

BUSINESS ADMINISTRATION (M.B.A. PROGRAM)

Admission (M.B.A.)

Admission to any graduate program is contingent upon admission to the Graduate School (<http://bulletins.wayne.edu/graduate/general-information/admission/>). In addition, applicants to the M.B.A. program must comply with the following:

Admission to the Master of Business Administration program is limited to holders of baccalaureate degrees from regionally accredited institutions who demonstrate high promise of success in graduate business study. Several measures of probable success may be included in the evaluation of an applicant; criteria which may be considered are:

1. Performance on the Graduate Management Admission Test (GMAT); see below.
2. Undergraduate grade point averages and the trend of grades earned during undergraduate education.
3. Other indicators of promise of success in the graduate study of business, such as relevant employment and leadership experience.

Appeals to an admission denial may be made in writing to the Assistant Dean of Graduate Programs, Mike Ilitch School of Business. Guidelines for formal appeals are available in the Mike Ilitch School of Business Graduate Programs Office.

Graduate Management Admission Test (GMAT)

The GMAT must be taken prior to admission to graduate study. This test is a three-hour aptitude test designed to measure certain mental abilities and skills important in the study of management. The GMAT includes verbal, quantitative analytical writing and integrated reasoning sections administered by a computer.

The GMAT is offered on a continuous basis by appointment at computer-based testing centers throughout North America and at selected international sites. Candidates can schedule a testing appointment by calling 1-800-717-GMAT (4628). A list of test centers is provided in the GMAT Bulletin (<http://mba.com>) and on GMAT's website (<http://gmac.com>).

Most prospective graduate business students will take the GMAT for admissions, although the School of Business does offer GMAT/GRE waivers to highly qualified applicants. This is generally defined as those applicants who meet one of the following criteria:

1. Acceptable score on the Graduate Record Examinations (GRE), Law School Admission Test (LSAT) or Medical College Admission Test (MCAT) entrance exam.
2. GPA of 3.0 or higher from an AACSB-accredited business program (or GPA of 3.2 or higher from a regionally-accredited university in any major) OR at least three years of relevant professional experience that shows increased responsibility over that period.

Please contact the Graduate Programs Office for more information on GMAT waivers or equivalency requirements

Application

A completed Application for Graduate Admission (<http://wayne.edu/admissions/graduate/>), the application fee, and an official transcript from each college or university attended are required before a student can be considered for admission to graduate status.

Program Requirements

Candidates for the Master of Business Administration degree must complete thirty-six credits of core and elective/concentration course work with a minimum grade point average of 3.0. Additional foundation course work may be required prior to beginning these thirty-six credits.

Degrees are granted upon the recommendation of the faculty of the Mike Ilitch School of Business. All course work must be completed in accordance with the regulations of the Graduate School (<http://bulletins.wayne.edu/graduate/general-information/academic-regulations/>) and the Mike Ilitch School of Business (<http://bulletins.wayne.edu/graduate/school-business/academic-regulations/>) governing graduate scholarship and degrees.

M.B.A. students who hold a baccalaureate degree in a field other than accounting and who wish to qualify to sit for the C.P.A. examination in the State of Michigan should contact their advisor in the Graduate Programs Office (313-577-4511) as early as possible. While no formal M.B.A. curriculum is offered to meet the educational requirements of the Michigan State Board of Accountancy, an individualized Plan of Work can be developed. Generally, such a Plan of Work includes more than the minimum number of courses required for the M.B.A.

Online M.B.A. Program

The M.B.A. program is available in a fully online format. Students enrolled in a fully online major are limited to registering for courses listed in the Schedule of Classes with the Instructional Methods: Online — No Scheduled Meetings or Online — Scheduled Meetings. Students who are eligible to enroll in the online program will qualify for Michigan resident tuition rates, more details are available in the Academic Regulations (<http://bulletins.wayne.edu/graduate/general-information/academic-regulations/#online-programs>) section of the Graduate Bulletin.

