



MBA PROGRAM REQUIREMENTS

Fall 2017 – Summer 2018

All courses are 3 credits unless otherwise noted. This is a program guide only. Because programs and policies change from time to time, this guide does not constitute an actual or implied contract between the student and the University.

Last Name: First Name: Banner ID: Date:

I. Prerequisite Courses (0-18 Credits)

LRSP 201 Accounting for Managers or ACCT 101/102 or equivalent
ECON 201 and ECON 202 or equivalents
LRSP 308 Marketing and Management Modules or MGMT 301 AND MKTG 301 or equivalents
LRSP 316 Quantitative Methods and Statistics Modules or STAT 180 or equivalent
LRSP 344 Financial Management or FINC 301 or equivalent Prerequisite: LRSP 201 or equivalent

MBA Prerequisite Course Waiver Information

The prerequisite course component is designed to provide the essential business knowledge and skills required for successful completion of the MBA program.

Some or all of the prerequisite courses may be waived through a variety of means:

- ✓ Completion of comparable coursework from a regionally accredited college or university with a grade of C or higher.
- ✓ Successfully passing an examination addressing the course content. A prerequisite course may be challenged by exam only one time.
 - CLEP Exam **OR**
 - Faculty-developed exam, administered at discretion of business faculty.

It is the responsibility of the MBA applicant to demonstrate why/how a prerequisite course should be waived.

Prerequisite Completion Policies

All MBA students who earn a grade of C- or lower in an undergraduate prerequisite course completed at UMW must retake the course and earn a C or higher.

Students may complete a maximum of 9 credits in graduate-level courses (*including a maximum of 6 graduate transfer credits*) prior to completion of all required prerequisite courses. These courses include MMIS 500 and any graduate-level elective. All prerequisite rules apply.

Note: Students with provisional admission to the degree program do not have the option of completing graduate-level courses prior to the completion of all prerequisite coursework.

Students accepted into the MBA prior to Fall 2013 should contact the Office of Advising Services for details as to how to complete the program.

II. Core Courses (21 Credits)

Offered		
Spring	MBUS 502 Financial Management	Prerequisite: LRSP 344/FINC 301 or equivalent
Fall/Spring	MBUS 523 Marketing Strategy	Prerequisite: LRSP 308 or LRSP412 or MKTG 301 or equivalent
Fall/Spring	MBUS 525 Leadership and Organizational Behavior	Prerequisite: LRSP 308 or LRSP 311 or MGMT 301 or equivalent
Fall/Spring	MBUS 529/MBUS 549 Quantitative Business Modeling	Prerequisite: BPST/LRSP 316 or MATH 200
Fall	MBUS 559 Accounting for Decision Making and Control	Prerequisites: LRSP 201/ACCT 102 AND ECON 202 or equivalents
Fall/Spring	MBUS 595 Strategic Management	Prerequisite: Must be taken in final semester of the MBA Program
Fall/Spring	MMIS 500 Management Information System	Note: May be taken before prerequisites are completed

III. Professional Enhancement Elective Courses (9 Credits)

In addition to the prerequisite and core courses, all MBA students must complete 9 elective credits. Please note that elective offerings are based on demand and staff availability.

General MBA

Students in the general MBA program may select from any of the MBUS and MMIS courses listed below. Students are encouraged to select those courses they feel would be most beneficial to their careers.

MBA with Concentration(s)

Students enrolled in a concentration must choose 9 elective credits from the groupings below. If you are uncertain of your concentration or wish to officially declare a concentration, please consult with your academic advisor.

Note: A matriculated MBA student can obtain multiple concentrations. **NO** course is allowed to overlap concentrations. Completion of more than one MBA concentration does not result in the awarding of more than one degree. Students may not complete additional concentrations after graduation.

MBUS 516 Project Management	
MBUS 521 Human Resource Management and Development	
MBUS 524 Learning Organizations and Knowledge Management	
MBUS 526 Organizational Change & Transformation	
MBUS 532 Federal Procurement Policy and Practices	
MBUS 534 Pricing Contracts	[Prerequisite: BPST/LRSP 316 or MATH 200]
MBUS 535 Negotiation and Persuasion	
MBUS 537 Contracting for Managers	
MBUS 546 Risk Management for Project Managers	[Prerequisite: MBUS 516]
MBUS 548 Managerial Economics	[Prerequisite: LRSP 306 or ECON 201 AND 202 or equivalent]
MBUS 549 Quantitative Modeling and Supply Chain Management	[Prerequisite: BPST/LRSP 316 or MATH 200]
MBUS 550 Computer-Based Decision Support Systems	
MBUS 558/MMIS 558 Legal and Regulatory Environments of Technology Management and Emerging Technologies	
MBUS 570 Special Topics	[Prerequisite: Topic dependent]
MBUS 591 Directed Study (1-3 credits)	[Prerequisite: Permission of faculty advisor]
MMIS 505 Information Systems Analysis and Design	[Prerequisite: CPSC 110 or equivalent AND MMIS 500 or equivalent]
MMIS 515 Information Systems Project Management	[Prerequisite: CPSC 110 or equivalent AND MMIS 500 or equivalent]
MMIS 531 Managing & Leading the Information Technology Workforce	[Prerequisite: MMIS 500 or equivalent]
MMIS 532 Enterprise Information Systems	[Prerequisite: MMIS 500 or equivalent]
MMIS 533 Management of Information Technology Outsourcing	
MMIS 534 Business Database Systems	
MMIS 535 Strategic Management of Information Systems and Innovation	
MMIS 540 Computer Information Security	[Prerequisite: MMIS 500 or equivalent]
MMIS 541 Network Security & Cryptography	[Prerequisite: MMIS 540]
MMIS 542 Security Policy, Planning & Assurance	[Prerequisite: MMIS 540]
MMIS 543 Computer Forensics	[Prerequisite: MMIS 540 or equivalent]
MMIS 544 Ethical Hacking and Malware Analysis	
MMIS 554 Management Risk Analysis	
MMIS 555 Knowledge Management Systems	[Prerequisite: MMIS 500 or equivalent]
MMIS 558/MMBUS 558 Legal and Regulatory Environments of Technology Management and Emerging Technologies	
MMIS 559 Accounting for Decision Making and Control	
MMIS 570 Special Topics	[Prerequisite: MMIS 500 or equivalent]

The courses below are taken from the list of elective courses above and grouped according to **Concentration**:

Org. & Human Resource Management	Cyber Security	IT Systems Management	Project and Contract Management
MBUS 516	MMIS 540	MMIS 505	MBUS 516
MBUS 521	MMIS 541	MMIS 532	MBUS 537
MBUS 524	MMIS 542	MMIS 540	MBUS 546
MBUS 526	MMIS 543	MMIS 555	