

Graduate Business Program
84369 Master of Business Administration
Course Descriptions
80 CP (120 ECTS CP)



INTERNATIONAL UNIVERSITY
AUDENTES

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REQUIRED COURSES (38 CP = 57 ECTS)

Scientific Research Methods (2)

This course focuses on the development of the knowledge and skills of various methods of scientific research. Theory development and proper research design using different data gathering and analysis techniques will be combined to transform ideas into defensible hypotheses.

Quantitative Business Analysis (4)

This course covers descriptive and inferential statistics. Includes the measures of average and variability, correlation and linear regression analysis, normal probability distribution, and t-distribution, confidence intervals and hypotheses testing, time series, autoregressive models, prediction. The course ends with a term project on the topic of correlation and regression analysis. The aim of the term project is to develop skills in collecting and analyzing the data, formulating problems and using computer software to solve the problems.

Managerial Economics I (2)

Develops the tools of economic analysis needed to make managerial decisions. Students study the economic functioning of the firm within the context of the state of the macroeconomy. The course covers detailed analysis of capital budgeting and financial statement analysis.

Prerequisite: Corporate Finance

Managerial Economics II (2)

Develops the tools of economic analysis needed to make managerial decisions. Students study the economic functioning of the firm within the context of the state of the macroeconomy. The course covers detailed analysis of capital structure, dividend policy and derivatives. Prerequisite: Managerial Economics I

Modern Organizational Theories (4)

This course covers the managerial decision-making knowledge and skills needed to deal with human factors in organizations. These include managing individuals and groups and questions of leadership and motivation in a rapidly changing environment.

Corporate Finance (4)

This course offers a detailed and advanced coverage of the basics of corporate financial management. Special concern is upon the functioning of the company within the context of the macro-economy. Topics covered include: Stock/Bond Valuation, Asset Pricing Models: Real vs. Financial, Cost of Capital and Portfolio Theory.

Managerial Issues in Accounting (4)

An overview course, which affords future managers with insight into how accounting



data - financial, management and cost accounting data - is used to run a business. The tools that unveil the past and should underpin operative, tactical and strategic plans for the future are introduced and applied.

Investment Management (2)

This course presents an analysis of common stock, bonds, options, and futures. Topics include financial markets, valuation of securities, technical analysis, market efficiency, and portfolio theory. Prerequisites: Corporate Finance and Managerial Issues in Accounting.

Strategic Management (4)

This course integrates the knowledge and skills acquired throughout the MBA program. Strategic management covers the total enterprise: its environment, its mission and purpose, and the organization's management. Prerequisites: Capstone course to be taken during the final semester; Modern Organizational Theories, Corporate Finance, Marketing Management, and Managerial Issues in Accounting

Legal and Regulatory Aspects of Business (4)

This course introduces the student to those aspects of the legal and regulatory segments of the business environment that pertain to the physical environment.

Marketing Management (4)

Develops the decision-making knowledge and skills needed to be able to make managerial decisions in the marketing area: how to analyze marketing problems, such as choosing distribution channels, pricing and promotional policies, and when and how to introduce new products.

Master Thesis Seminar (2)

This course prepares the student's development of their Master's Thesis. Students will be guided on how to transform a research question into a proper hypothesis. The thesis structure based on theoretical frameworks, empirical data gathering, source assessment and analytical techniques will be created with the approval of a faculty advisor.

ELECTIVE COURSES (18 CREDITS)

Business Simulation (Case Study) (2)

The application of the theoretical knowledge gained by the students in the classroom to test their ability as managers in a 'real-world' business situation will be examined in this course. Case studies will be utilized to present the situation, develop an understanding of the causes of the issues involved, and develop possible solutions to create various successful outcomes.

Global Trade and International Organizations (4)

Topics and trends in trade between countries and regions will be analyzed against the national and supra-national organizations that regulate the movement of goods and services. The impact of institutions like the World Trade Organization and the General Agreement on Tariffs and Trade on issues such as comparative advantage, policies, barriers, duties, and trade rules will be examined.

