Driven Leadership
- MBA 861 Global Leadership
- MBA 842 New Ventures-Discovery