

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's 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.

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 eight 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 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, 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
BA 6000	Introduction to Accounting and Financial Reporting	2
BA 6005	Basics of Financial Management	2
BA 6010	Basics of Business Economics	2
BA 6015	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
ISM 7500	Business Information Systems	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.

Mathematics Proficiency: In addition to these courses, one college-level algebra or finite mathematics course is 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 may be required to 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 competency, 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:

Code	Title	Credits
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 ¹	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.

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 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
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 7200	Startup Financing and Profitability	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 7015	Managerial Economics and Quantitative Methods	3
FIN 7090	Money and Capital Markets	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 7330	Fixed Income Securities	3
FIN 7340	Futures and Options	3
FIN 7777	Corporate Financial Consulting	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 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 7680	Manufacturing Planning and Control	3
GSC 7890	Internship in Global Supply Chain	3
GSC 7910	Managing Automotive Supply Chains Sustainability	3
GSC 7920	Supply Chain Process Analysis and Costing	3
GSC 7930	Managing Risk in Automotive Supply Chains	3
GSC 7940	Buyer Supplier Relationships in the Auto Industry	3
GSC 7950	Auto Industry SCM Capstone	3
GSC 7960	Lean Six Sigma	3

GSC 7991	Principles of Quality Management	3
GSC 7992	Methods of Quality Management	3
GSC 7995	Directed Study in Global Supply Chain	1-3

Information Systems Management

Code	Title	Credits
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
ISM 7560	Survey of E-Commerce	3
ISM 7570	Data Mining	3
ISM 7575	Corporate Computer Networks and IT Security	3
ISM 7900	Project Management	3
ISM 7994	Digital Content Development	3
ISM 7996	Principles for Customer Relationship Management	3
ISM 8000	Seminar in Information Systems and Management	3
ISM 7890	Internship in Information Systems and Management	3
ISM 7995	Directed Study in Information Systems and Management	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 7750	Labor Relations and Collective Bargaining	3
MGT 7780	Concepts and Processes of Dispute Resolution I: Negotiating Theory and Practice	3
MGT 7790	Compensation Administration	3
MGT 7815	Strategic Leadership	3
MGT 7816	Leading in Organizations	3
MGT 7850	Management through Constructive Persuasion	3
MGT 7900	Project Management	3
or ISM 7900	Project Management	
MGT 7950	Business and Sustainability	3
or MKT 7950	Business and Sustainability	
MGT 8000	Seminar in Management	3
MGT 7895	Internship in Management	3
MGT 7995	Directed Study in Management	1-3

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

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 7040	Intermediate Financial Accounting I	
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

Entrepreneurship and Innovation Concentration

Code	Title	Credits
EI 7000	Introduction to Entrepreneurship and Innovation or MGT 7660Entrepreneurial Management	
Select at least two of the following:		6
EI 7200	Startup Financing and Profitability	
EI 7400	Management and Leadership for Entrepreneurs	
EI 7600	Marketing New Ventures	
EI 7800	Special Topics in Entrepreneurship and Innovation	
FIN 7280	Entrepreneurial Finance and Venture Capital	
ISM 7505	Information Analytics: Inbound Information Technology	
MGT 7700	Leadership and Management of Innovation and Technology	
MKT 7950	Business and Sustainability or MGT 7950CBusiness and Sustainability	
IBS 7110	Introduction to the Business of Biotechnology	
SW 6991	Special Topics in Social Work	
Total Credits		6

Financial Accounting Concentration

Code	Title	Credits
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 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 7015	Managerial Economics and Quantitative Methods	
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 7330	Fixed Income Securities	
FIN 7340	Futures and Options	
FIN 7090	Money and Capital Markets	
FIN 7777	Corporate Financial Consulting	
FIN 7870	International Finance	
FIN 7900	Mergers and Acquisitions	
FIN 7990	Portfolio Management/Student Managed Investment Fund (SMIF)	
FIN 7890	Internship in Finance	
FIN 7995	Directed Study	
Total Credits		9

Global Supply Chain Management Concentration

Code	Title	Credits
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 7680	Manufacturing Planning and Control	
GSC 7910	Managing Automotive Supply Chains Sustainability	
GSC 7920	Supply Chain Process Analysis and Costing	
GSC 7930	Managing Risk in Automotive Supply Chains	
GSC 7960	Lean Six Sigma	
GSC 7991	Principles of Quality Management	

GSC 7992	Methods of Quality Management	
GSC 7995	Directed Study in Global Supply Chain	
MKT 7950	Business and Sustainability or MGT 7950 Business and Sustainability	
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 7750	Labor Relations and Collective Bargaining	
MGT 7790	Compensation Administration	
Total Credits		9

Information Systems Management Concentration

Code	Title	Credits
Select at least three of the following:		9
ISM 7290	Blockchain: An Accounting and Business Perspective	
ISM 7505	Information Analytics: Inbound Information Technology	
ISM 7510	Database Management	
ISM 7520	Information Systems Design	
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 7900	Project Management	
ISM 7994	Digital Content Development	
ISM 7996	Principles for Customer Relationship Management	
ISM 8000	Seminar in Information Systems and Management	
ACC 7148	ERP Systems and Business Integration	
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 Supply Chain 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 7780	Concepts and Processes of Dispute Resolution I: Negotiating Theory and Practice	
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 or 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