Course Distribution Requirements (M.B.A.)

The master's degree program provides a fundamental background in business administration as well as opportunities for advanced specialization in particular areas. The program beyond the common body of knowledge is broad in nature and is directed at general competence for overall business management. There are three phases of course work required:

- foundation (p. 1)
- core (p. 2)
- electives (p. 2) or concentrations (p. 4)

Depending on the student's academic background, there may be no foundation courses or as many as four foundation courses required. All students must complete nine core courses. Students must also choose three elective courses which can be used as part of a general curriculum. Students in the M.B.A. program may select electives that apply toward the completion of one of the concentrations as listed on the Concentrations tab.

Foundation Requirements (M.B.A.)

The following foundation courses are open only to students who have been formally admitted to a graduate program at Wayne State University — undergraduate, post-baccalaureate, and non-matriculated students are not eligible. (Analogous courses offered at the undergraduate level may be taken to satisfy Foundation Requirements prior to graduate admission. However, once a student has been formally admitted to the M.B.A. program, NO graduate credit shall be allowed for subsequent registrations in undergraduate courses analogous to the Graduate

Foundation Requirements without approval of the Graduate Committee or its designee. Information regarding such courses is available in the Graduate Programs Office, 2771 Woodward Avenue, Suite 137.) A cumulative grade point average of 3.00 ('B') is required for foundation requirements and no individual grade below 2.0 ('C') is acceptable. **All foundation requirements must be completed before a student begins core and elective courses.**

Code	Title	Credits
ACC 6000	Introduction to Accounting and Financial Reporting	3
FIN 6005	Basics of Financial Management	3
MGT 6020	Contemporary Principles of Management	2
MKT 6015	Marketing Foundations	2

In general, a baccalaureate degree in Business Administration from a regionally accredited institution fulfills most foundation requirements. However, each applicant's background will be individually examined to determine if any foundation course work is needed. If courses proposed to satisfy the foundation requirements of the M.B.A. program are over six years old, the Graduate Committee may require the applicant to demonstrate proficiency in the subject matter either by interview with a faculty member, by taking an equivalent course, or by taking an equivalent course by examination.

Foundation Waivers: While all of the above foundation courses are required, students who have had equivalent course work in their undergraduate programs (except for FIN 6005, see below) with a cumulative g.p.a. of 3.00 ('B') or higher may be granted waivers of certain foundation courses at the time of their admission to the graduate program.

FIN 6005 Foundation Waiver Criteria:

1. Students who have earned a grade of 3.00 ('B') or higher in an undergraduate course that is compatible with FIN 6005 and the prior course was taken within the last three years from an AACSB accredited college or university. These students must also have quantitative GMAT/GRE scores higher than the 50th percentile.
2. Students who are Finance or Accounting majors from an AACSB accredited US or Canadian university, have obtained a g.p.a. of 3.00 or higher in the major, and have graduated in the last two years.
3. Students who are not Finance or Accounting major but have completed FIN 3290 or an equivalent course from an AACSB accredited US or Canadian university within the last 12 months and passed the course with a grade of 3.33 ('B+') or higher.
4. Students who do not meet any of these conditions may take and pass a waiver exam administered by the Department of Finance; however, they are strongly encouraged to take FIN 6005. FIN 6005 (Basics of Financial Management) is a prerequisite for FIN 7020.

Core Requirements (M.B.A.)

The following nine core courses are required of all students:

Code	Title	Credits
ACC 7000	Managerial Accounting	3
FIN 7020	Corporate Financial Management	3
GSC 7090	Global Operations and Supply Chain Management	3
MGT 7040	Managing Organizational Behavior	3
MGT 7070	Social Perspectives on the Business Enterprise	3
MGT 7080	Strategic Management	3
MKT 7050	Marketing Strategy	3

TIS 7030	Business Analytics	3
TIS 7060	Understanding Emerging Technologies	3

¹ BA 7080 is the capstone course and is to be taken in the final twelve credits of the graduate program and only after the completion of the other eight core courses. For those students with an undergraduate major in accounting, management or marketing, a more advanced course in a subject area (approved as part of the student's Plan of Work) must replace the pertinent core course noted above.

