MBA Elective Courses  
Summer 2021

MBUS 699.901 Behavior Issues in Managerial Accounting (2 cr.)
The course will go beyond the numbers in managerial accounting and examine behavioral issues in the field including job burnout, unethical behavior, quality concerns, budgetary slack, and poorly designed incentive systems.

INSTRUCTOR:  Dr. Dan Law  
DATES:  7/26 – 8/06  
DAY & TIME:  Online Asynchronously  
APPLICATIONS:  General elective

MBUS 672.01 Decision Making for Managers (1 cr.)
Decision making is critical for every successful manager. In this course, students will be introduced to various tools and techniques used for problem solving and decision making. Some of the topics to be discussed in this course include: decision making framework, mapping techniques, problems identification tools (such as root cause analysis and theory of constraints), and analytical tools (such as decision tree analysis, optimization techniques, sensitivity & scenario analysis). Being armed with these tools and techniques, current and future managers will be able to analyze a problem and determine the best course of action to resolve it.

INSTRUCTOR:  Dr. Mirjeta Beqiri  
DAY & TIME:  Friday (7/23) 1:00 pm - 5:00 pm, Saturday (7/24) 9:00 am - 5:00 pm  (HYBRID)  
APPLICATIONS:  General elective, Finance concentration, Project Management concentration (Block B)

MBUS 699.101 Entrepreneurial Finance (1 cr.)
This class begins with an overview of strategic planning, business plan development, and business system implementation for startups and small businesses. The course will then provide thorough explorations into liquidity management, capital planning, key performance indicator (KPI) metric dashboards, mergers, and business exit planning. Students will learn common weaknesses in small business financial management and methods to address these weaknesses.

INSTRUCTOR:  Professor Rob Stephens  
DATES:  6/28 – 8/06  
DAY & TIME:  Online Asynchronously  
APPLICATIONS:  General elective, Finance concentration
**MBUS 699.703 Ethics of Technology (1 cr.)**

This class leverages a framework to analyze the ethical implications arising from the ever-growing role of technology in the modern business environment. The course objective is to develop and reinforce the student’s ability to analyze and navigate complex ethical situations arising from the increased role of technology in business. Examples include: the Internet of Things (IoT), Smart devices (such as Alexa), the use of drones both by private individuals and governments, and the use of self-submitted genetic information (such as ancestry.com and 23andme).

**INSTRUCTOR:** Professor Evan Masters  
**DATES:** 5/17 – 6/25  
**DAY & TIME:** Online Asynchronously  
**APPLICATIONS:** General elective

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**MBUS 699.702 Financial Aspects of Sustainability (2 cr.)**

This course examines the causes and consequences of un-sustainable business practice as well as some of the ways that companies are finding to reduce their impact on the environment and communities. Since corporations are major contributors to our environmental challenges, they must also be part of the solution. The impact of stakeholders, including investors and consumers, and concerned citizens is examined as these groups help to determine what actions companies will take to address the challenges of sustainability. Special attention will be paid to financial aspects of sustainability, including accounting for sustainability, stranded asset investment risk, green bonds, social impact bonds, micro-lending, crowdfunding, SRI and ESG focused investment strategies.

At the end of the course participants will:

- Understand the common types of market failure including negative and positive externalities, the commons problem, inter-generational equity, and the perspectives of behavioral economics.
- Know the standard responses to market failures - regulation, Pigouvian taxes and subsidies, and cap and trade.
- Become familiar with the benefits of free markets and John Rawls’ veil of ignorance.
- Understand major models of sustainable systems, including –Cradle to Cradle, socially responsible investing, Bottom of the Pyramid, benefits corporations, and social entrepreneurship.
- Understand the impacts of climate change.
- Gain experience with calculating an organization’s carbon footprint.

**INSTRUCTOR:** Dr. Kent Hickman  
**DATES:** 5/17 – 6/25  
**DAY & TIME:** Online Asynchronously  
**APPLICATIONS:** General elective, Finance concentration
**MBUS 699 Forecasting (1 cr.)**

Understanding how to use and present data effectively is an important tool for managers. This course focuses primarily on using data currently available to forecast future trends such as forecasting demand, sales, employment trends, and economic indicators. Forecasting primarily involves the technique of multiple regressions analysis. Students will learn how to build regression models to analyze data and how to interpret the results. Case problems and data will provide practical experience. Completion of MBUS 613 prior to this course is highly recommended.

INSTRUCTOR: Dr. Mirjeta Beqiri  
DAY & TIME: Friday (7/09) 1:00 pm - 5:00 pm, Saturday (7/10) 9:00 am - 5:00 pm (HYBRID)  
APPLICATIONS: General elective and Finance concentration.

**MBUS 660 Investments (2 cr.)**

This course covers the fundamentals of security valuation and analysis, market efficiency, the scientific evidence surrounding investment strategies, and the relationship between risk and return. Trading mechanics, types of trades, and alternative investment vehicles will be discussed.

INSTRUCTOR: Dr. Danielle Xu  
DATES: 6/28 – 8/06  
DAY & TIME: Online Asynchronously  
APPLICATIONS: General elective, Finance concentration

**MBUS 699.701 Negotiations (1 cr.)**

This course focuses on the art and science of negotiation. Through lecture, discussion, and experiential learning, you can expect to understand the essential elements of successful negotiation. Preparation for negotiation by establishing the relationship, communication effectiveness and evaluating alternative options will be covered in depth. Individual and team negotiation techniques will be discussed through case study experiences.

INSTRUCTOR: Professor Greg Husted  
DATES: 5/17 – 6/25  
DAY & TIME: Online Synchronously (day/time TBA)  
APPLICATIONS: General elective, Project Management concentration (Block B)

**MBUS 699.704 Real Estate Application (1 cr.)**

A comprehensive guide to understanding property rights and legal descriptions, private restrictions of ownership, contracts and title closings, real estate leases and appraisals. An overview of property and asset management, residential, commercial and industrial land uses. Finally, understanding real estate market dynamics, risk return and time value of money, and analyzing income producing properties.
INSTRUCTOR: Professor Melissa Murphy
DAY & TIME: Friday (5/21) 1:00 pm - 5:00 pm, Saturday (5/22) 9:00 am - 5:00 pm (HYBRID)
APPLICATIONS: General elective, Finance concentration

**MBUS 641.701 Sports Economics (2 cr.)**

Explores the economic incentives present in professional and amateur sports. Specifically, the business of sports is examined including: revenue maximization, ticket pricing, league structure, stadium financing, advertising, labor relations/player pay, federal anti-trust exemptions, and Title IX.

INSTRUCTOR: Dr. Kevin Henrickson
DATES: 5/17 – 6/25
DAY & TIME: Online Asynchronously
APPLICATIONS: General elective

**MBUS 699.701 Global Leadership Issues (1 cr.)**

Current rapidly changing global business environment, managers need to be aware of emerging trends and issues and develop an understanding of how these changes may impact current practice. This course gives you the opportunity to examine one or a number of contemporary and emerging global issues relating to leadership and business. The course will enable you to consider the complexity of these issues, explore the available literature, and apply concepts to real-world scenarios.

INSTRUCTOR: TBD
DATES: 5/17 – 6/25
DAY & TIME: Online Asynchronously
APPLICATIONS: General elective, Project management concentration (Block B)

**Note: We are looking to add three more courses:**

Virtual Teams (1 credit) – Summer 1
Team Dynamics (2 credits) – Summer 1
Supply Chain Resilience (1 credit) – Summer 1