

WINGATE UNIVERSITY

MBA Prerequisite Course for Non-Business Majors *Your One-Semester, Fast Track to an MBA*

Who is it for?

- Business 500 is a one-semester course for students with an undergraduate degree in a non-business area
- For students who need some or all of the prerequisite courses required to enter the MBA program
- For those who realize there may be something needed in their business skill set before they enroll in the MBA program
- For those who need a refresher course in their business prerequisites

When is it offered?

- Every fall semester, starting in August (or more often based on demand)
- Business 500 meets Monday & Thursday evenings from 6 p.m. - 10 p.m. for one semester

Where is it offered?

- Downtown Matthews (in the Depot building) at Wingate University's Metro Campus

What is included?

- Coursework includes: Financial Accounting, Managerial Accounting, Finance, Marketing, Management, Microeconomics, Macroeconomics, Math/Statistics
- The course carries six graduate credit hours but will not count toward MBA G.P.A. A grade of "C" or better must be earned on all components of the course
- This fast track preparatory course satisfies all prerequisites for the Wingate MBA program instead of the 8 or more individual courses typically required

How much does it cost?

- Total cost: \$2,400 for the entire course (for the 2008-2009 academic year)
- Or, you may take and pay for only the course components you need on a pro-rated basis

Who teaches the course?

- The course is team taught by the Wingate business faculty in their areas of specialty

WINGATE UNIVERSITY

MBA Course Descriptions

BUS 602. Legal Environment of Business

Purpose: To examine the legal environment and how business operates within it.

Topics: Elements of law and judicial process, civil and criminal procedure, constitutional principles, agency law, government regulations, torts, product liability, property law, contracts, sales and secured transactions, negotiable instruments, credit, bankruptcy, labor and employment law, and employment discrimination.

BUS 603. Business Ethics

Purpose: To develop skills in the recognition, analysis and articulation of the ethical responsibilities that businesses have to customers, competitors, employees and other stakeholders.

Topics: Influence of religious and cultural values and the efforts to codify ethics for various industries and progressions.

BUS 611. Managerial Economics

Purpose: To provide students with an understanding of microeconomic theory as it applies to managerial decision-making, including tools to quantify economic relationships. Thus the course entails both theory and application.

Topics: Market analysis, consumer behavior, demand estimation, production and cost analysis, and market structures.

BUS 612. Organizational Management

Purpose: To analyze, through cases and experiential situations, the behavioral dimensions of business organizations.

Topics: Motivation, communication, performance, stress, culture, group dynamics, organizational structure, leadership, and change.

BUS 613. Managerial Accounting

Purpose: To teach the use of accounting information in management decision making and planning.

Topics: Cost/Volume/Profit analysis, financial statement analysis, the use of accounting data in decisions such as pricing, capacity, product selection and outsourcing, the use of accounting data in planning and control systems including capital expenditure planning, profitability and resource budgeting, and measures of performance.

BUS 614. Quantitative Decision Making

Purpose: To expose students to the quantitative methods and models of management science. Analytical and rigorous thinking, along with proficiency in the use of appropriate software, will enable students to formulate and solve a diverse set of managerial problems.

Topics: Linear programming, integer programming, goal programming, dynamic programming, network models, decision theory, and calculus-based optimization.

BUS 621. Operations Management

Purpose: To investigate a variety of quantitative techniques used to plan, operate, and control production processes. Practical applications, solved using the accompanying software package, will complement theory.

Topics: Markov processes, PERT/CPM, facility location and layout, production line balancing, inventory models, queuing models, forecasting, aggregate planning, and materials requirements planning.

BUS 622. Marketing Management

Purpose: To study, through cases, projects and survey of research, the development and evaluation of marketing strategies in both consumer and industrial markets.

Topics: Product management, market segmentation, marketing promotions, distribution management and pricing methods.

BUS 623. Financial Management

Purpose: To study issues faced by financial managers and investors.

Financial management topics: Raising capital through debt and equity, capital budgeting, managerial compensation, and decision-making.

Investment topics: The valuation of stocks, bonds and options, and portfolio creation.

BUS 624. Managing in a Global Marketplace

Purpose: To study the opportunities and problems of the management, marketing and operations of organizations in markets outside the home country.

Topics: Adaptations to business functions, including organizational design, management of human resources, new product development, legal and ethical diversity, financial and money markets, market research, promotions and advertising. Emphasis will be placed upon the political, legal, economic, and cultural variables that impact organizations through foreign governments.

BUS 631. Business Strategy

Purpose: To study management's role in policy formulation and implementation through research and cases. Opportunities are also available to make policy decisions by viewing business from an entrepreneurial perspective. This is the capstone course for the MBA program.

BUS 500. Prerequisite Course

Purpose: A one-semester course designed to provide the prerequisite foundation for students who do not have an undergraduate business degree. (see reverse side for details)