Merage School Graduate Programs

- Ph.D.
- Full-Time M.B.A.
- Fully Employed M.B.A.
- Executive M.B.A.
- Health Care Executive M.B.A.
- Master of Professional Accountancy

Educational Objectives

The Paul Merage School of Business offers a generalist M.B.A. degree and a learning experience that prepares graduates for a lifetime of professional and personal growth with increasingly important enterprise-wide responsibilities. The rigorous curriculum, combined with extensive professional and interpersonal training and opportunities made available through the School’s M.B.A. Career Center, allows students to gain theoretical perspectives that are in turn tested and affirmed with practical application. The result is an environment that fosters the development of professional and personal skills vital to contemporary executives or managers. Students are encouraged to develop their ability to lead change by mastering communication skills, to work productively and actively within a team-oriented environment, to gain a solid grasp of quantitative skills, and to appreciate and effectively employ those solutions that involve the integration and implementation of information and technology to offer creatively viable business options.

The School has developed a thematic approach to business education: sustainable growth through strategic innovation. The goal is to graduate leaders with the exceptional ability to grow their organizations through strategic innovation supported by analytic decision making, information technology, and collaborative execution. Although a solid grounding in basic business disciplines provides the foundation for effective management, graduates are encouraged to aim higher. They learn about change as it takes place within the context of a knowledge-based, technology-driven society where information and its effective use are vital to establishing a competitive edge. Students, whether they are interested in finance, marketing, general management, strategic planning, accounting, operations, health care, human resources, international business, or other areas, will be thoroughly imbued and comfortable with the nature and importance of strategic innovation and how crucial it is toward sustaining growth in today’s competitive global economy. Further, they will understand the impacts of technology and the technological processes that enable the gathering, analysis, dissemination, and use of information to change the way business is done. The thematic approach of the School provides a skill-set, core understanding, and depth of knowledge that will enable its graduates to be effective managers who are not only proficient in business procedures but have the leadership qualities and conceptual framework to affect change by transforming conventional business practices or perhaps even inventing new business processes and management techniques.

Additionally, The Paul Merage School of Business has achieved a national reputation for excellence in graduate management education in the health care industry through the Health Care Executive M.B.A. (HCEMBA) program. Industry managers and health care professionals learn about managerial challenges and issues in the health care industry where hundreds of health care providers, medical device and instrumentation companies, and biosciences firms are headquartered. Joint M.D./M.B.A. and J.D./M.B.A. programs are also available.

General Admission Requirements

Evaluation of the applicant’s file for admission to the Master’s and Ph.D. degree programs will consist of an integrated assessment of all materials (test scores, transcripts of previous academic work, work experience, essays, and letters of recommendation). The University admission standard of a 3.0 or better undergraduate grade point average (on a 4.0 scale) is required. The minimum TOEFL (Test of English as a Foreign Language) score acceptable for study at the School for all M.B.A. programs is 550 on the paper-based test; 250 or better on the computer-based test; or 80 or better on the Internet-based test. (The Ph.D. program minimum acceptable score is 600 on the paper-based test; 250 or better on the computer-based test; or 100 or better on the Internet-based test.) International M.B.A. applicants may also take the Pearson Test of English (PTE), where the minimum score required for admission is 53; or the International English Language Testing System (IELTS), where the minimum score required is 7. Substantive work experience is considered for applicants to M.B.A. programs.

Requests for application material should be addressed to either the Full-Time M.B.A. (SB 220), Fully Employed M.B.A. (SB 202), Executive M.B.A. (SB 230), Health Care Executive M.B.A. (SB 230), or Ph.D. Program (SB 418) at

The Paul Merage School of Business
University of California, Irvine
Irvine, CA 92697-3125

For More Information

Full-Time M.B.A.
E-mail: mba@merage.uci.edu
Web site: http://merage.uci.edu/FulltimeMBA

Fully Employed M.B.A.
E-mail: mcoburn@merage.uci.edu
Web site: http://merage.uci.edu/FullyEmployedMBA

Executive M.B.A./Health Care Executive M.B.A.
E-mail: coni.zingarelli@uci.edu
Web site: http://merage.uci.edu/ExecutiveMBA
Web site: http://merage.uci.edu/HealthCareExecutiveMBA

Master of Professional Accountancy
E-mail: mpac@merage.uci.edu
Web site: http://merage.uci.edu/go/mpac

Ph.D.
E-mail: phd@merage.uci.edu
Web site: http://merage.uci.edu/PhD

Doctor of Philosophy in Management

The Paul Merage School of Business admits students for the Ph.D. in the fall quarter only. The deadline for application is January 4. The Ph.D. program requires a commitment to full-time study. In addition to the other requirements, Ph.D. applicants are encouraged to submit a previously prepared paper (research report, research essay, case study) which may be indicative generally of the applicant’s interests and capabilities.

