

Goals and Outcomes – MBA Program

A graduate of the Master in Business Administration program should be able to:

Goal 1. Critically and analytically reason and solve problems.

Outcome 1.1 – Provide identification and formulation of problem

Outcome 1.2 – Develop problem solution techniques

Outcome 1.3 – Interpret and implement solution results

Goal 2. Communicate effectively.

Outcome 2.1 – Write clearly and effectively for a business audience.

Outcome 2.2 – Present clearly and persuasively to a business audience.

Outcome 2.3 – Work in and lead teams.

Goal 3. Anticipate and analyze trends in the business environment.

Outcome 3.1 – Recognize the effects of change in the economic and political environment.

Outcome 3.2 – Recognize the effects of change in culture and demographics.

Goal 4. Approach organizational decisions in ethical, legal and socially responsible manner.

Outcome 4.1 - Describe the concept of ethics and its applications.

Outcome 4.2 - Describe the impact of the legal and regulatory environment on business.

Outcome 4.3 - Describe the social responsibility of business.

Goal 5. Operate in dynamic and complex domestic and global organizational environments.

Outcome 5.1 – Describe organizational synergies resulting from partnerships and alliances including mergers and acquisitions.

Outcome 5.2 – Describe gains to trade and barriers to trade.

Outcome 5.3 – Describe the international monetary system and the role of exchange rates.

Outcome 5.4 – Describe the opportunities and threats that accompany globalization.

Goal 6. Demonstrate knowledge in the functional areas of business.

Outcome 6.1 – Use financial statements to guide decision making.

Outcome 6.2 – Apply cost behavior to solve business problems.

Outcome 6.3 – Perform analysis of supply and demand and evaluate market outcomes.

Outcome 6.4 – Evaluate the effects of fiscal and monetary policies.

Outcome 6.5 – Describe the importance of quality and technology to gain a competitive advantage.

Outcome 6.6 - Apply quantitative models and technology to support managerial decision making.

Outcome 6.7 – Utilize valuation models in order to estimate the price of financial assets.

- Outcome 6.8 – Describe capital budgeting theory and the theory of capital structure.
- Outcome 6.9 – Develop a marketing mix to appeal to target markets.
- Outcome 6.10 – Describe marketing management and strategic market planning processes.
- Outcome 6.11 – Describe high performance Human Resources practices.
- Outcome 6.12 – Discuss current trends in organizational behavior and leadership concepts.

Goal 7. Integrate theory and application from various functional areas in an interdisciplinary approach.

- Outcome 7.1 – Perform an internal analysis of an organization, using tools and concepts from various related disciplines.
- Outcome 7.2 – Describe how functional areas interact to derive cross-functional synergies.
- Outcome 7.3 – Integrate economic thinking and accounting data to make financial decisions.