



Full-time MBA: Corp. Finance Concentration

FIRST YEAR: FALL *Up to 16.5 hrs.*

8W1 Modules - 7.5 hrs.

- ACCT 60010 Financial Reporting (1.5 hrs.)
- BUSI 66100 Career Management & Professional Development (1.5 hrs.)
- FINA 60010 Financial Management I (1.5 hrs.)
- INSC 60010 Statistical Models (1.5 hrs.)
- MANA 60330 Engaging People (1.5 hrs.)

8W2 Modules - 7.5 hrs.

- BUSI 60050 Global Business (1.5 hrs.)
- *FINA 70010 Financial Management II (1.5 hrs.)**
- INSC 60600 Supply Chain Concepts (1.5 hrs.)
- *INSC 60050 Business Analytics (1.5 hrs.)
- MARK 60010 Marketing Management (1.5 hrs.)

One Week Intensive – 1.5 hrs.

- **BUSI 60070 Business Simulation (1.5 hrs.)

FIRST YEAR: SPRING *Up to 17.5 hrs.*

8W1 Modules up to 10.5 hrs.

- FINA 60020 Managerial Economics (1.5 hrs.)
- *INSC 70430 Supply Chain Operation Management (1.5 hrs.)
- INSC 60020 Managing Operations & Processes (1.5 hrs.)
- *MARK 70120 Customer Insights (1.5 hrs.) or
- MARK 70770 Marketing Research (1.5 hrs.)

FINA 70520 Risk Management and Financial Eng (1.5 hrs.) & Neeley & Assoc. recommended MANA 70773 (3 hrs.) REG 16 WEEKS

8W2 Modules up to 7.5 hrs.

- ACCT 60020 Managerial Accounting (1.5 hrs.)
- MANA 60340 Leading Teams and Organizations (1.5 hrs.)
- FINA 70420 Options and Futures Markets (1.5 hrs.) + MBA Electives (3 hrs.)**
- **ACCT 70013 Advanced Financial Reporting (3 hrs.) REG 16 WEEKS**

SECOND YEAR: FALL *Up to 10.5 hrs.*

8W1 Modules up to 4.5 hrs.

- MANA 60630 Strategic Management (1.5 hrs.)
- MANA 60460 Business Ethics (1.5 hrs.)
- FINA 70513 Security Analysis (3 hrs.) REG 16 WEEKS**
- **ACCT 70153 Financial Statement Analysis (3 hrs.) REG 16 WEEKS**

8W2 Modules up to 6 hrs.

- ENTR 60230 Legal Environment of Business (1.5 hrs.)

SECOND YEAR: SPRING *Up to 9.5 hrs.*

MUST ENROLL IN 8W1 AND 8W2 TO MAINTAIN STUDENT STATUS.

- FINA 70523 Financial Modeling (3 hrs.) REG 16 WEEKS + MBA ELECTIVES (3 hrs.)**
- FINA 70543 Advanced Financial Management (3 hrs.) REG 16 WEEKS**

Core Classes	24 hours
Electives Classes	30 hours
	<u>54 hours</u>

Corp. Finance Concentration Requirement: 19.5 hrs.

See next page for More Information

**ACCT 70013 must be taken prior to or concurrently with ACCT 70153 unless the student has an accounting undergraduate degree or has taken an extensive number of accounting courses.

Optional courses toward 19.5 hrs. in concentration

***Recommend for certain Concentrations.**
****Business Simulation is a 1-week intensive course required at the end of the first semester.**

Note: Full time MBA student are limited to 3 credit hours of Compressed electives during Winter or May Terms



Neeley School of Business

FTMBA Curriculum

<u>Core Classes</u>	24 hours
<u>Electives Classes</u>	30 hours
	<u>54 hours</u>

CORPORATE FINANCE

Goal: To provide students with a firm understanding of the financial techniques that should be employed when evaluating potential corporate projects.

