

Flexible (Campus) MBA (Master of Business Administration)

Fall 2021 Consolidated MBA Course Schedule

(last updated June 16, 2021)

Monday, August 16 to Monday, November 29, 2021

Final Exam Dates: December 1 to 7, 2021

View the University Academic Calendar for more semester date details including breaks.

[University Academic Calendar](#)

The UTC Registrar reserves the right to make schedule changes up to the first day of class. The Academic Calendar is also subject to change. Refer to the Official UTC Class Schedule for the most up-to-date schedule and for course meeting location, day, time, etc.

Explanation of Instructional Delivery Methods

Online Asynchronous: This delivery method does not include any required meetings, though optional live virtual meetings may be offered. Expect to have weekly deadlines that must be met. All coursework deadlines are due at the time stated in the syllabus following Eastern Time Zone.

Face-to-Face Classroom Instruction: This delivery method is a traditional face-to-face classroom delivery with set meeting days and times during which the professor will hold class as specified under the "Delivery & Day/Time" column below. Students are expected to attend class during the specified time and should expect to have weekly deadlines that must be met. All coursework deadlines are due at the time stated in the syllabus following Eastern Time Zone.

Courses Offered

Course Type	Dept	Course	Title	CRN	Instructor	Delivery	Day/Time if applicable	Prerequisites / Important Notes / Restrictions
Core	ACC	5855	Accounting for Managers	41410	Owens, Michael	Online Asynchronous	N/A	Prerequisites: Successful completion of online background module in accounting or academic advisor approval based on prior academic record is required.
Core	ECON	5015	Economics for Managers	43290	King, Scott	Face-to-Face Classroom Instruction	Thursdays each week / 5:30 to 8 PM	Prerequisites: Successful completion of online background module in economics or academic advisor approval based on prior academic record is required.
Core	ETR	5885	Corporate Entrepreneurship & Innovation	43331	Olson, Steven	Online Asynchronous	N/A	Prerequisites: Grade of C or better in FIN 5820, MGT 5250, ACC 5855, & MKT 5860. NOTE: Priority given to students in their final semester of study.
Core	FIN	5820	Financial Management	43336	Long, Michael	Face-to-Face Classroom Instruction	Tuesdays each week / 5:30 to 8 PM	Prerequisites: Successful completion of online background modules in accounting, economics, & statistics or academic advisor approval based on prior academic record is required.
Core	MGT	5250	Organizational Behavior and Leadership	41321	Karl, Katherine	Online Asynchronous	N/A	Prerequisites: none.

Core	MGT	5810	Information Technology for Business	41873	Aghakhani, Navid	Online Asynchronous	N/A	Prerequisites: none.
Core	MGT	5835	Quantitative Decision Analysis for Business	43970	Ahmadi, Mo	Face-to-Face Classroom Instruction	Wednesdays each week / 5:30 to 8 PM	Prerequisites: Successful completion of online background module in statistics; grade of C or better in UTC MGT 2110, MATH 2100 or equivalent; or academic advisor approval based on academic record is required.
Core	MKT	5860	Marketing Management	41944	Srivastava, Prashant	Face-to-Face Classroom Instruction	Thursdays each week / 5:30 to 8 PM	Prerequisites: Successful completion of online background module in economics; or grade of C or better in UTC ECON 1010 and ECON 1020 or equivalent; or, academic advisor approval based on academic record is required.
Capstone	MGT	5870	Strategic Management	40606	Butler, Frank	Face-to-Face Classroom Instruction	Thursdays each week / 5:30 to 8 PM	Prerequisites: Grade of C or better in ECON 5015, FIN 5820, MGT 5835, MGT 5250, ACC 5855, & MKT 5860. Pre or Corequisite: MGT 5810. NOTE: Priority given to students in their final semester of study.
Elective	FIN	5760	International Financial Management	44492	Changarath, Vinod	Online Asynchronous	N/A	Prerequisites: Grade of C or better in FIN 5820. NOTE: Priority in course given to students admitted to MBA: Finance concentration.
Elective	MGT	5050	Evidence-Based Management & Improvement in Healthcare	44375	Mullen, Deborah	Online Asynchronous	N/A	Prerequisites: none. Course qualifies as an MBA: Healthcare Administration concentration course. NOTE: Priority given in course to students admitted to the MBA: Healthcare Administration concentration.
Elective	MGT	5290	EEO & Risk Management	44376	Karl, Katherine	Online Asynchronous	N/A	Prerequisites: none.
Elective	MKT	5000R	Special Topics: Business Negotiations	44388	Plouffe, Christopher	Face-to-Face Classroom Instruction	Mondays each week / 5:30 to 8 PM	Prerequisites: none. <i>Limited spaces available. See below for course description and further course information.</i>
Elective	MKT	5000R	Special Topics: Digital Marketing	43420	Russell, Ryan	Online Asynchronous	N/A	Prerequisites: Grade of C or better in MKT 5860 Marketing Management. <i>See below for course description.</i>
Elective	MKT	5000R	Special Topics: Opportunity Assessment	42588	Soydan, Liza	Online Asynchronous	See description below.	Prerequisites: Preference given to students beyond their first semester of the MBA program. Limited number of spots. Selection process based on student's response to interview questions. <i>See below for course description and further course information. This course involves a selection process. Contact your advisor if interested in this course.</i>
Elective - Restrictions Apply	ACC	5040	Accounting Data Analytics	42876	Wilkins, Anne	Online Asynchronous	N/A	Prerequisites: Grade of C or better in UTC's ACC 3010 (Intermediate Accounting II) or in equivalent coursework. Students having taken an accounting data analytics course at the undergraduate level are not eligible for credit in this course. Restriction: Usually only students with bachelor's degrees in accounting meet this prerequisite. Contact advisor for permission to take this course.
Elective - Restrictions Apply	ACC	5070	Government & Nonprofit Accounting	43200	Haun, Amie	Online Asynchronous	N/A	Prerequisites: Grade of C or better in UTC's ACC 3000 (Intermediate Accounting I) or in equivalent coursework. Students having taken a governmental accounting course at the undergraduate level are not eligible for credit in this course. Restriction: Usually only students with bachelor's degrees in accounting meet this prerequisite. Contact advisor for permission to take this course.