The School offers the Ph.D. in Management to students with backgrounds in a variety of disciplines. While a master’s degree is preferred, students
may be admitted to the doctoral program directly from the baccalaureate degree. There are many appropriate undergraduate majors, including (but not limited to) psychology, political science, business or public administration, mathematics, computer sciences, economics, sociology, and so forth. Students with academic strengths in disciplines not usually considered as precursors for management (e.g., natural sciences, humanities, and the arts) are encouraged to apply. The Ph.D. program is designed to prepare students for academic careers in a number of the fields of management, e.g., organization and management, strategy, operations and decision technologies, management information systems, finance, accounting, and marketing. Requirements of the Ph.D. program include a broad knowledge of core management disciplines. In addition, the Ph.D. student must qualify as a skilled researcher and must complete a dissertation demonstrating these skills.

The Ph.D. program is divided into two phases: qualification and dissertation. In the qualification phase the student prepares for dissertation research in an area of specialization. This phase is completed when an oral qualifying examination is passed and the candidacy committee recommends advancement to candidacy for the Ph.D. The normative time for advancement to candidacy is three years. The dissertation phase involves a significant original research project which demonstrates the Ph.D. student’s creativity and ability to launch and sustain a career of research. The normative time for completion of the Ph.D. is four years, and the maximum time permitted is six years.

Requests for information should be addressed to the University of California, Irvine, The Paul Merage School of Business, Doctoral Program Admissions Office, 418 School of Business, Irvine, CA 92697-3125; phd@merage.uci.edu; http://merage.uci.edu/PhD.

**Master’s Degree Programs**

The Paul Merage School of Business offers a variety of programs leading to the M.B.A. (Master of Business Administration) degree. These include a two-year, Full-Time M.B.A. program, and three part-time M.B.A. programs including: a 21-month Executive M.B.A. program, a 21-month Health Care Executive M.B.A. program, and a three-year Fully Employed M.B.A. program. Additionally, a four-year concurrent J.D./M.B.A. program is offered in conjunction with the School of Law, and a five-year M.D./M.B.A. program is offered in conjunction with the School of Medicine.

The M.P.Ac. (Master of Professional Accountancy) program is offered by the Merage School. Click here for a full description of the program.

The M.S. in Engineering Management is offered jointly with The Henry Samueli School of Engineering (catalogue.uci.edu/previouseditions/2013-14/thehenrysamuelischoolofengineering/#graduatetestudytext).

The M.S. in Biotechnology Management is offered jointly with the Department of Molecular Biology and Biochemistry (MB&B) in the School of Biological Sciences (catalogue.uci.edu/previouseditions/2013-14/schoolofbiologicalsciences/#graduatetestext) and the Department of Biomedical Engineering in The Henry Samueli School of Engineering.

**M.B.A. Program**

The Paul Merage School of Business admits students to the two-year, Full-Time M.B.A. program in the fall quarter. Students from a variety of undergraduate disciplines, including liberal arts, social sciences, physical or biological sciences, computer science, and engineering, are encouraged to apply. The final deadline for completion of all phases of the application procedure is generally around April 1. However, since admissions are received on a rolling basis, applicants are encouraged to check with the M.B.A. Admissions Office regarding application submission. In addition to the general University rules governing admission to graduate study, the School normally requires the completion of the Graduate Management Admission Test (GMAT) or the Graduate Record Examination (GRE). There are no specific prerequisite requirements for the Full-Time M.B.A. program. However, the Admissions Committee does look for evidence of quantitative proficiency in all applicants.

The evaluation of an applicant’s file for admission consists of an integrated assessment of all materials submitted including test scores, transcripts of previous academic work, work experience, essays, and letters of recommendation. The M.B.A. program at The Paul Merage School of Business is distinctive for its focus on providing students the capabilities and skills to succeed in the technology-rich Innovation Economy. Students develop a sophisticated understanding of the new requirements for success in the School’s curriculum that emphasizes the critical drivers of the Innovation Economy: Strategic Innovation, Information Technology, Analytical Decision Making, and Collaborative Execution.

