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:

1. GPA of 3.0 or higher from an AACSB-accredited business program or regional accrediting agency.
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 Director of Graduate Programs, Mike Ilitch School of Business. Guidelines for formal appeals are available in the Mike Ilitch School of Business Graduate Programs Office, room 103 Prentis Building.

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 Educational Outreach Office offers a preparation course for the GMAT (313-577-4449).

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 or GRE 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.

Candidates for the Master of Business Administration degree must complete thirty-six credits in final-program course work with a minimum grade point average of 3.0. Additional foundation course work may be required prior to beginning the thirty-six final-program 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.

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
- core
- electives and/or concentrations

Depending on the student's academic background, there may be no foundation courses or as many as seven foundation courses required. All students must complete six core courses. Students must also choose six elective courses which can be used as part of a general curriculum. Students in the Traditional M.B.A. program may select electives that apply toward the completion of one or more 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, 103 Prentis Building.) 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.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BA 6000</td>
<td>Introduction to Accounting and Financial Reporting</td>
<td>2</td>
</tr>
<tr>
<td>BA 6005</td>
<td>Basics of Financial Management</td>
<td>2</td>
</tr>
<tr>
<td>BA 6010</td>
<td>Basics of Business Economics</td>
<td>2</td>
</tr>
</tbody>
</table>
The following six core courses are required of all students:

BA 6005  Marketing Foundations  2
BA 6020  Contemporary Principles of Management  2
BA 6025  Basics of Production/Operations Management  2
BA 6090  Quantitative Analysis: Theory and Application  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 BA 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.

BA 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 BA 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 BA 6005. BA 6005 (Basics of Financial Management) is a prerequisite for BA 7020.

**Business Information Systems and Mathematics Proficiency:** In addition to these courses, one college-level mathematics course and one course in business information systems are required.

**Writing Proficiency:** Each student admitted to the graduate business program is required to demonstrate competency in analytical writing. A score of at least 3.5 on the GMAT writing assessment will demonstrate this competency. A student who scores below 3.5 on the GMAT writing assessment must complete with a grade of 'C' or better ENG 3050 or a writing course approved by the Mike Ilitch School of Business Graduate Programs Office. The cumulative g.p.a. of all waived courses (for example, introduction to accounting or finance) and courses taken to demonstrate proficiency, such as ENG 3050, must be 'B' (3.0) or higher.

**Core Requirements (M.B.A.)**

The following six core courses are required of all students:

BA 7000  Managerial Accounting  3
BA 7020  Corporate Financial Management  3
BA 7040  Managing Organizational Behavior  3
BA 7050  Marketing Strategy  3
BA 7070  Social Perspectives on the Business Enterprise  3
BA 7080  Strategic Management  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 five 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.

**Examination Requirements (M.B.A./C.P.A.)**

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.

**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 twelve 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**

Select three of the following:  9

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>ACC 7040</td>
<td>Intermediate Financial Accounting I</td>
</tr>
<tr>
<td>ACC 7130</td>
<td>Intermediate Managerial Accounting</td>
</tr>
<tr>
<td>ACC 7145</td>
<td>Accounting Systems: Design and Controls</td>
</tr>
<tr>
<td>ACC 7148</td>
<td>ERP Systems and Business Integration</td>
</tr>
</tbody>
</table>

Total Credits  9

**Auditing**

Select three of the following:  9

<table>
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<tbody>
<tr>
<td>ACC 7040</td>
<td>Intermediate Financial Accounting I</td>
</tr>
<tr>
<td>ACC 7050</td>
<td>Intermediate Financial Accounting II</td>
</tr>
<tr>
<td>ACC 7180</td>
<td>Auditing</td>
</tr>
<tr>
<td>ACC 7190</td>
<td>Advanced Auditing</td>
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</tbody>
</table>

Total Credits  9

**Corporate Governance**

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<tbody>
<tr>
<td>ACC 7310</td>
<td>Business and Professional Ethics for Managers and Accountants</td>
</tr>
<tr>
<td>BLW 7220</td>
<td>Law of Corporate Management and Finance</td>
</tr>
<tr>
<td>MGT 7620</td>
<td>Complex Organizations</td>
</tr>
</tbody>
</table>