Elective Requirements (M.B.A.)

All elective courses must be at the 7000 level or higher and must be offered by the Mike Ilitch School of Business. The written approval of the Dean or his/her designee is required to take any course as an M.B.A. elective outside the Mike Ilitch School of Business. (Only students holding a bachelor's degree in business administration are eligible to take elective courses outside the Mike Ilitch School of Business.) Students may select any combination of elective courses from the following set of courses.

Accounting

Code	Title	Credits
ACC 7100	Financial Accounting for Decision Making	3
ACC 7115	Financial Statement Analysis	3
ACC 7120	Introduction to Taxation: Individuals	3
ACC 7122	Advanced Accounting I	3
ACC 7130	Intermediate Managerial Accounting	3
ACC 7145	Accounting Systems: Design and Controls	3
ACC 7148	ERP Systems and Business Integration	3
ACC 7155	Forensic Accounting	3
ACC 7165	Internal Audit I	3
ACC 7170	International Accounting	3
ACC 7180	Auditing	3
ACC 7188	Governmental and Not-for-Profit Accounting	3
ACC 7190	Advanced Auditing	3
ACC 7280	Accounting Data Analytics	3
ACC 7300	Accounting and Tax Research and Professional Communications	3
ACC 7310	Business and Professional Ethics for Managers and Accountants	3
ACC 7320	Introduction to Taxation: Business Entities	3
ACC 7325	Advanced Tax Research and IRS Procedures	3
ACC 7335	Taxation of Corporations and Shareholders	3
ACC 7340	Taxation of Pass-Through Entities	3
ACC 7400	Taxation of International Business and Multinational Transactions	3
ACC 7410	Tax Accounting Methods and Accounting for Income Taxes	3
ACC 7420	Taxation by State and Local Jurisdictions	3
ACC 7450	Taxes and Business Strategy	3
ACC 7998	Seminar in Tax and Accounting Policy	3
ACC 7990	Internship in Accounting or Tax Practice	1-3
ACC 7995	Directed Study in Accounting	1-3

Business Law

Code	Title	Credits
BLW 7220	Business Law II	3

Entrepreneurship and Innovation

Course List

Code	Title	Credits
EI 7000	Introduction to Entrepreneurship and Innovation	3
EI 7400	Management and Leadership for Entrepreneurs	3
EI 7600	Marketing New Ventures	3
EI 7800	Special Topics in Entrepreneurship and Innovation	3
EI 7850	Directed Study in Entrepreneurship and Innovation	3
EI 7900	Entrepreneurship and Innovation Capstone	3

Finance

Code	Title	Credits
FIN 7000	Applied Financial Analysis	3
FIN 7090	Money and Capital Markets	3
FIN 7200	Startup Financing and Profitability	3
FIN 7220	Advanced Managerial Finance	3
FIN 7229	Corporate Valuation: Techniques, Models and Strategic Applications	3
FIN 7230	Investment Policies	3
FIN 7270	Entrepreneurs' Ecosystem	3
FIN 7280	Entrepreneurial Finance and Venture Capital	3
FIN 7290	Topics in Finance	3
FIN 7340	Futures and Options	3
FIN 7870	International Finance	3
FIN 7890	Internship in Finance	3
FIN 7900	Mergers and Acquisitions	3
FIN 7990	Portfolio Management/Student Managed Investment Fund (SMIF)	3
FIN 7995	Directed Study	1-3

