# MBA Program Checklist (Fall 2011 version)

<table>
<thead>
<tr>
<th>Core Classes (24 hours):</th>
<th>Session</th>
<th>Pre-requisites</th>
<th>Req’d Hrs</th>
<th>Hrs Earned</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>PA 5506 Management in Context Immersion</td>
<td>Week prior to semester</td>
<td>Admission to MBA program</td>
<td>1.5</td>
<td></td>
<td></td>
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<tr>
<td>MGT 5504 Legal and Ethical Management Immersion (prior to the start of second year)</td>
<td>Thurs/Fri/Sat prior to semester &amp; Fri/Sat 1st week</td>
<td>ACTG 5501, FIN 5502, MGT 5502</td>
<td>1.5</td>
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<tr>
<td>ACTG 5501 Financial Performance and Assessment</td>
<td>1st 8 weeks</td>
<td>PA 5506 or concurrent enrollment</td>
<td>1.5</td>
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<tr>
<td>FIN 5502 Corporate Financial Management</td>
<td>2nd 8 weeks</td>
<td>ACTG 5501</td>
<td>1.5</td>
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<tr>
<td>MGT 5502 Leadership in Organizations</td>
<td>1st 8 weeks</td>
<td></td>
<td>1.5</td>
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<tr>
<td>ENT 5502 Introduction to Entrepreneurship</td>
<td>2nd 8 weeks</td>
<td>ACTG 5501 &amp; PA 5506</td>
<td>1.5</td>
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<tr>
<td>FIN 5504 Managerial Economics</td>
<td>1st 8 weeks</td>
<td>ACTG 5501</td>
<td>1.5</td>
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<tr>
<td>FIN 5505 Global Macroeconomics</td>
<td>2nd 8 weeks</td>
<td>FIN 5504</td>
<td>1.5</td>
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<tr>
<td>FIN 5507 Strategic Financial Management</td>
<td>1st 8 weeks</td>
<td>FIN 5502</td>
<td>1.5</td>
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<tr>
<td>MGT 5501 International Business Environment</td>
<td>2nd 8 weeks</td>
<td>FIN 5502, FIN 5504</td>
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<tr>
<td>MIS 5503 Management Information Systems</td>
<td>1st 8 weeks</td>
<td>ACTG 5501, FIN 5504, MGT 5502 or concurrent enrollment</td>
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<tr>
<td>DSOM 5505 Decision Sciences</td>
<td>2nd 8 weeks</td>
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<td>MKT 5501 Marketing Management</td>
<td>1st 8 weeks</td>
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<tr>
<td>MGT 5507 Human Capital Management</td>
<td>2nd 8 weeks</td>
<td>MGT 5502</td>
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<tr>
<td>DSOM 5507 Operations &amp; Supply Chain Management</td>
<td>1st 8 weeks</td>
<td>ACTG 5501, DSOM 5505, FIN 5504</td>
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<tr>
<td>MGT 5509 Strategic Management</td>
<td>2nd 8 weeks</td>
<td>DSOM 5507, FIN 5507, MKT 5501</td>
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## Capstone Experience (3 hours):

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<tr>
<th>Required Hours</th>
<th>Hours Earned</th>
<th>Grade</th>
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## Electives/Emphasis Area (15 hours):

<table>
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<tr>
<th>Required Hours</th>
<th>Hours Earned</th>
<th>Grade</th>
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**Admissions Summary**

- UM CUM GPA
- GMAT Score
- Verbal
- Quant
- TOEFL Score

**Final transcript w/UG degree?**

**Transcript w/transfer hrs?**

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**Ecosystem of Integrated Learning Program (attend 12 hours over course of degree):**

<table>
<thead>
<tr>
<th>Seminar/Workshop/Experience</th>
<th>Hours Attended</th>
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By signing, I indicate that the MBA program and this evaluation have been explained to my understanding.

Student Signature: ______________________

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A minimum of 42 credit hours is required for a Master of Business Administration degree. Of the total required, at least 80 percent of all courses must be completed with a grade of “B” (3.0) or higher. No grade below “C” (2.0) in any 500-level course or below “B-” (2.7) in any 300 or 400-level course may count toward the MBA. The minimum GPA for retention and graduation is 3.0 (B).

Students are responsible for being familiar with the policies contained in the UMKC Graduate and Professional Catalog and are to comply with the provisions that are applicable to their program. The catalog is online at [http://www.umkc.edu/umkc/catalog/html/archive.html](http://www.umkc.edu/umkc/catalog/html/archive.html).

MBA students must be advised before enrolling in their first semester of coursework. Subsequent advising is not required, but is recommended. Information about the program can be found on the Bloch School website, [www.bloch.umkc.edu](http://www.bloch.umkc.edu). Questions about the program should be directed to the Bloch School Student Services Office, room 115 Bloch School or [blochadvising@umkc.edu](mailto:blochadvising@umkc.edu). Students are responsible for information sent via UMKC e-mail.