This understanding is advanced through experiential learning course work in which teams of students work on challenging assignments for leading companies. Another distinctive feature of the program is the “Edge” capstone course on the future of business where students explore specific industries and companies and discover what actions must be taken today to reap the benefit from long-term trends in technologies, geopolitics, demographics, and macroeconomics.

The Full-Time M.B.A. program requires a minimum of 92 units with a minimum grade point average of 3.0 in the Core and overall. The curriculum consists of courses divided into two groups designed to achieve specific educational objectives. The courses are divided as follows: 13 required Common Core Courses (50 units) and 42 units of elective courses which students select to emphasize career goals and educational interests. A thesis is not required.


**International Requirement.** Students must fulfill the requirement in one of the following ways: completion of a Paul Merage School of Business international elective in a functional area; participation in a Paul Merage School of Business international exchange program; or completion of an upper-division or graduate international course offered by another UC school, with the approval of The Paul Merage School of Business Associate Dean.

**Electives.** In addition to the core courses, 42 more units of elective courses are required. The major emphasis in the elective courses is to develop additional depth in a discipline or interdisciplinary area or specialized competence in the use of a particular set of technical tools and methods. Students select their electives in light of their educational and career goals and interests.

**J.D./M.B.A. Degree Program**

Highly qualified students interested in combining the study of law with professional qualifications in business are invited to undertake concurrent degree study under the auspices of UC Irvine’s Program in Law and Graduate Studies (PLGS). Students approved for this concurrent degree...
program pursue a coordinated curriculum leading to a J.D. degree from the School of Law in conjunction with an M.B.A. degree from The Paul Merage School of Business. The objective of the program is to promote interdisciplinary study of law while also enabling students to obtain both a J.D. and a business degree in less time than would be required to acquire both degrees separately. The normative time for completion of the J.D./M.B.A. program is four years.

UC Irvine’s PLGS program is well suited to students interested in professional or academic careers focused on the interdisciplinary or multidisciplinary study of law and legal institutions, policy analysis, and/or applied research in law-related fields (for example, taxation, corporate reporting and governance, regulation and compliance, discrimination, securities, property, real estate, and intellectual property).

Applicants must submit separate applications for admission to the School of Law and to the Merage School. Once admitted for study into both components of the program, concurrent degree students will work with the PLGS director and the director of the Full-Time M.B.A. program to develop a program of study that will permit efficient pursuit of both degrees. Concurrent degree students’ law enrollments will include a required 1-unit “Graduate Legal Studies” colloquium and a 3-unit “Interdisciplinary Perspectives on Law” course. Concurrent degree students will be eligible to apply for financial support through the Merage School while pursuing their M.B.A., and through the School of Law while pursuing law studies.

Program Structure. Students in the program complete a four-year combined curriculum leading to a J.D. degree from the UCI School of Law and an M.B.A. degree from the The Paul Merage School of Business. The total number of units required to graduate from each program separately are satisfied by completing the J.D./M.B.A. program. There are several curriculum scheduling options available to complete this program.

Program Overview. The School of Law requires students to complete 86 law semester units of study for the J.D., 68 of which must be classroom units of law instruction. The remaining 18 law units can be completed outside the School of Law, at the student’s discretion, and with approval of the School’s Dean of Students. Ten of these 18 law units of non-law instruction can be obtained in courses undertaken in the concurrent degree department. The remaining eight law units are typically spent in non-classroom clinical practice.

The Full-Time M.B.A. program operates on a quarter system and requires a minimum of 92 M.B.A. units. The curriculum consists of courses divided into two groups designed to achieve specific educational objectives. The courses are divided as follows: 13 required Common Core Courses (50 M.B.A. units) and 42 M.B.A. units of elective courses which students select to emphasize career goals and educational interests. A maximum number of 120 hours of classroom instruction, or 16 M.B.A. units (normally four 4-unit quarter courses) may be utilized toward the M.B.A. degree, total, from sources outside of UCI’s Merage School. This includes any “non-Merage course approvals” taken in other UCI units, intercampus exchange courses, etc.

The M.B.A. component of the J.D./M.B.A. requires that the 16 M.B.A. units of electives permitted from outside the Merage School may be (but are not restricted to be) taken from among appropriate School of Law electives, but may not be counted simultaneously toward satisfying concurrent degree requirements in the School of Law.

