

Flexible (Campus) MBA (Master of Business Administration)
Spring 2022 Consolidated MBA Course Schedule

(last updated October 22, 2022)

Spring Semester Dates: Monday, January 10 to Monday, April 25, 2022

Spring Semester Final Exam Dates: April 27 to May 3, 2022

View the University Academic Calendar for more semester date details.

[University Academic Calendar](#)

The UTC Registrar reserves the right to make schedule changes up to the first day of class. 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

Asynchronous: This delivery method does not include any required meetings, though optional 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.

Spring 2022 Consolidated MBA Course Schedule

Course Type	Dept	Course	Title	CRN	Instructor	Delivery & Day/Time if applicable	Prerequisites / Important Notes / Restrictions
Core	ACC	5855	Accounting for Managers	21357	Owens, Michael	Online Asynchronous	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	23239	King, M.	Face-to-Face Classroom Instruction Monday evening 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	21899	Olson, Steven	Online Asynchronous	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	23300	Long, Michael	Face-to-Face Classroom Instruction Thursday evening 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	21189	Dawson, Gail	Face-to-Face Classroom Instruction Wednesday evening each week [5:30 to 8 PM]	Prerequisites: none.
Core	MGT	5810	Information Technology for Business	21297	Asllani, Beni	Online Asynchronous	Prerequisites: none.
Core	MGT	5835	Quantitative Decision Analysis for Business	21298	Ahmadi, Mo	Face-to-Face Classroom Instruction Wednesday evening 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	21597	Srivastava, Prashant	Face-to-Face Classroom Instruction Thursday evening 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	20519	Butler, Frank	Face-to-Face Classroom Instruction Tuesday evening 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 - Restrictions Apply	ACC	5070	Gov and Nonprofit Accounting	23182	Haun, Amie	Online Asynchronous	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	ETR	5880	Entrepreneurship and New Ventures	21900	Wolcott, Adam	Online Asynchronous	Prerequisites: Minimum grade of C in all of the following courses: FIN 5820 (Financial Management) & MKT 5860 (Marketing Management). Email your advisor if you qualify but receive a prerequisite error.
Elective	FIN	5460	Investments	21438	Long, Michael	Online Asynchronous	Prerequisites: FIN 5820. NOTE: Priority in course given to students admitted to MBA: Finance concentration.
Elective	MGT	5060	Healthcare Management	24208	Mullen, Deborah	Online Asynchronous	Prerequisites: none. NOTE: Priority given to students admitted to MBA: Healthcare Administration concentration. <i>Approved substitute for BUS 7060 Healthcare Policy & Economics as part of the MBA: Healthcare Administration concentration.</i>
Elective - Restrictions Apply	MGT	5200	Advanced Data Analytics	20646	Jain, Hemant	Face-to-Face Classroom Instruction Monday evening each week [5:30 to 8 PM]	Prerequisites: Grade of C or better in MGT 5190. 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. <i>Limited spaces available.</i>
Elective - Restrictions Apply	MGT	5200	Advanced Data Analytics	23508	Aghakhani, Navid	Online Asynchronous	Prerequisites: Grade of C or better in MGT 5190. 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>
Elective	MGT	5260	Business Leadership	21998	Mendenhall, Mark	Online Asynchronous	Prerequisites: none.
Elective	MGT	5000R	* Special Topics: Simulation Modeling for Business	24207	Dileepan, P	Online Asynchronous	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. <i>See below for course description.</i>
Elective	MKT	5000R	* Special Topics: Innovation	23638	Olson, Steven	Online Asynchronous	Prerequisites: none. Note: This elective course covers Innovation far more extensively than the core ETR 5885 Entrepreneurship course. This course can be taken prior to, alongside, or after the core ETR 5885 Corporate Entrepreneurship & Innovation course. <i>See below for course description.</i>
Elective	MKT	5000R	* Special Topics: Opportunity Assessment	24218	Soydan, Liza	Online Asynchronous	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>

For MBA course descriptions (other than Special Topics), see the UTC Graduate Catalog.

* Special Topics Course Descriptions *

(Special Topics Course Descriptions are provided below because they are not available in the UTC Graduate Catalog or through the UTC main class schedule. See next page for full descriptions.)

MGT 5000R Special Topics: Simulation Modeling for Business (CRN 24207)

Course Description: Fundamentals and techniques for designing simulation models for analyzing business processes and developing sound operational decisions. Topics will include Monte Carlo and Discrete-event simulations. Application areas will include service, manufacturing, healthcare, project management and financial industries. The most current, cutting-edge software platforms will be used for designing the simulation models and analyzing the results. **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.

MKT 5000R Special Topics: Innovation (CRN 23638)

Course Description: This course focuses on the early stages of business innovation, sometimes called the “fuzzy front end” of innovation. Students will learn and apply the dominant theories, frameworks, and methods for innovating products and services from Discovery and Ideation to Prototyping, Testing, Pitching, and Launching. Students will work synchronously and asynchronously in small teams on an innovation project of their choosing. Students are required to pitch their most mature prototype to a group of people whose judgments and opinions are crucial to the project in terms of approval, funding, or support. Student projects can be drawn from and address opportunities from any of the following areas, as approved by the instructor. All projects are subject to approval according to criteria established by the instructor.:

- A project or opportunity that addresses your current corporation or organization.
- A project or opportunity that addresses the needs of a non-profit or not-for-profit community organization.
- A project or opportunity of shared personal or professional passion.
- A project or opportunity that addresses graduate business education at UTC.
- A project sponsored by a corporate partner of UTC.

To learn and apply the concepts and frameworks of business innovation, the course utilizes:

- Miro, an online collaboration platform.
- Zoom

Students should plan to spend six to ten (6 to 10) hours each week completing the course requirements. In addition to the course text and Harvard Business School Publishing readings, students will be assessed a \$65 simulation fee for the online innovation simulation that will be used early in the course (the regular corporate price is \$325).

Prerequisites: none.

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.