All students must submit a program of study form once they have completed 50% of their program hours. An application for graduation must be submitted early in a student’s final semester. See the academic calendar for specific deadlines. Forms are available on the Bloch School website, [www.bloch.umkc.edu](http://www.bloch.umkc.edu) or in the Student Services Office, room 115.

The emphasis areas on the back of this page are available to students in the MBA program. All emphasis areas are 12 credit hours. Students must complete any noted prerequisites before enrolling in emphasis/elective courses. Prerequisites are listed in parentheses. An emphasis area is optional in this program.

As of 1/7/2013
ENTREPRENEURSHIP
Faculty: Richard Arend, Walter Clements, Dirk Libaers, Mark Parry, Joe Singer, Lisa Song, Michael Song, Li Sun
Four courses selected from the following:
ENT 5525 Entrepreneurship: Managing Creativity & Innovation
ENT 5527 Creating the New Venture Experiential Learning (E-Scholars)
ENT 5532 Managing the New Venture Experiential Learning (E-Scholars)
ENT 5535 Small Business Management & Entrepreneurship
ENT 5541 Personal Entrepreneurial Strategy (MKT 5531, FIN 5532, MGT 5506 or equiv.)
ENT 5542 Technology & New Ventures I
ENT 5543 Technology & New Ventures II (ENT 5542 or equiv.)
ENT 5545 Entrepreneurship & New Venture Creation
ENT 5552 Entrepreneurial Marketing
*ENT 5571 Advanced Real Estate Finance (FIN 5532 or equiv.)
*ENT 5573 Real Estate Market Analysis & Feasibility Study (DSOM 5508, FIN 5532 or equiv.)
*ENT 5576 Real Estate Property Management
*ENT 5578 Legal Context of Real Estate Decisions
ENT 5585 Venture Capital Finance & Investment (FIN 5532 or equiv. and one of the following: ENT 5515, 5525, 5535, 5541 or 5545)
ENT 5587 Special Topics (instructor consent)
ENT 5591 Small Business Management Practicum (completion of core)
ENT 5597 Independent Study (preregistration consent of instructor)
Or any other courses approved by Entrepreneurship faculty.
*Only two of these courses can count in the Entrepreneurship emphasis area.

*ENTREPRENEURSHIP WITH A REAL ESTATE CONCENTRATION
Required:
ENT 5515 Entrepreneurship & Innovation Boot Camp
ENT 5545 Entrepreneurship & New Venture Creation
Plus any two classes (6 hours) selected from the following:
ENT 5571 Advanced Real Estate Finance (FIN 5532 or equiv.)
ENT 5573 Real Estate Market Analysis & Feasibility Study (DSOM 5508, FIN 5532 or equiv.)
ENT 5576 Real Estate Property Management
ENT 5578 Legal Context of Real Estate Decisions
*Note: Concentrations do not appear on the transcript or diploma.

FINANCE
Faculty: John Clark, Chuck Connelly, Narbeli Galindo, Fred Hays, Bill Keeton, David Kuipers, Nathan Mauck, Forest Myers, Steve Pruitt
Required:
FIN 5520 Advanced Financial Management Theory & Policies (Six hours of finance coursework beyond FIN 5532 or equiv.)

Plus any three courses (9 hours) selected from the following:
FIN 5551 International Financial Management (FIN 5532 or equiv.)
FIN 5552 Global Financial Markets & Institutions (FIN 5532 or equiv., previous graduate coursework recommended)
FIN 5553 Investment Analysis (FIN 5532 or equiv.)
FIN 5556 Management of Financial Intermediaries (FIN 5532 or equiv.)
FIN 5557 Derivative Securities (ACTG 5517, FIN 5501, 5532 and DSOM 5508 or equiv.)
FIN 5559 Strategic Financial Management (FIN 5532 or equiv.)
FIN 5560 Financial Modeling (ACTG 5517, FIN 5501, 5532 and DSOM 5508 or equiv.)
FIN 5561 Financial Statement Analysis (ACTG 5517, FIN 5501, 5532 and DSOM 5508 or equiv.)
FIN 5562 Fixed Income Analysis (ACTG 5517, FIN 5501, 5532 and DSOM 5508 or equiv.)
FIN 5563 Valuation/Mergers & Acquisitions (ACTG 5517, FIN 5501, 5532 and DSOM 5508 or equiv.)
FIN 5564 Portfolio Management (FIN 5532 or equiv.)
FIN 5565 Alternative Investments (FIN 5532 or equiv.)
FIN 5582 Seminar in Finance (FIN 5532 or equiv. & consent of instructor)
*R-L-EST 5571 Advanced Real Estate Finance (FIN 5532 or equiv.)
*R-L-EST 5573 Real Estate Market Analysis & Feasibility Study (DSOM 5508, FIN 5532 or equiv.)