Total Credits  9

**Finance**

Select at least two of the following:  6

<table>
<thead>
<tr>
<th>Course</th>
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<tbody>
<tr>
<td>FIN 7230</td>
<td>Investment Policies</td>
</tr>
<tr>
<td>FIN 7000</td>
<td>Applied Financial Analysis</td>
</tr>
</tbody>
</table>
FIN 7229 Corporate Valuation: Techniques, Models and Strategic Applications
FIN 7220 Advanced Managerial Finance
FIN 7290 Topics in Finance
FIN 7330 Fixed Income Securities
FIN 7340 Futures and Options
FIN 7090 Money and Capital Markets
FIN 7870 International Finance

Total Credits 9

### Financial Accounting

ACC 7040 Intermediate Financial Accounting I 3
ACC 7050 Intermediate Financial Accounting II 3
Select at least one of the following: 3
ACC 7115 Financial Statement Analysis
ACC 7122 Advanced Accounting I
ACC 7145 Accounting Systems: Design and Controls
ACC 7155 Forensic Accounting
ACC 7180 Auditing
ACC 7188 Governmental and Not-for-Profit Accounting
ACC 7190 Advanced Auditing

Total Credits 9

### Global Supply Chain

GSC 7620 Global Supply Chain Management 3
GSC 7650 Strategic Procurement 3
Select one of the following: 3
ACC 7148 ERP Systems and Business Integration
GSC 7010 Supply Chain Decision Tools
GSC 7260 Theory of Constraints: Breakthrough Solutions
GSC 7670 Special Topics in Supply Chain Management
GSC 7991 Principles of Quality Management
ISM 7510 Database Management
MKT 7450 Business Research and Methodology
MKT 7460 International Business
MKT 7500 International Marketing Strategy
MKT 7700 Management of Retail Enterprises
MKT 7950 Business and Sustainability
or MGT 7950 Business and Sustainability

Total Credits 9

### Human Resources Management

MGT 7640 Management of Human Resources 3
MGT 7750 Labor Relations and Collective Bargaining 3
Select one of the following (ELR are Employment and Labor Relations courses): 3
ELR 7010 Health Care, Retirement, and Employee Benefit Plans
ELR 7450 Employment Relations Law in North America
MGT 7650 Strategic Human Resource Management
MGT 7790 Compensation Administration

Total Credits 9

### Information Systems Management
Select at least three of the following: 9
ISM 7505 Information Analytics: Inbound Information Technology
ISM 7510 Database Management
ISM 7530 Societal and Ethical Issues in the Information Age
ISM 7560 Survey of E-Commerce
ISM 7570 Data Mining
ISM 7575 Corporate Computer Networks and IT Security
ISM 7994 Digital Content Development
ISM 7996 Principles for Customer Relationship Management

Total Credits 9

### Internal Audit

ACC 7165 Internal Audit I 3
Select at least two of the following: 6
ACC 7040 Intermediate Financial Accounting I
ACC 7050 Intermediate Financial Accounting II
ACC 7145 Accounting Systems: Design and Controls
ACC 7155 Forensic Accounting
ACC 7180 Auditing
ACC 7190 Advanced Auditing
ACC 7310 Business and Professional Ethics for Managers and Accountants
ACC 7990 Internship in Accounting or Tax Practice

Total Credits 9

### International Business

MKT 7460 International Business 3
MKT 7500 International Marketing Strategy 3
Select one of the following: 3
GSC 7620 Global Supply Chain Management
FIN 7870 International Finance
MKT 7950 Business and Sustainability

Total Credits 9

### Management
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
MGT 7815 Strategic Leadership
MGT 7816 Leading in Organizations
MGT 7850 Management through Constructive Persuasion
MGT 7900 Project Management
or ISM 7900 Project Management
MGT 7950 Business and Sustainability
MGT 8000 Seminar in Management

Total Credits 9

### Marketing

MKT 7450 Business Research and Methodology 3
Accounting courses. Students holding a bachelor's degree in business administration are eligible to take elective outside the Mike Ilitch School of Business. (Only students the Dean or his/her designee is required to take any course as an M.B.A. offered by the Mike Ilitch School of Business. The written approval of All elective courses must be at the 7000 level or higher and must be

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

ACC 7040 Intermediate Financial Accounting I 3
ACC 7050 Intermediate Financial Accounting II 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