Detailed information about J.D./M.B.A curriculum paths is available online at http://merage.uci.edu.

M.D./M.B.A. Degree Program

The M.D./M.B.A. program requires five or six years for completion. It is aimed at individuals who are exceptional in ability and motivation and who seek a career as physicians with major responsibility for administration and management in health care organizations and institutions. Students in this program pursue a combined curriculum for an M.D. degree from the School of Medicine and an M.B.A. degree from The Paul Merage School of Business.

Students must be currently enrolled in the M.D. program and in good academic standing in order to apply to the combined M.D./M.B.A. program. During their second or third year of medical school, interested students submit an application to The Paul Merage School of Business Admissions Committee, after review by the School of Medicine. Final acceptance to the program is granted by The Paul Merage School of Business, and M.B.A. course work begins following completion of the student’s third year of medical school. Students should be aware that enrollment in the M.D. program does not guarantee acceptance into the M.B.A. program.

The MCAT, along with the completion of three years of medical school training in good standing and passage of USMLE Step I, currently serve as a waiver for the GMAT entrance examination usually required for application to the M.B.A. program. The total number of units required to graduate for each program separately are satisfied in the M.D./M.B.A. program. Contact the M.D./M.B.A. Advisor at (949) 824-5388 for more information.

M.S. in Engineering Management Degree Program

The Master of Science in Engineering Management is a graduate degree offered jointly by The Paul Merage School of Business and The Henry Samueli School of Engineering that will prepare engineers for leadership roles in technology, science, government, and engineering-based companies and organizations. The curriculum includes courses in engineering from The Henry Samueli School of Engineering and courses in management from The Paul Merage School of Business. Students will learn to think innovatively as business and engineering project managers to solve complex engineering product development challenges through consulting projects, business plans and exposure to current issues within the engineering sector. Students will develop quantitative and qualitative skills along with business communication skills.

In this competitive program, students will learn about business from the engineering perspective and engineering from the business perspective. Students will be taught to think about their work through the lens of innovation and to develop a crucial view to enhance their careers.

For more information about the program, see The Henry Samueli School of Engineering (catalogue.uci.edu/previouseditions/2013-14/thehenrysamuelischoolofengineering/#graduatetystudtext) section of the Catalogue.

M.S. in Biotechnology Management Degree Program

The M.S. in Biotechnology Management is a joint graduate degree that will prepare scientists for leadership roles in biotechnology, science, and engineering-based companies through a curriculum comprised of courses from the Department of Molecular Biology and Biochemistry (M&B) in the School of Biological Sciences, the Department of Biomedical Engineering in The Henry Samueli School of Engineering, and The Paul
Merage School of Business. Students will receive advanced training in biotechnology through course work, a teaching laboratory, and two quarters of independent research in a faculty laboratory of their choosing. They will also learn to think as a business manager by solving product development challenges through consulting projects, creating business plans, and by exposure to current issues within the biotechnology sector. Students will develop quantitative and qualitative skills along with business communication skills. Students will learn about business from the biotechnology perspective and biotechnology from the business perspective, and will be taught to think about their work through the lens of innovation, a crucial view for their careers.

For more information about the program, see the School of Biological Sciences (catalogue.uci.edu/previouseditions/2013-14/schoolofbiologicalsciences/#graduatetext) section of the Catalogue.

Special Opportunities

The Paul Merage School of Business offers course work in health care management within the M.B.A. program. The courses provide training not only in health care and related issues, but also expose students to professionals in the areas of management, finance, marketing, and strategic planning.

In today’s interconnected global business world, it has become increasingly important for management students to learn to operate in an international environment. M.B.A. students in the full-time program can gain first-hand knowledge of the culture and management practices of other industrialized countries by participating in an academic exchange with universities located abroad. This experience, combined with course work in international management, prepares students for the demands and complexities of the growing global economic environment. Currently, The Paul Merage School of Business has exchange relationships with Bocconi University, Milan, Italy; Budapest University of Economic Sciences (BUES), Budapest, Hungary; Chinese University of Hong Kong (CUHK), Hong Kong; HEC School of Management, France; ESSEC Graduate School of Management, France; Fudan University, Shanghai, China; Hong Kong University of Science & Technology, Hong Kong; Maastricht University, Netherlands; National University of Singapore (NUS), Singapore; Pontificia Universidad Catolica de Chile (PUC), Santiago, Chile; Vienna University of Economics and Business Administration, Vienna, Austria; and Yonsei University, Seoul, Korea.