Complete 19.5 credits as specified below:

		<u>Credit Hrs.</u>	<u>Semester Offered</u>	<u>Term Expected</u>
Year 1				
FINA 70010	Financial Management II	1.5	Fall	8W2
ACCT 70013*	Advanced Financial Reporting	3	Spring	REG
FINA 70420	Options and Futures Markets	1.5	Spring	8W1
FINA 70520	Risk Management and Financial Eng	1.5	Spring	8W2
Year 2				
FINA 70513	Security Analysis	3	Fall	REG
FINA 70523	Financial Modeling	3	Fall	REG
ACCT 70153	Financial Statement Analysis	3	Spring	REG
FINA 75543	Advanced Financial Management	3	Spring	REG

*ACCT 70013 must be taken prior to ACCT 70153 unless the student has an accounting undergraduate degree or has taken an extensive number of accounting courses. If the student does not take ACCT 70013, then ACCT 70153 could be taken in the Spring Semester of Year 1 rather than in the Spring Semester of Year 2.

AND 10.5 additional credits from any MBA or MAc elective (13.5 additional credits if the student does not take ACCT 70013)

Total elective credits = 30



Full-time MBA: Investments Concentration

FIRST YEAR: FALL *Up to 16.5 hrs.*

8W1 Modules - 7.5 hrs.

- ACCT 60010 Financial Reporting (1.5 hrs.)
- BUSI 66100 Career Management & Professional Development (1.5 hrs.)
- FINA 60010 Financial Management I (1.5 hrs.)
- INSC 60010 Statistical Models (1.5 hrs.)
- MANA 60330 Engaging People (1.5 hrs.)

8W2 Modules - 7.5 hrs.

- BUSI 60050 Global Business (1.5 hrs.)

***FINA 70010 Financial Management II (1.5 hrs.)**

- INSC 60600 Supply Chain Concepts (1.5 hrs.)
- *INSC 60050 Business Analytics (1.5 hrs.)
- MARK 60010 Marketing Management (1.5 hrs.)

One Week Intensive – 1.5 hrs.

- **BUSI 60070 Business Simulation (1.5 hrs.)

FIRST YEAR: SPRING *Up to 17.5 hrs.*

8W1 Modules up to 10.5 hrs.

- FINA 60020 Managerial Economics (1.5 hrs.)
- *INSC 70430 Supply Chain Operation Management (1.5 hrs.)
- INSC 60020 Managing Operations & Processes (1.5 hrs.)
- *MARK 70120 Customer Insights (1.5 hrs.) or MARK 70770 Marketing Research (1.5 hrs.)

FINA 70520 Risk Management and Financial Eng (1.5 hrs.) & Neeley & Assoc. recommended MANA 70773 (3 hrs.) REG 16 WEEKS

8W2 Modules up to 7.5 hrs.

- ACCT 60020 Managerial Accounting (1.5 hrs.)
- MANA 60340 Leading Teams and Organizations (1.5 hrs.)

FINA 70420 Options and Futures Markets (1.5 hrs.) + MBA Electives (3 hrs.)

****ACCT 70013 Advanced Financial Reporting (3 hrs.) REG 16 WEEKS**

SECOND YEAR: FALL *Up to 10.5 hrs.*

8W1 Modules up to 4.5 hrs.

- MANA 60630 Strategic Management (1.5 hrs.)
- MANA 60460 Business Ethics (1.5 hrs.)

FINA 70183 Educational Investment Fund I (3 hrs.) REG 16 WEEKS

FINA 70513 Security Analysis (3 hrs.) REG 16 WEEKS

****ACCT 70153 Financial Statement Analysis (3 hrs.) REG 16 WEEKS**

8W2 Modules up to 6 hrs.

- ENTR 60230 Legal Environment of Business (1.5 hrs.)

SECOND YEAR: SPRING *Up to 9.5 hrs.*

MUST ENROLL IN 8W1 AND 8W2 TO MAINTAIN STUDENT STATUS.

FINA 70523 Financial Modeling (3 hrs.) REG 16 WEEKS + MBA ELECTIVES (3 hrs.)

FINA 70543 Advanced Financial Management (3 hrs.) REG 16 WEEKS

Core Classes	24 hours
Electives Classes	30 hours
	<u>54 hours</u>

Investments Concentration Requirement: 22.5 hrs.