*Students may use only one real estate course for credit in the Finance emphasis.

GENERAL MANAGEMENT
At least one course from four of the areas listed below:
| Area                              | Required Courses                                                                 
|-----------------------------------|----------------------------------------------------------------------------------
| Entrepreneurship                  | see emphasis listing                                                             
| Global Business                   | see emphasis listing                                                             
| Law & Society                     | MGT 5506, 5508                                                                   
| Leading & Managing People         | see emphasis listing                                                             
| Strategy & Planning               | MGT 5513                                                                         

GLOBAL BUSINESS
Faculty: Jae Jung
Required:
MGT 5545 International Management
Three courses selected from the following:
DSOM 5544 ERP-Supply Chain & Logistics Mgmt (DSOM 5519 or equiv. or instructor consent)
FIN 5551 International Financial Management (FIN 5532 or equiv.)
FIN 5552 Global Financial Markets & Institutions (FIN 5532 or equiv., previous graduate coursework required)
MGT 5546 Seminar in International Management (MGT 5545)
MGT 5552 International Study in Business (special application & selection process prior to enrollment); limit of 3 hrs in emphasis
MKT 5555 International Marketing (MK 5501 and MGT 5501 or equiv.)

LEADING AND MANAGING PEOPLE
Faculty: Lee Bolman, Nancy Day, Pam Roffol Dobies, Doranne Hudson, William Self, Bob Waris
Twelve hours selected from the following:
MGT 5516 Leading Teams (MGT 5505 or equiv.)
MGT 5517 Leading Through Influence and Persuasion (MGT 5502)
MGT 5518 Leadership and Motivation
MGT 5519 Conflict Management and Negotiation Strategies (MGT 5502)
MGT 5520 Strategic Benefits Management (MGT 5507), 1.5 hours
MGT 5521 Building Human Capital (MGT 5507), 1.5 hours
MGT 5533 Leading and Managing Change (MGT 5502)
MGT 5566 Strategic Staffing, 1.5 hours
MGT 5567 Total Rewards Management, 1.5 hours
PA 5548 Leadership for Public Service
PA 5570 Diversity in the Workplace

MANAGEMENT INFORMATION SYSTEMS
Faculty: Roger Pick, Sidne Ward
Four courses selected from the following:
ACTG 5565 Advanced Accounting Systems (ACTG 350 or equiv)
instructor consent)
ACTG 5567 Info Systems Control & Audit (one grad course in actg systems, MIS or computer science or instructor consent)
MIS 5529 Decision Support & Expert Systems
MIS 5552 Database Management
MIS 5554 System Analysis, Design & Engineering
MIS 5558 Management & Economics of Computing
MIS 5580 Seminar in Information Systems

Additional elective courses may be selected from the following:
DSOM 5514 Forecasting Theory & Applications (DSOM 5508 or equiv.)
DSOM 5542 Enterprise Resource Planning Systems (DSOM 5519 or equiv.)
DSOM 5543 Project Management (DSOM 5519 or equiv.)
DSOM 5544 ERP-Supply Chain & Logistics Management (DSOM 5519 or equiv. or instructor consent)

MARKETING
Faculty: Raj Arora, Gene Brown, Hyun Jin, Atul Kulkarni, Mark Parry
Required:
MKT 5575 Advanced Marketing Strategies (MK 5501 or equiv.)

Plus any three courses (9 hours) selected from the following:
MKT 5539 Management in Direct Marketing (MK 5501 or equiv.)
MKT 5555 International Marketing (MK 5501 and MGT 5501 or equiv.)
MKT 5560 Buyer Behavior (MK 5501 or equiv.)
MKT 5561 Promotional Strategies (MK 5501 or equiv.)
MKT 5562 Marketing Research (MK 55018, DSOM 5505 or equiv.)

SUPPLY CHAIN AND OPERATIONS MANAGEMENT
Faculty: Shad Dowlatshahi, Steve Mitchell
Students should see an OM faculty member regarding suggested electives. Appropriate substitutions may be made for any of the requirements listed. Required:
DSOM 5540 Service Operations Management (DSOM 5519 or equiv. or instructor consent)
DSOM 5542 ERP-Enterprise Resource Planning Systems (DSOM 5519 or equiv.)
DSOM 5543 Project Management (DSOM 5519 or equiv.)
DSOM 5544 ERP-Supply Chain & Logistics Management (DSOM 5519 or equiv. or instructor consent)

Additional elective courses may be selected from the following:
ACTG 5556 Cost Management (ACTG 5517 or equiv.)
DSOM 5514 Forecasting Theory & Applications (DSOM 5508 or equiv.)