## Concentrations and Electives

### General Business – 3 courses

*Any MBA electives may count for the General Business concentration, including, but not limited to*

- BUAD 603: MBA Internship
- BUAD 611: Workforce Diversity Issues
- SHRM 600: Introduction to Human Resource

### Business Intelligence - 3 courses

- INFO 655: Business Intelligence
- INFO 674: Database Management
- INFO 680: Intro Data Mining for Managers

### Finance - 4 courses

- FINC 602: Investment Management
- FINC 621: Options & Futures Markets
- FINC 632: Multinational Financial Management
- FINC 640: Purchase, Sale, Valuation of Closely Held Firms
- FINC 645: Mergers & Acquisitions
- FINC 651: Money & Capital Markets
- FINC 663: Fixed Income & Debt Management
- FINC 675: Real Estate Finance
- FINC 684: Financial Modeling
- BUAD 694: Bond Portfolio Management

### Innovation/Change/Entrepreneurship - 3 courses

*Choose 1:*
- ENTR 605: Strategic Innovation
- MGMT 605: Corp Entrep & Innovation

*Choose 1:*
- MGMT 646: Change Management I
- MGMT 647: Change Management II

*Choose 1:*
- ENTR 611: New Venture Planning
- ENTR 668: Small Business Consulting

- BUAD 691: Global Strategic Thinking as Capstone

### Supply Chain Management - 3 courses

- MGMT 633: Global Supply Chain
- MGMT 635: Sourcing Strategy & Procurement
- MGMT 654: Project Management

### International Business - 3 courses

- ECON 627: International Economics (Required)

*Choose 2:*
- BUAD 640: Emerging Markets
- BUAD 640: Doing Business in Asia trip
- BUAD 680: Doing Business in Europe trip
- BUAD 684: Doing Business in S. America trip
- BUAD 688: Doing Business in Israel trip
- FINC 632: Multinational Finance
- MGMT 625: Multinational Management
- MKTG 626: Multinational Marketing
- MKTG 667: International Sales & Negotiations

### Marketing - 3 courses

- MKTG 602: Marketing Research (Required)

*Choose 2:*
- MKTG 621: Entrepreneurial Marketing
- MKTG 626: Multinational Marketing
- MKTG 629: Integrated Marketing Communications
- MKTG 630: Service Marketing
- MKTG 640: Consumer-Centric Category Management
- MKTG 662: Strategy & Tactics of B to B Pricing
- MKTG 667: International Sales & Negotiations
- MKTG 668: New Product Planning & Development
- MKTG 670: Ethical Issues in Marketing

### Pricing Strategy - 3 courses

- ECON 640: Empirical Analysis for Pricing Strategy
- ECON 650: Managing Pricing Strategy
- MKTG 662: Strategy and Tactics of B to B Pricing

### Values Based Leadership - 3 courses

- BLAW 609: Business Ethics Through Film
- BUAD 604: Spirituality and Leadership
- BUAD 681: Doing Business in Europe: International Ethics
- MGMT 616: Leadership & Ethics
- MGMT 621: Corporate Citizenship- Sustainability
- MKTG 670: Ethical Issues in Marketing
- BUAD 690: Corporate Governance required as Capstone
Master of Business Administration

Foundation Skills – 6 credit hours*
ACCT 500: Foundations of Financial Accounting
STAT 500: Business Statistics

Core – 27 credit hours
ACCT 550: Managerial Accounting
BLAW 550: Business Ethics and Law
BUAD 550: International Business
ECON 550: Managerial Economics
FINC 550: Fundamentals of Finance
INFO 550: Business Information Systems
MKTG 550: Marketing Strategy
MGMT 550: Strategy & Organizations
MGMT 551: Operational Analysis

Electives – 9 credit hours (see reverse for options) **

Capstone – 3 credit hours; Choose one of the following:
BUAD 690: Corporate Governance
BUAD 691: Global Strategic Thinking
BUAD 694: Bond Portfolio Management

*Prerequisites may be waived if the course was taken at the undergraduate level no more than 5 years from MBA admission and a grade of “B” or better was earned OR via waiver exam. If not, courses must be taken as part of the program.
**Students who choose to pursue an MBA concentration are subject to the requirements of the concentration. The finance concentration requires 12 hours of electives. Contact an MBA advisor with any questions or concerns.

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