

# Masters in Business Administration (MBA)

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## **MBA 200C Leadership Communication 1 Unit**

**Department:** Masters in Business Administration

**Course level:** Graduate

**Terms course may be offered:** Fall and spring

**Grading:** Letter grade.

**Hours and format:** 1 hour of lecture and 2 hours of discussion per week for 5 weeks.

Leadership Communication is a workshop in the fundamentals of public speaking in today's business environment. Through prepared and impromptu speeches aimed at moving others to action, peer coaching, and lectures, students will sharpen their authentic and persuasive communication skills, develop critical listening skills, improve abilities to give, receive, and apply feedback, and gain confidence as public speakers.

## **MBA 200P Problem Finding, Problem Solving 1 Unit**

**Department:** Masters in Business Administration

**Course level:** Graduate

**Terms course may be offered:** Fall and spring

**Grading:** The grading option will be decided by the instructor when the class is offered.

Problem Finding, Problem Solving (PFPS) teaches basic skills drawn from the fields of critical thinking, design thinking and systems thinking that support innovation. Specifically, it covers ways of collecting information to characterize a problem, framing and re-framing that problem, coming up with a range of solutions and then gathering feedback to assess those solutions. Following Confucius's notion: "I hear and I forget. I see and I remember. I do and I understand." The class consists primarily of hands-on exercises to experiment with and learn the tools and techniques presented, applying them to the design and testing of alternative business models for start-up and other businesses.

## **MBA 200S Data and Decisions 2 Units**

**Department:** Masters in Business Administration

**Course level:** Graduate

**Terms course may be offered:** Fall and spring

**Grading:** Letter grade.

**Hours and format:** 4 hours of lecture and 1.5 hours of discussion per week for 7 weeks.

The objective of this core course is to make students critical consumers of statistical analysis using available software packages. Key concepts include interpretation of regression analysis, model formation and testing, and diagnostic checking.

Formerly known as Business Administration 200S.

## **MBA 201A Economics for Business Decision Making 2 Units**

**Department:** Masters in Business Administration

**Course level:** Graduate

**Terms course may be offered:** Fall, spring and summer

**Grading:** Letter grade.

**Hours and format:** 4 hours of lecture per week for 7 weeks.

**Prerequisites:** Knowledge of calculus and algebra assumed.

Business success depends on the successful positioning of the firm and the management of its resources. The goal of this course is to think systematically about achieving competitive advantage through the management of the firm's resources. We will analyze management decisions concerning real options, cost determination, pricing, and market entry and exit. We will use readings and cases along with class discussion to develop practical insights into managing for competitive advantage.

## **MBA 201B Macroeconomics in the Global Economy 2 Units**