

Program of Study

Master of Business Administration Commercial and Investment Real Estate Concentration Curriculum 2019-2020

Courses

Course	Title	Credits
MBA 605	Operations & Global Supply Chain	3 credits
MBA 615	Leadership	3 credits
MBA 620	Financial Management	3 credits
MBA 624	Managerial Economics	3 credits
MBA 631	Marketing Strategy	3 credits
MBA 650	Managerial Responsibility & the Law	3 credits
MBA 690	Global Strategy	3 credits
MBA 646	Value Management	3 credits
MBA 647	Real Estate Market Analysis	3 credits
MBA 648	Real Estate Seminar	3 credits
	Course Total	30 credits

Catalog Descriptions for Required Core Courses

MBA 605 Operations & Global Supply Chain Management. (3). This course provides students with concepts, techniques and tools to analyze, and improve core operational capabilities, and apply them to a broad range of industries. This focus is then expanded to include effective supply chain strategies for companies that operate globally, with an emphasis on how to plan and integrate supply chain components into a coordinated system.

MBA 615 Leadership. (3). This course focuses on the practice of managing organizations and their people with a focus on the practical application of leadership at the interpersonal and organizational level. Emphasis will be on preparing students for roles as organizational leaders. This course will examine leadership styles, leadership strategies, and the influence process for managing change in organizations.

MBA 620 Financial Management. (3). This course examines the major topics of corporate financial management including: financial reporting, the accounting cycle, budgeting, basic financial statement analysis, discounted cash flow valuation and capital budgeting techniques.

MBA 624 Managerial Economics (3). Students will be engaged in graduate-level microeconomic analysis, including pricing strategies, consumer theory, industry concentration, and profit-maximizing behavior.

MBA 631 Marketing Strategy. (3). Emphasizes analytical decision making within the functional areas of marketing giving the student an integrated view of marketing's role an organization.

MBA 650 Managerial Responsibility and the Law. (3). Understanding the nature and structure of the legal and ethical environment of society as it impacts management decision making the execution of business strategies.

MBA 690 Global Strategy. (3). (*Prerequisite MBA 620 and MBA 631*). Develops a multiple stakeholder approach to the organizational change efforts directed toward the implementation of strategic goals in the context of defined strategies. The course utilizes project-based and experiential approaches to engage critical reflection in the context of real and simulated environments.

Catalog Descriptions for Commercial and Investment Real Estate Concentration Courses

MBA 646 Value Management. (3). Covers real estate investment within the context of alternative investment. Analysis of REITs, syndications, and the broader competitive environment for capital yield and the underlying physical assets of these portfolios. Wealth and estate planning strategies involving real estate assets are covered, including land trusts, conservation easements, and natural capital monetization.

MBA 647 Real Estate Market Analysis. (3). Analysis of core real estate concepts, property market fundamentals, and the economic, legal, and financial institutions affecting real estate transactions and operations. Applications of shift-share analysis, hedonic price analysis, and other tools of urban and real estate market analysis.

MBA 648 Real Estate Seminar. (3). Series of guest lectures from industry professionals and faculty instruction focused on the core aspects of real estate investment from opportunity identification and acquisition to development and operation and the regulatory environment.

Course Planning Semester View (Tentative Schedule)

Full view of course section offerings by semester.

Fall	Spring	May/Summer
MBA 605 (DL)	MBA 605 (F2F, DL)	
MBA 615 (F2F, FL)	MBA 615 (DL)	
MBA 620 (F2F, DL)	MBA 620 (DL)	MBA 620 (DL)
MBA 631 (F2F, DL)	MBA 624 (F2F, DL)	MBA 624 (DL)
MBA 650 (F2F, DL)	MBA 631 (DL)	
MBA 646 (DL)	MBA 650 (DL)	
	MBA 690 (F2F, DL)	MBA 690 (study abroad May Or DL in Summer 2)
	MBA 647 (DL)	MBA 648

*legend: F2F = face to face; DL = distance learning/online

Sample Advising Plans**

Full-Time Student starting in Fall

Fall	Spring	May/Summer
MBA 615 (F2F, DL)	MBA 605 (F2F, DL)	MBA 648 (DL)
MBA 631 (F2F, DL)	MBA 620 (DL)	MBA 690 (DL)
MBA 650 (F2F, DL)	MBA 624 (F2F, DL)	
MBA 646 (DL)	MBA 647 (DL)	

Part-Time Student starting in Fall

(Year 1)

Fall	Spring	May/Summer
MBA 631 (F2F, DL)	MBA 605 (F2F, DL)	MBA 648 (DL)
MBA 646 (DL)	MBA 647 (DL)	MBA 624 (DL)

(Year 2)

Fall	Spring	May/Summer
MBA 615 (F2F, DL)	MBA 650 (DL)	
MBA 620 (F2F, DL)	MBA 690 (F2F, DL)*	

*students interested in study abroad can do 690 in the Maymester.

**Online student schedules can vary. Most required courses are also offered in DL format in major semesters. See course planning semester view.