

**MASTER OF BUSINESS ADMINISTRATION  
SUPPLY CHAIN MANAGEMENT CONCENTRATION**

**Curriculum Guide (NEW)**

Student Name: \_\_\_\_\_ Banner ID Number: \_\_\_\_\_  
 Email Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_

**Admission**

**Prerequisites:**  Bachelor's degree in: \_\_\_\_\_  3.00+ GPA: \_\_\_\_\_  
 Accredited institution: \_\_\_\_\_  Official Transcripts: \_\_\_\_\_  
 Recommendation Letters: \_\_\_\_\_  GRE or GMAT Score: \_\_\_\_\_  
 Resume: \_\_\_\_\_  Letter of Intent: \_\_\_\_\_  TOEFL/IELTS Score: \_\_\_\_\_

**Application Deadlines:**  **FALL** June 1 for domestic applicants; May 15 for international applicants  
 **SPRING** October 15 for domestic; October 1 for international  
 **SUMMER** April 1 (domestic applicants accepted only)

CORE MBA COURSES, 24 CR			
Grade	Course	Description	Credit
	MGMT 720	Management and Organizational Behavior	3
	ACCT 710	Managerial Accounting for Decision Making and Control	3
	FIN 750	Financial Management	3
	MGMT 727	Operations Management	3
	ECON 708	Managerial Economics (formerly ECON 608)	3
	MGMT 725	Business Analytics	3
	MKTG 716	Strategic Marketing	3
	MGMT 750	Corporate Strategy and Policy (Capstone course)	3
SUPPLY CHAIN MANAGEMENT CONCENTRATION COURSES, 12 CR			
Grade	Course	Description	Credit
	TSCM 701	Strategic Logistics Management	3
	TSCM 720	Global Supply Chain Design Management	3
	TSCM 725	Procurement Logistics and Supply Management	3
	TSCM 727	Supply Chain Systems Integration with SAP ERP	3

**Throughout their matriculation, MBA students are...**

- required to maintain a minimum grade point average of 3.00 to remain in good academic standing
- to be familiar with the policies and procedures outlined in the current Graduate School Catalog (available online)
- responsible to be aware of all deadlines and requirements outlined on each semester's academic calendar
- required to follow the prescribed plan of study to earn the degree and seek advising assistance prior to registration
- allowed only two attempts at any one course, including withdrawals; grades of C or better cannot be retaken
- accountable for all communication sent to their university email accounts and to maintain contact with their advisor
- subject to new curricula if continuous enrollment is not maintained through graduation (excluding summer sessions)

**To be cleared for graduation, MBA students must provide the following documentation to their department office:**

- Application for Graduation filed with the Graduate School before Week 4 of the graduating semester

## Required Courses

### **ACCT 710 – Managerial Accounting for Decision Making and Control**

This course focuses on the role of management accounting in planning, controlling, evaluating performance and decision-making. The course covers traditional and contemporary concepts and techniques of product and service costing, budgeting, and interpretation of internal reported information. Emphasis is also given to the application of concepts and decision tools for managerial decision-making. The course will use case studies and spreadsheet analysis for an integrative application of managerial accounting concepts.

### **FIN 750 – Financial Management**

This course provides an overview of three major areas of corporate finance: Investment (Capital Budgeting), Financing, and Pay-out Policies. Students will gain insight on utilizing relevant information (financial and non-financial) to make informed decisions that are vital to modern firms. Emphasis is geared toward gaining an in-depth understanding of the financial implications of managerial operational decisions.

### **ECON 708 – Managerial Economics**

This course will apply the tools and methods of microeconomics theory to specific management decision making in the private sector. Particular emphasis will be placed on pricing profit, maximization, capital budgeting and financial decisions in the long-run.

### **MGMT 720 – Management and Organizational Behavior**

This course covers both macro and micro theories of management and organizations. This will include the study of formal organizations as rational, organic, open systems; their behavior in response to an ever-changing, global and domestic environment; and the behavior of the employees employed by them. Organizational effectiveness, structural designs, leadership, motivation, globalization, and corporate politics and culture are studied through extensive reading, case studies, exploratory research, and seminar discussions.

### **MGMT 725 – Business Analytics**

This course will cover the basic descriptive, predictive, and prescriptive analytical techniques for decision making in all business functions. Topics covered will include constructing and analyzing data distributions, decision theory and analysis, statistical sampling and confidence estimation, business forecasting, linear and multiple regression models, linear and integer mathematical programming, and computer simulation. Students will utilize statistical and mathematical programming software throughout the course to solve complex managerial problems and interpret results.

### **MGMT 727 – Operations Management**

This course is designed to provide a solid foundation and deeper understanding of how the operations function contributes to ensuring effective and efficient flow of materials and information within and outside the organization. The course will take a broad managerial perspective emphasizing the strategic impact of the operational decisions and the interfaces between operations and the other functional areas of the organization. The course content will examine the operations function in both service and manufacturing contexts and investigate how it provides sustainable competitive advantage along the dimensions of cost, quality, delivery, flexibility and innovation.