See next page for More Information

****ACCT 70013 must be taken prior to or concurrently with ACCT 70153 unless the student has an accounting undergraduate degree**

Optional courses toward 22.5 hrs. in concentration

***Recommend for certain Concentrations.**

****Business Simulation is a 1-week intensive course required at the end of the first semester.**

Note: Full time MBA student are limited to 3 credit hours of Compressed electives during Winter or May Terms



Neeley School of Business

FTMBA Curriculum

<u>Core Classes</u>	24 hours
<u>Electives Classes</u>	30 hours
	<u>54 hours</u>

INVESTMENTS

Goal: To provide students with a firm understanding of risk, return, and related valuation concepts.

Complete 25.5 credits as specified below:

		<u>Credit Hrs.</u>	<u>Semester Offered</u>	<u>Term Expected</u>
Year 1				
FINA 70010	Financial Management II	1.5	Fall	8W2
FINA 70583	Topics in Applied Financial Analysis I	3	Spring	REG
FINA 70420	Options and Futures Markets	1.5	Spring	8W1
FINA 70520	Risk Management and Financial Eng	1.5	Spring	8W2
Year 2				
FINA 70513	Security Analysis	3	Fall	REG
FINA 70183*	Educational Investment Fund I	3	Fall	REG
FINA 70523	Financial Modeling	3	Fall	REG
ACCT 70013**	Advanced Financial Reporting	3	Spring	REG
ACCT 70153	Financial Statement Analysis	3	Spring	REG

AND complete 6 credits from the following (if not already taken):

		<u>Credit Hrs.</u>	<u>Semester Offered</u>	<u>Term Expected</u>
FINA 70193	Educational Investment Fund II	3	Spring	REG
FINA 70470	Real Estate Finance & Investment I	1.5	Fall	8W1
FINA 70570	Real Estate Finance & Investment II	1.5	Fall	8W2
FINA 70543	Advanced Financial Management	3		REG
FINA 70593	Topics in Applied Financial Analysis II	3	Spring	REG
FINA 70523	Financial Modeling	3	Spring	REG

*Enrollment in the Educational Investment Fund (EIF) is a two-semester commitment. Both FINA 70183 and FINA 70193 **must be** taken in successive semesters to receive credit for the EIF.

**ACCT 70013 must be taken prior to or concurrently with ACCT 70153 unless the student has an accounting undergraduate degree or has taken an extensive number of accounting courses.

AND 4.5 additional credits from any MBA or MAc elective
(7.5 additional credits if the student does not take ACCT 70013)

Total elective credits = 30



Full-Time MBA: Brand Management Concentration

FIRST YEAR: FALL *Up to 16.5 hrs.*

8W1 Modules - 7.5 hrs.

- ACCT 60010 Financial Reporting (1.5 hrs.)
- BUSI 66100 Career Management & Professional Development (1.5 hrs.)
- FINA 60010 Financial Management I (1.5 hrs.)
- INSC 60010 Statistical Models (1.5 hrs.)
- MANA 60330 Engaging People (1.5 hrs.)

8W2 Modules - 7.5 hrs.

- BUSI 60050 Global Business (1.5 hrs.)
- *FINA 70010 Financial Management II (1.5 hrs.)
- INSC 60600 Supply Chain Concepts (1.5 hrs.)
- *INSC 60050 Business Analytics (1.5 hrs.)
- MARK 60010 Marketing Management (1.5 hrs.)

One Week Intensive - 1.5 hrs.

- **BUSI 60070 Business Simulation (1.5 hrs.)

FIRST YEAR: SPRING *Up to 17.5 hrs.*

8W1 Modules Up to 10.5 hrs.

- FINA 60020 Managerial Economics (1.5 hrs.)
- *INSC 70430 Supply Chain Operation Management (1.5 hrs.)
- INSC 60020 Managing Operations & Processes (1.5 hrs.)

MARK 70110 Marketing Analytics (1.5 hrs.)

Neeley & Assoc. recommended MANA 70773 (3 hrs.) REG 16 WEEKS

8W2 Modules Up to 7.5 hrs.

- ACCT 60020 Managerial Accounting (1.5 hrs.)
- MANA 60340 Leading Teams and Organizations (1.5 hrs.)