Advanced Organizational Management (2)



This course covers the managerial decision-making knowledge and skills needed to deal with human factors in organizations. These include managing individuals and groups and questions of leadership and motivation in a rapidly changing environment. Prerequisite: Modern Organizational Theories

Advanced Human Resource Management (2)

This course examines the issues that a modern organization faces in the management of their human resources. Topics to be covered include the selection, recruitment, and development of the people matched to specific job designs. Employment benefits, compensation, promotion versus dismissal and labor relations will be also be discussed. Prerequisite: Modern Organizational Theories

Management Information Systems (2)

The importance of proper creation, implementation, and management of an organization's information system will be examined. The design, components, and impact of information gathering, analysis, storage, and dissemination on an institution's daily operations and long-term competitiveness will be covered as well as topics on intellectual property rights, privacy, and liability.

Operations Management (2)

This course studies the uses of quantitative analysis to aid in the formation and the making of management decisions. Topics include decision-making under uncertainty, linear programming, transportation/assignment problems, CPM/PERT, and inventory. Considerable reliance is placed on the use of computer software. Prerequisite: Modern Organizational Theories

Project Management (2)

The tools and techniques for the successful management of projects will be taught. How projects are planned, organized, and controlled using scheduling techniques, GANTT charts, resource allocation through network structures and work diagrams are analyzed. Prerequisite: Modern Organizational Theories

Advanced International Management (4)

This course covers the strategic aspects of international management and the skills needed by the global manager. Case studies of the management of various international organizations will be utilized. Prerequisite: Modern Organizational Theories.

Logistics (2)

This course examines the functions and processes of managing and controlling the flow of resources through an organization. Raw material acquisition, warehousing, inventory control, and supply-chain management issues will be covered as well as purchasing, distribution and material handling from the supplier through the producer and on to the consumer. Prerequisites: Marketing Management

Derivatives and Risk Analysis (2)

Techniques in risk assessment, measurement, and reduction using various financial analysis tools are discussed in this course. Derivative instruments such as forwards, futures, options, swaps, valuation models, hedging versus trading issues, exposures, arbitrage opportunities, credit risk and capital allocation models will be used in the risk



management of organizations. Prerequisite: Corporate Finance

International Taxation, Laws and Regulations (2)

This course examines the issues that international managers face in the various taxation rules and regulations of different countries and regions. Prerequisites: Corporate Finance, Managerial Issues in Accounting and Legal and Regulatory Aspects of Business

International Labor Law and Regulations (2)

This course examines the issues that international managers face in building and maintaining working relationships with organized labor and laws impacting managerial decisions regarding the human resources of an organization. Prerequisites: Legal and Regulatory Aspects of Business

Directed Independent Study (4)

Students complete a special project or research paper on a business topic under the direct guidance of a faculty advisor whose expertise is in the chosen discipline.

Entrepreneurship (2)

This course will research the concept of entrepreneurship, including definitions, the characteristics of entrepreneurial organization and of the entrepreneur, by referring to various theories in the field as well as examples. Prerequisite: Modern Organizational Theories

Innovation (2)

This course with research the concept of innovation, including innovative climate, leadership, structures and organization, in addition to discussion innovation methods and handling with reference both to various theories and practical examples from business. Prerequisites: Modern Organizational Theories

Corporate Governance (2)

An examination of the roles and responsibilities of the members of an organization's Board of Directors. How the relationship between directors, shareholders, managers, and external stakeholders is impacted by political, economic, social, technological, and competitive forces will be analyzed through a range of complex business situations. Prerequisite: Modern Organizational Theories

Services Operations and Strategics (4)

This course opens up the operations and business structures of the emerging service economy via quantitative and qualitative models. This objectives of the course include the development of a systems-based understanding of production and service systems, and the understanding of process analysis and productivity as they apply to both for-profit and non-profit organizations and to virtually any functional area or industry. The student learns how to match the needs of customer with appropriate service process and delivery channel, and how variability may reduce productivity and what are the ways to minimize its adverse effects.

INTERDISCIPLINARY ELECTIVES (LAW OR HUMANITIES COURSE/S) (4 CP = 6 ECTS)

MASTER'S THESIS (20 CP = 30 ECTS)

TOTAL (80 CP = 120 ECTS)