Centers of Excellence

Founded in 2007, The Don Beall Center for Innovation & Entrepreneurship provides thought leadership in the fields of entrepreneurship education and innovation research to both the students and faculty of The Paul Merage School of Business and the greater worldwide academic community. Through the Center and its activities, a campuswide community of involvement for students and researchers passionate about innovation and entrepreneurship has been organized around a nexus of active volunteers, board members, and alumni who provide world-class programs, resources, and relationships to the University in the area of entrepreneurship and new venture creation.

The Center for Global Leadership is an important resource for UC Irvine and The Paul Merage School of Business students. The Center offers various courses, co-curricular programs, and events to explore ideas and develop partnerships with other students, faculty members, corporate professionals, and nonprofit entities. The Center’s co-curricular programs facilitate the leadership development of M.B.A. students through two flagship programs, the Executive Mentoring Program and the Social Responsibility Initiative. Both programs connect students with key professionals in the industry to learn through reflection, through practice, and through relationship building. The Distinguished Speakers Series (DSS), the largest event hosted by the Center, involves approximately 250 corporate professionals, community leaders, faculty members, staff, and students and provides an important way to exchange ideas, connect to corporate professionals, and network.

The Center for Real Estate at The Paul Merage School of Business is an integral and indispensable component of the program in Real Estate and Urban Development at UC Irvine. In addition to offering eight real estate elective courses, it provides students with a network of connections to the business community, including members of its Advisory Board, industry leaders, and an alumni. The Center offers fellowships, extracurricular activities, and resources that enhance the M.B.A. learning experience.

The Center for Health Care Management and Policy at The Paul Merage School of Business advances knowledge through research and education while providing forums for dialogue on crucial challenges and concerns facing the nation’s health care system today. This interdisciplinary research institute brings together health care scholars, policy experts, and industry professionals to share vital information and a range of perspectives on such fundamental issues as quality of care, cost, and access. A wide range of programs contribute to the debate on national health care policy and help leaders in government, business, and nonprofit organizations make better-informed decisions. The Center’s activities build on the Merage School’s health care-oriented educational programs, including its nationally acclaimed Health Care Executive M.B.A. program and its M.D./M.B.A. joint degree program.

The Center for Digital Transformation is focused on generating and disseminating knowledge that helps businesses, governments, and society adapt to and leverage the possibilities enabled by emerging digital technologies. Research themes include digital economics, new business models and processes, digital services marketplace, and big data and analytics. CDT serves as an interdisciplinary research institute drawing on economists, behavioral scientists, sociologists, and computer scientists. The Center deploys an open innovation model, partnering with companies, nonprofits, experts, and the community at large to identify and address critical research questions.

The Center for Investment and Wealth Management is dedicated to the mission of educating Merage School M.B.A. students in the area of investment and wealth management. The Center seeks to enhance students’ educational experience and help them to advance their professional expertise and growth at the same time. The education that the Center provides is a collaborative effort between UC Irvine’s expert faculty and seasoned professionals dedicated to sharing their experience and knowledge. The concept is to create cutting-edge curriculum with the flexibility to teach students topics in real time. This year, a number of the Center’s board members have participated as distinguished lecturers. They are prominently known in the wealth management community and speak to students about their career path, the industry, and ways to achieve success. They are from a wide array of backgrounds including financial institutions, investment companies, law firms, accounting firms, and wealth management companies in Orange County and beyond.

The John S. and Marilyn Long U.S.-China Institute for Business and Law at UC Irvine is a premier research entity established to facilitate and further develop legal and commercial relationships between the United States and China. The Long Institute is a collaborative effort between The Merage School of Business and the School of Law at UC Irvine, and will involve chaired professors with extensive expertise in the areas of both
business and law as it relates to the U.S and China. The Institute serves to promote a bilateral understanding and engagement between the two economic superpowers and will feature events and research involving both scholars and practitioners from various industries engaging in U.S.-China trade. Students and faculty can also be involved by participating in exchange programs with major Chinese universities.

**M.B.A. Career Center**

The M.B.A. Career Center, located within the School, was established to serve the unique placement needs of M.B.A. students and alumni. It has two main functions: (1) attracting a variety of organizations to interview and hire graduates and (2) counseling students in career opportunities and the techniques necessary to conduct effective job searches, not only for their first jobs but throughout their careers. The relatively small size of the M.B.A. program allows considerable interaction between the Career Center and students.