MARK 70120 Customer Insights (1.5 hrs.)

SECOND YEAR: FALL *Up to 10.5 hrs.*

8W1 Modules Up to 4.5 hrs.

- MANA 60630 Strategic Management (1.5 hrs.)
- MANA 60460 Business Ethics (1.5 hrs.)

MARK 70720 New Product Development (1.5 hrs.)

MARK 70770 Marketing Research (1.5 hrs.)

8W2 Modules Up to 6 hrs.

- ENTR 60230 Legal Environment of Business (1.5 hrs.)

MARK 70730 Brand Management (1.5 hrs.)

MARK ELECTIVE (1.5 hrs.)

SECOND YEAR: SPRING *Up to 9.5 hrs.*

MUST ENROLL IN 8W1 AND 8W2 TO MAINTAIN STUDENT STATUS.

MARK 70200 Customer Relationship Management (1.5 hrs.) 8W1

MARK 70210 Analytics for Innovation (1.5 hrs.) 8W2

Core Classes 24 hours

Electives Classes 30 hours

54 hours

Brand Marketing Concentration Requirement: 12 hrs. See next page for More Information

Optional course toward 12 hrs. in concentration

***Recommend for certain Concentrations.**

****Business Simulation is a 1-week intensive course required at the end of the first semester.**

Note: Full time MBA student are limited to 3 credit hours of Compressed electives during Winter or May Terms



Neeley School
of Business

FTMBA Curriculum

Core Classes **24 hour**

Electives Classes **30 hour**

54 hour

BRAND MANAGEMENT

Goal: To prepare students for the responsibilities of managing a product or brand, with a special emphasis on brand management for a consumer packaged-goods company. The Brand Management concentration consists of 12 credits; overall, the student should complete 30 hrs. of electives.

Complete 10.5 credits as specified below:

		Credit Hrs.	Semester Offered	Term Expected
Year 1				
MARK 70010	Marketing Issues and Problems	1.5	Fall	8W2
MARK 70110	Marketing Analytics	1.5	Spring	8W1
MARK 70120	Customer Insights	1.5	Spring	8W2
Year 2				
MARK 70720	New Product Development	1.5	Fall	8W1
MARK 70770	Marketing Research	1.5	Fall	8W1
MARK 70730	Brand Management	1.5	Fall	8W2
MARK 70200	Customer Relationship Marketing	1.5	Spring	8W1
MARK 70210	Analytics for Innovation	1.5	Spring	8W2

AND complete 1.5 credits from the following:

		Credit Hrs.	Semester Offered	Term Expected
MARK 70800	Marketing Strategy	1.5	Fall	
MARK 70710	Design Thinking	1.5	Inter	MIN
MARK 70970	Social Media and Content Marketing	1.5	Fall	8W1
MARK 70970	Special Topics in Marketing	1.5	Spring	

AND 18 additional credits from any MBA elective

Total elective credits = 30



Full-time MBA: Supply Chain Management Concentration

FIRST YEAR: FALL *Up to 16.5 hrs.*

8W1 Modules - 7.5 hrs.

- ACCT 60010 Financial Reporting (1.5 hrs.)
- BUSI 66100 Career Management & Professional Development (1.5 hrs.)
- FINA 60010 Financial Management I (1.5 hrs.)
- INSC 60010 Statistical Models (1.5 hrs.)
- MANA 60330 Engaging People (1.5 hrs.)

8W2 Modules - 7.5 hrs.

- BUSI 60050 Global Business (1.5 hrs.)
- *FINA 70010 Financial Management II (1.5 hrs.)
- INSC 60600 Supply Chain Concepts (1.5 hrs.)
- *INSC 60050 Business Analytics (1.5 hrs.)
- MARK 60010 Marketing Management (1.5 hrs.)

One Week Intensive - 1.5 hrs.

- **BUSI 60070 Business Simulation (1.5 hrs.)

FIRST YEAR: SPRING *Up to 17.5 hrs.*

8W1 Modules up to 10.5 hrs.