Global Supply Chain Management

Code	Title	Credits
GSC 7200	ERP Systems and Business Integration	3
GSC 7300	Manufacturing and Supply Chain Analytics	3
GSC 7260	Theory of Constraints: Breakthrough Solutions	3
GSC 7620	Global Logistics Management	3
GSC 7670	Special Topics in Supply Chain Management	3
GSC 7650	Strategic Procurement	3
GSC 7680	Manufacturing Planning and Control	3
GSC 7890	Internship in Global Supply Chain	3
GSC 7920	Supply Chain Process Analysis and Costing	3
GSC 7930	Customs Administration and High Tech Purchasing	3
GSC 7950	Auto Industry Supply Chain Management	3
GSC 7960	Lean Six Sigma	3
GSC 7980	Healthcare Supply Chain Management	3
GSC 7995	Directed Study in Global Supply Chain	1-3

Management

Code	Title	Credits
MGT 7620	Complex Organizations	3
MGT 7630	Organizational Change and Development	3
MGT 7640	Management of Human Resources	3
MGT 7650	Strategic Human Resource Management	3
MGT 7660	Entrepreneurial Management	3

MGT 7700	Leadership and Management of Innovation and Technology	3
MGT 7730	People Analytics	3
MGT 7750	Managing Employee Relations	3
MGT 7780	Workplace Negotiations	3
MGT 7815	Strategic Leadership	3
MGT 7816	Leading Self and Others	3
MGT 7850	Management through Constructive Persuasion	3
MGT 7895	Internship in Management	3
MGT 7900	Project Management	3
or TIS 7900	Project Management	
MGT 7950	Business and Sustainability	3
or MKT 7950	Business and Sustainability	
MGT 7995	Directed Study in Management	1-3
MGT 8000	Seminar in Management	3

Marketing

Code	Title	Credits
MKT 7150	Global Automotive Marketing Strategy	3
MKT 7430	Advertising Management	3
MKT 7450	Business Research and Methodology	3
MKT 7460	International Business	3
MKT 7470	Consumer and Industrial Buying Behavior	3
MKT 7500	International Marketing Strategy	3
MKT 7700	Management of Retail Enterprises	3
MKT 7860	Social Media and Digital Marketing Analytics	3
MKT 7870	Seminar in Marketing	3
MKT 7890	Internship in Marketing	3
MGT 7950	Business and Sustainability	3
or MKT 7950	Business and Sustainability	
MKT 7995	Directed Study in Marketing	1-3

Sport and Entertainment Management

Code	Title	Credits
SEM 7100	Sport & Entertainment Management	3
SEM 7110	Sport & Entertainment Marketing Communications	3
SEM 7120	Event Planning and Management	3
SEM 7130	Managerial Finance in Sport & Entertainment	3
SEM 7140	Sports & Entertainment Economics	3
SEM 7995	Directed Study in Sport and Entertainment Management	3
SEM 8000	Special Topics in Sport and Entertainment Management	3

Technology, Information Systems and Analytics

Code	Title	Credits
TIS 7290	Blockchain, Artificial Intelligence and CyberSecurity	3
TIS 7505	Information Analytics: Inbound Information Technology	3
TIS 7507	Application Development with Swift	3
TIS 7520	Information Systems Design	3
TIS 7530	Societal and Ethical Issues in the Information Age	3
TIS 7560	Survey of E-Commerce	3
TIS 7570	Advanced Business Analytics	3
TIS 7575	Corporate Computer Networks and IT Security	3

TIS 7680	Information Visualization for Business	3
TIS 7900	Project Management	3
TIS 7994	Digital Content Development	3
TIS 7996	Principles for Customer Relationship Management	3

Concentration Requirements (M.B.A.)

The purpose of the concentration is to provide depth in a specialization that will contribute to the student's attainment of his or her professional objectives. The Mike Ilitch School of Business currently offers eleven areas of concentration. The following are the areas of concentrations and the list of courses that must be completed to fulfill the concentration requirement.

Accounting Systems Concentration

Code	Title	Credits
Select three of the following:		9
ACC 7100	Financial Accounting for Decision Making	
ACC 7130	Intermediate Managerial Accounting	
ACC 7145	Accounting Systems: Design and Controls	
ACC 7148	ERP Systems and Business Integration	
ACC 7280	Accounting Data Analytics	
Total Credits		9

Digital / Business Analytics

Students must complete at least three courses from the following.