Elective - Restrictions Apply	MGT	5140	Databases and Data Warehouses	43686	Asllani, Beni	Online Asynchronous	N/A	Prerequisites: none. Restriction: Priority in course given to students admitted to the following programs and in this order: MS Data Analytics, MBA: Analytics concentration, Business Analytics Graduate Certificate, and MAcc Forensic Analytics.
Elective - Restrictions Apply	MGT	5190	Data Mining and Analytics	43687	Aghakhani, Navid	Online Asynchronous	N/A	Prerequisites: Successful completion of online background modules in statistics or academic advisor approval based on prior academic record is required. Restriction: Priority in course given to students admitted to MBA: Analytics concentration, Business Analytics Graduate Certificate program, MS Data Analytics program, and MAcc Forensic Analytics program. <i>Limited spaces available.</i>

For MBA course descriptions other than Special Topics courses, see the UTC Graduate Catalog: <http://catalog.utc.edu/index.php?catoid=33>

* Special Topics Course Descriptions *

(Descriptions for Special Topics courses are not available in the UTC Graduate Catalog or through the UTC main class schedule.)

MKT 5000R Special Topics: Business Negotiations

Course Description: This course examines major concepts, best practices, and theories surrounding negotiation, bargaining, and conflict management; gives students practical hands-on experience in negotiating through a range of exercises, activities, and in class role-plays; and, imparts practical training in how negotiations relate to, but are different than, the application of influence, power, and persuasion. Students will gain valuable negotiations experience (through exercises) in simple dyadic negotiations (two-party) versus multi-stakeholder / multi-party negotiations. Finally, the course examines common ethical issues and challenges in negotiations, including: lying, deception, bluffing, information-withholding, and negative / disingenuous impression management. This course will be a mix of undergraduate and graduate students with clear expectations for each student level. **Prerequisites:** None.

MKT 5000R Special Topics: Digital Marketing

Course Description: This course introduces students to the changing landscape of digital media and its use as a new tool in the marketing mix. The course will explore digital marketing in a tangible and conceptual manner, its appropriate use as part of a comprehensive marketing plan, and endeavor to give students a framework for adapting to the rapid changes in these mediums. The objective of this course is to provide knowledge of how to strategically think about deploying marketing initiatives through digital marketing. This course is aimed at students considering a career in the digital marketing fields in various sectors (writing, design, social media, SEO, email, search, etc.) or any profession where digital marketing can be applied.

Prerequisites: Grade of C or better in MKT 5860 Marketing Management.

MKT 5000R Special Topics: Opportunity Assessment

Course Description: Students will learn the practical applications of business and marketing research, strategy development and implementation, and the foundations of consultative practices and processes. This is an applied learning course that will build students' understanding through course materials, assignments, and online discussions, as well as the application of course concepts as they engage with and serve business clients. Students will be expected to work within an interdisciplinary team to complete research projects, including collaborative efforts to scope research projects, collect and analyze data and information, and synthesize analysis in professional deliverables. Students taking this course will be required to meet with clients. Client meetings will equate to 6-8 hours total and will be scheduled at everyone's convenience. The bulk of the course is delivered through Canvas, Slack and other online tools. This course will be a mix of undergraduate and graduate students with clear expectations for each student level. Each graduate student will be expected to lead a team of undergraduate students on projects. Contact your advisor to apply to take this course.

Prerequisites: Preference given to students beyond their first semester of the MBA program. Limited number of spots. Selection process based on student's response to interview questions.

MBA BACKGROUND MODULE REQUIREMENTS

The UTC Graduate Catalog requires MBA students to complete all program background requirements before the completion of six hours of MBA courses. If a student has not met this requirement, an advising hold will remain on their record. For more information about accessing and/or completing these modules, which are online, zero-credit hour, & self-paced, contact your advisor.