- FINA 60020 Managerial Economics (1.5 hrs.)
- *INSC 70430 Supply Chain Operation Management (1.5 hrs.)**
- INSC 60020 Managing Operations & Processes (1.5 hrs.)
- *MARK 70120 Customer Insights (1.5 hrs.) or
- MARK 70770 Marketing Research (1.5 hrs.)

INSC 70650 Strategic Sourcing and Procurement (1.5 hrs.) *optional course* *Neeley & Assoc. recommended MANA 70773 (3 hrs.) REG 16 WEEKS*

8W2 Modules up to 7.5 hrs.

- ACCT 60020 Managerial Accounting (1.5 hrs.)
- MANA 60340 Leading Teams and Organizations (1.5 hrs.)
- INSC 70630 Demand Forecasting Management (1.5 hrs.)** *optional course*
- INSC 70640 Global Supply Chain Mgt (1.5 hrs.)** *optional course*

SECOND YEAR: FALL *Up to 10.5 hrs.*

8W1 Modules up to 4.5 hrs.

- MANA 60630 Strategic Management (1.5 hrs.)
- MANA 60460 Business Ethics (1.5 hrs.)
- INSC 70620 Supply Chain Info Tools and Tech (1.5 hrs.)** *optional course*
- MARK 70720 New Product Development (1.5 hrs.)** *optional course*
- INSC 71003 Project Management (3 hrs.)** *REG 16 WEEKS optional course*

8W2 Modules up to 6 hrs.

- ENTR 60230 Legal Environment of Business (1.5 hrs.)
- INSC 70660 Supply and Value Chain Strategy (1.5 hrs.)** *optional course*
- INSC 71020 Six Sigma Green Belt for Managers (1.5 hrs.)** *optional course*

SECOND YEAR: SPRING *Up to 9.5 hrs.*

MUST ENROLL IN 8W1 AND 8W2 TO MAINTAIN STUDENT STATUS.

Core Classes	24 hours
Electives Classes	30 hours
	<u>54 hours</u>

Supply Chain Concentration Requirement: 18 hrs. See next page for More Information

Optional course toward 18 hrs. in concentration

*Recommend for certain Concentrations.

**Business Simulation is a 1-week intensive course required at the end of the first semester.

Note: Full time MBA student are limited to 3 credit hours of Compressed electives during Winter or May Terms



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FTMBA Curriculum

Core Classes 24 hours

Electives Classes 30 hours

54 hours

SUPPLY CHAIN MANAGEMENT

Goal: To prepare students to work in Supply Chain Management at firms with extensive supply, materials, and distribution management activities. Firms in service or manufacturing, retailing, and transportation industries, as well as major consulting and technology companies, are potential employers for supply and value chain graduates.

Complete 18 credits as specified below:

		Credit Hrs.	Semester Offered	Term Ex-pected
Year 1				
INSC 70630	Demand Forecasting Management	1.5	Spring	8W2
INSC 70650	Strategic Sourcing and Procurement	1.5	Spring	8W1
Year 2				
INSC 70620	Supply Chain Info Tools and Tech	1.5	Fall	8W1
INSC 70610	Logistics and Transportation	1.5	Fall	8W2
INSC 70430	Supply Chain Operations Management	1.5	Fall	
INSC 70640	Global Supply Chain Management	1.5	Fall	8W2
INSC 71003	Project Management	3	Spring	REG
INSC 70660	Supply and Value Chain Strategy	1.5	Spring	8W2

AND complete 3 credits from the following:

		Credit Hrs.	Semester Offered	Term Ex-pected
INSC 71020	Six Sigma Green Belt for Managers	1.5	Spring	8W2
ACCT 70020	Strategic Cost Analysis	1.5		
FINA 70563	International Finance	3	Fall	REG
MANA 70610	Essentials of Negotiation	1.5	Spring	8W1-2
MANA 70760	Transformational Leadership	1.5	Fall	8W2
MARK 70720	New Product Development	1.5	Fall	8W1
MARK 70140	Managing Service Excellence	1.5	Spring	
MARK 70200	Customer Relationship Marketing	1.5	Fall	8W2
MARK 70750	International Marketing	1.5	Spring	

**AND 12 additional credits from any MBA elective
Total elective credits = 30**