Select one of the following: 3
GSC 7650 Strategic Procurement
ISM 7996 Principles for Customer Relationship Management
MKT 7150 Global Automotive Marketing Strategy

Total Credits 9

Taxation

Select three of the following: 9
ACC 7120 Introduction to Taxation: Individuals
ACC 7300 Accounting and Tax Research and Professional Communications
ACC 7320 or ACC 7320 Introduction to Taxation: Business Entities
ACC 7325 Advanced Tax Research and IRS Procedures
ACC 7335 Taxation of Corporations and Shareholders
ACC 7340 Taxation of Pass-Through Entities
ACC 7400 Taxation of International Business and Multinational Transactions
ACC 7410 Tax Accounting Methods and Accounting for Income Taxes
ACC 7420 Taxation by State and Local Jurisdictions
ACC 7450 Taxes and Business Strategy

Total Credits 9

Business Administration (M.B.A. Program)

Total Credits 9

Business Law

BLW 7210 Business Law for Entrepreneurs 3
BLW 7220 Law of Corporate Management and Finance 3

Finance

FIN 7000 Applied Financial Analysis 3
FIN 7090 Money and Capital Markets 3
FIN 7220 Advanced Managerial Finance 3
FIN 7229 Corporate Valuation: Techniques, Models and Strategic Applications
FIN 7230 Investment Policies 3
FIN 7280 Entrepreneurial Finance and Venture Capital 3
FIN 7290 Topics in Finance 3
FIN 7330 Fixed Income Securities 3
FIN 7340 Futures and Options 3
FIN 7870 International Finance 3

Global Supply Chain Management

GSC 7010 Supply Chain Decision Tools 3
GSC 7260 Theory of Constraints: Breakthrough Solutions 3
GSC 7620 Global Supply Chain Management 3
GSC 7670 Special Topics in Supply Chain Management 3
GSC 7650 Strategic Procurement 3
GSC 7991 Principles of Quality Management 3

Information Systems Management

ISM 7505 Information Analytics: Inbound Information Technology 3
ISM 7510 Database Management 3
ISM 7520 Information Systems Design 3
ISM 7530 Societal and Ethical Issues in the Information Age 3
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ISM 7570 Data Mining 3
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<td>Organizational Change and Development</td>
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</tr>
<tr>
<td>MGT 7640</td>
<td>Management of Human Resources</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7650</td>
<td>Strategic Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7660</td>
<td>Entrepreneurial Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7700</td>
<td>Leadership and Management of Innovation and Technology</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7750</td>
<td>Labor Relations and Collective Bargaining</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7770</td>
<td>Union Contract Administration</td>
<td>3</td>
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<tr>
<td>MGT 7780</td>
<td>Concepts and Processes of Dispute Resolution I: Negotiating Theory and Practice</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7790</td>
<td>Compensation Administration</td>
<td>3</td>
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<tr>
<td>MGT 7815</td>
<td>Strategic Leadership</td>
<td>3</td>
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<tr>
<td>MGT 7816</td>
<td>Leading in Organizations</td>
<td>3</td>
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<tr>
<td>MGT 7850</td>
<td>Management through Constructive Persuasion</td>
<td>3</td>
</tr>
<tr>
<td>MGT 7900</td>
<td>Project Management</td>
<td>3</td>
</tr>
<tr>
<td>or ISM 7900</td>
<td>Project Management</td>
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<tr>
<td>MGT 7950</td>
<td>Business and Sustainability</td>
<td>3</td>
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<tr>
<td>or MKT 7950</td>
<td>Business and Sustainability</td>
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<tr>
<td>MGT 8000</td>
<td>Seminar in Management</td>
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<tbody>
<tr>
<td>MKT 7150</td>
<td>Global Automotive Marketing Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7430</td>
<td>Advertising Management</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7450</td>
<td>Business Research and Methodology</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7460</td>
<td>International Business</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7470</td>
<td>Consumer and Industrial Buying Behavior</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7500</td>
<td>International Marketing Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7700</td>
<td>Management of Retail Enterprises</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7870</td>
<td>Seminar in Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MKT 7890</td>
<td>Internship in Marketing</td>
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<td>MGT 7950</td>
<td>Business and Sustainability</td>
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<td>or MKT 7950</td>
<td>Business and Sustainability</td>
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<tr>
<td>MKT 7995</td>
<td>Directed Study in Marketing</td>
<td>1-3</td>
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