Code	Title	Credits
Principles		
TIS 7505	Information Analytics: Inbound Information Technology	3
TIS 8000	Seminar in Information Systems and Management	3
Insight Generation		
TIS 7510	Database Management	3
TIS 7570	Advanced Business Analytics	3
TIS 7680	Information Visualization for Business	3
Delivery (Web/Mobile)		
TIS 7507	Application Development with Swift	3
TIS 7994	Digital Content Development	3

Entrepreneurship and Innovation Concentration

Code	Title	Credits
EI 7000	Introduction to Entrepreneurship and Innovation	3
EI 7900	Entrepreneurship and Innovation Capstone	3
Select one of the following:		6
EI 7400	Management and Leadership for Entrepreneurs	
EI 7600	Marketing New Ventures	
EI 7800	Special Topics in Entrepreneurship and Innovation	
FIN 7200	Startup Financing and Profitability	
FIN 7270	Entrepreneurs' Ecosystem	
FIN 7280	Entrepreneurial Finance and Venture Capital	
MGT 7660	Entrepreneurial Management	
MGT 7700	Leadership and Management of Innovation and Technology	
MGT/MKT 7950	Business and Sustainability	
MKT 7860	Social Media and Digital Marketing Analytics	

TIS 7505	Information Analytics: Inbound Information Technology	
TIS 7560	Survey of E-Commerce	
TIS 7994	Digital Content Development	
TIS 7996	Principles for Customer Relationship Management	
Total Credits		12

Financial Accounting Concentration

Code	Title	Credits
ACC 7100	Financial Accounting for Decision Making	3
Select at least two of the following:		6
ACC 7115	Financial Statement Analysis	
ACC 7122	Advanced Accounting I	
ACC 7145	Accounting Systems: Design and Controls	
ACC 7155	Forensic Accounting	
ACC 7170	International Accounting	
ACC 7180	Auditing	
ACC 7188	Governmental and Not-for-Profit Accounting	
ACC 7190	Advanced Auditing	
Total Credits		9

Finance Concentration

Code	Title	Credits
FIN 7230	Investment Policies	3
Select at least two of the following:		6
FIN 7000	Applied Financial Analysis	
FIN 7220	Advanced Managerial Finance	
FIN 7229	Corporate Valuation: Techniques, Models and Strategic Applications	
FIN 7270	Entrepreneurs' Ecosystem	
FIN 7280	Entrepreneurial Finance and Venture Capital	
FIN 7290	Topics in Finance	
FIN 7340	Futures and Options	
FIN 7090	Money and Capital Markets	
FIN 7870	International Finance	
FIN 7900	Mergers and Acquisitions	
FIN 7990	Portfolio Management/Student Managed Investment Fund (SMIF)	
Total Credits		9

Global Supply Chain Management Concentration

Code	Title	Credits
Required Supply Chain Management Courses:		6
GSC 7620	Global Logistics Management	
GSC 7650	Strategic Procurement	
Select one of the following:		3
GSC 7100	Study Abroad	
GSC 7200	ERP Systems and Business Integration	
GSC 7300	Manufacturing and Supply Chain Analytics	
GSC 7670	Special Topics in Supply Chain Management	
GSC 7680	Manufacturing Planning and Control	
GSC 7920	Supply Chain Process Analysis and Costing	
GSC 7930	Customs Administration and High Tech Purchasing	
GSC 7950	Auto Industry Supply Chain Management	
GSC 7960	Lean Six Sigma	

GSC 7980	Healthcare Supply Chain Management
MKT 7950	Business and Sustainability or MGT 7950 Business and Sustainability