### **MGMT 750 – Corporate Strategy and Policy**

This is an integrative (CAPSTONE) course designed to develop students' ability to think strategically about issues central to creating and sustaining a firm's competitive position. Because of the ever-changing and increasingly complex business environment, it emphasizes both the dynamics and global aspects of strategic management. Topics include the strategic role of the general manager, crafting corporate and business-level strategy, managing strategic change, strategy implementation, and control. Others are building a firm's capability to sustain competitive advantage, analyzing industry evolution, global rivalry and ethical reasoning that underlie strategic competitive decisions. Course objectives are accomplished through extensive case analysis from a variety of industries and managerial settings to give students opportunity to apply strategic management skills and tools.

### **MKTG 716 – Strategic Marketing**

This course provides a comprehensive view of strategic marketing decision-making. Students gain a deeper understanding of a customer orientation, competitor analysis, environmental scanning, and the role of marketing in an organization. Students are exposed to the marketing tools and processes used by managers including marketing research, data analytics, customer service and value analysis, brand equity and product management, integrated marketing communications, pricing strategies, salesforce effectiveness, and distribution strategies.

### **TSCM 701 – Demand Driven Supply Chain Management**

This course covers the management of all supply chain activities while addressing real-world concerns related to domestic and global demand driven supply chains. This comprehensive approach encompasses the processes associated with the production of goods and services and the movement of raw materials, inventory, and finished goods from the point of origin to the point of consumption. The course addresses supplier management, global operations and decision making, demand and inventory management, distribution and logistics, customer-relationship management, and performance measurement and analysis. The course also covers recent developments in supply chain improvement methodologies as well as brings together Lean tools and techniques required to eliminate supply chain and logistics issues. At the conclusion of the course, a student will have the necessary tools and metrics required to evaluate a current supply chain and recommend improvements to enhance efficiency and effectiveness.

### **TSCM 720 – Global Supply Chain Design Management**

This course is a comprehensive study of the concepts, processes, and models used in the design, development, analysis, and management of global supply chains. Specific topics include global procurement and sourcing demand forecasting, facilities location, sales and operations planning, transportation decisions, distribution planning, inventory management, and logistics systems design. This course teaches students to identify, analyze, and solve problems in global supply chain management. Software will be used extensively to model logistics and supply chain applications.

### **TSCM 725 – Procurement Logistics and Supply Management**

This course is the student of the cross-functional management framework that integrates all activities related to the acquisition and management of tangible and intangible resources for the organization. This includes strategic sourcing, customer-supplier relationship management, demand management and day-to-day purchasing. This course will include a practicum experiential learning component with the local chapter of the Institute for Supply Management (ISM) designed to increase the understanding of the impact of strategic sourcing and supply management on the competitive success and profitability of the firm. Every student will be required to join the ISM Professional organization (no cost for student

membership) and attend one meeting per month where they will engage with corporate executives on various purchasing and procurement topics.

### **TSCM 727 – Supply Chain Systems Integration with SAP ERP**

This course provides a comprehensive application of Enterprise Resource Planning (ERP) to the functions of Supply Chain Management. An ERP application software will be used for students to evaluate the benefits of ERP implementation and application to supply chain operational efficiency. A strategic alignment of Sales and Distribution (SD), Materials Management (MM), Production Planning (PP), Financial Accounting (FI) and Controlling (CO) is essential to supply chain operations. Students will study the major types of supply chain strategies and how to design and manage the most effective supply configurations and interrelationships to develop and maintain competitive advantage.

## **Recommended Electives**

### **BUED 760 – Business Communications**

This course expands on the application of organizational communication theory, technologies, and philosophies to develop business communication expertise. Emphasis will be placed on critical thinking, interpersonal, and group communication skills in the global business context.

### **MIS 719 – Enterprise Systems Analysis and Design**

This course takes a systematic approach to discuss the design of an enterprise information system for a business firm or inter-organizational supply chain. Enterprise analysis and design methodology is used to demonstrate the principles, models, and tools needed to design enterprise systems. Students will apply the enterprise system design methodology to perform business process analysis, design of information and functional requirements, and implementation of an actual enterprise resource planning project.

### **MIS 744 – Enterprise Data Management**

This course introduces the student to fundamentals of data base analysis, design, and implementation. Emphasis is on enterprise-wide business process analysis and the accompanying data base design and development. Topics covered include: conceptual design of data bases using the entity relationship model, relational design and normalization, and both SQL and PL/SQL. Data mining techniques will be used to discover knowledge, business patterns, and acquire business intelligence. Students will acquire hands-on experience with a current state-of-the art database management system development tool.

### **MGMT 785 – Practicum or Internship**

This course will provide the student an opportunity for experiential learning in management. Students working in an approved position that allows them to participate in activities which give them a comprehensive understanding about management will be allowed to structure their work experience as an internship, social entrepreneurship, not-for-profit international experience.