Total Credits 9

Healthcare Supply Chain

Code	Title	Credits
Required Health Chain Supply Management Courses		6
GSC 7960	Lean Six Sigma	
GSC 7980	Healthcare Supply Chain Management	
Please select one of the following Healthcare Supply Chain Management Elective Courses:		3
GSC 7100	Study Abroad	
GSC 7200	ERP Systems and Business Integration	
GSC 7300	Manufacturing and Supply Chain Analytics	
GSC 7620	Global Logistics Management	
GSC 7650	Strategic Procurement	
GSC 7670	Special Topics in Supply Chain Management	
GSC 7920	Supply Chain Process Analysis and Costing	
GSC 7930	Customs Administration and High Tech Purchasing	
GSC 7960	Lean Six Sigma	
GSC 7980	Healthcare Supply Chain Management	

Total Credits 9

Human Resources Management Concentration

Code	Title	Credits
MGT 7640	Management of Human Resources	3
Select two of the following (ELR are Employment and Labor Relations courses):		6
ELR 7010	Health Care, Retirement, and Employee Benefit Plans	
ELR 7450	Employment Relations Law in North America	
MGT 7650	Strategic Human Resource Management	
MGT 7730	People Analytics	
MGT 7750	Managing Employee Relations	
MGT 7780	Workplace Negotiations	

Total Credits 9

International Business Concentration

Code	Title	Credits
MKT 7460	International Business	3
MKT 7500	International Marketing Strategy	3
Select one of the following:		3
GSC 7620	Global Logistics Management	
FIN 7870	International Finance	
MKT 7950	Business and Sustainability or MGT 7950 Business and Sustainability	

Total Credits 9

Management Concentration

Code	Title	Credits
Select at least three of the following:		9
MGT 7620	Complex Organizations	
MGT 7630	Organizational Change and Development	
MGT 7640	Management of Human Resources	

MGT 7660	Entrepreneurial Management or EI 7000 Introduction to Entrepreneurship and Innovation
MGT 7730	People Analytics
MGT 7780	Workplace Negotiations
MGT 7815	Strategic Leadership
MGT 7816	Leading Self and Others
MGT 7850	Management through Constructive Persuasion
MGT/TIS 7900	Project Management
MGT/MKT 7950	Business and Sustainability
MGT 8000	Seminar in Management

Total Credits 9

Marketing Concentration

Code	Title	Credits
MKT 7450	Business Research and Methodology	3
MKT 7470	Consumer and Industrial Buying Behavior	3
Select one of the following:		3
EI 7600	Marketing New Ventures	
MKT 7150	Global Automotive Marketing Strategy	
MKT 7430	Advertising Management	
MKT 7460	International Business	
MKT 7500	International Marketing Strategy	
MKT 7700	Management of Retail Enterprises	
MKT 7860	Social Media and Digital Marketing Analytics	
MKT 7950	Business and Sustainability	

Total Credits 9

Sport and Entertainment Management

Code	Title	Credits
SEM 7100	Sport & Entertainment Management	3
Select at least two of the following:		6
SEM 7110	Sport & Entertainment Marketing Communications	
SEM 7120	Event Planning and Management	
SEM 7130	Managerial Finance in Sport & Entertainment	
SEM 7140	Sports & Entertainment Economics	
SEM 7995	Directed Study in Sport and Entertainment Management	
SEM 8000	Special Topics in Sport and Entertainment Management	

Total Credits 9

Technology, Information Systems and Analysis Concentration

Code	Title	Credits
Select at least three of the following:		9
ACC 7148	ERP Systems and Business Integration	
TIS/ACC 7290	Blockchain, Artificial Intelligence and CyberSecurity	
TIS 7510	Database Management	
TIS 7520	Information Systems Design	
TIS 7530	Societal and Ethical Issues in the Information Age	
TIS 7560	Survey of E-Commerce	
TIS 7570	Advanced Business Analytics	
TIS 7575	Corporate Computer Networks and IT Security	
TIS/MGT 7900	Project Management	

TIS 7996	Principles for Customer Relationship Management	
TIS 8000	Seminar in Information Systems and Management	
Total Credits		9