**Executive M.B.A. Program**

The Executive M.B.A. (EMBA) program presents a challenging 21-month course of study specifically designed for executives, senior managers, professionals, entrepreneurs, and technical experts throughout Southern California. Participants have significant work experience (with a minimum of eight years), demonstrated leadership abilities, and a proven track record of success. Commencing each fall, students meet for seven consecutive quarters on alternate weekends (Friday and Saturday) at The Paul Merage School of Business. Class size allows students the opportunity to actively participate in class discussions and interact closely with their peers.

The program offers an applications-oriented curriculum with an international focus designed to give the working professional contemporary management tools for successfully doing business in a domestic and global environment. The EMBA program is a 92-unit program and offers a maximum amount of core and elective course material presented in an accelerated timetable and is delivered to students using a lock-step curricular model.

In addition to the two, week-long residencies, students participate in an in-depth academic, week-long international seminar abroad. This provides a unique opportunity to experience global business firsthand from a corporate, academic, and cultural standpoint.

Further information may be obtained by contacting the University of California, Irvine, Executive M.B.A. Programs, SB 230, Irvine, CA 92697-3125; (949) 824-0561; http://merage.uci.edu/ExecutiveMBA .

**Health Care Executive M.B.A. Program**

The Health Care Executive M.B.A. (HCEMBA) program is a comprehensive academic experience for individuals working in the health care industry. This unique program is designed for professionals who want to expand their business expertise and gain the fundamentals of management as well as develop a better understanding of the economic, political, and social dynamics which shape the global health care industry. Students come from the intersecting industries of pharmaceuticals, medical devices, managed care, insurance, health care services, and health care policy. Participants have significant relevant work experience, demonstrated leadership abilities, and a proven track record of success. This 21-month program begins each fall. Classes meet one weekend a month, starting Thursday evening and continuing until noon on Sunday.

Classes meet for seven consecutive quarters at The Paul Merage School of Business.

The curriculum is a carefully structured program that assures each student exposure to the full range of disciplines which are essential components of a management education. The core and elective courses are specifically customized for application to a health care professional's daily challenges.

In addition to two, week-long residencies, students participate in an in-depth academic, week-long seminar where they meet health care industry leaders to better understand legislative and regulatory processes that affect health care.

Further information may be obtained by contacting the University of California, Irvine, Executive M.B.A. Programs, SB 230, Irvine, CA 92697-3125; (949) 824-0561; http://merage.uci.edu/HealthcareExecutiveMBA .

**Fully Employed M.B.A. Program**

The Fully Employed M.B.A. (FEMBA) program gives emerging managers an opportunity to earn an M.B.A. degree with minimal disruption to their professional lives. Students attend classes on weeknights and/or Saturdays during the program. The FEMBA Program admits new students for enrollment in spring or fall. Students beginning the program in spring attend classes nine consecutive quarters and complete the program in 27 months. Students beginning the program in fall attend classes nine non-consecutive quarters (summers off) and complete the program in 33 months.

The program consists of both core courses and electives, allowing students to establish a solid foundation of traditional business skills and then customize their education based on personal interests and goals. The curriculum provides constant interaction between information presented in the classroom and what is being used on the job, reinforcing and enhancing the student’s learning experience.

In addition to classroom work, students attend three residential sessions including one abroad focusing on global markets. In this concentrated setting, students and faculty have an opportunity to explore in depth a variety of business challenges and how those challenges can best be met using contemporary management tools.

Further information may be obtained by contacting the University of California, Irvine, Fully Employed M.B.A. Program Office, 202 School of Business, Irvine, CA 92697-3125; (949) 824-4565; http://merage.uci.edu/fullyemployedmba .

**Master of Professional Accountancy (M.P.Ac.)**

The Master of Professional Accountancy (M.P.Ac.) program provides an intensive, focused level of training that will prepare graduates for entering positions within an accounting firm, private company, or public/nonprofit organization. Combined with undergraduate preparation in accounting, the M.P.Ac. program will enable student to meet the State of California Board of Accountancy educational standards for licensure as a certified public accountant in California. The program is a one-year, self-supporting terminal master’s degree and includes the opportunity for a one-quarter internship.

Students who complete this program will possess the necessary knowledge to solve fundamental and strategic issues in accounting. They will learn to apply both critical thinking and established accounting
processes to issues crucial to the audit and accountability of an organization. The course work will have a pedagogical underpinning of ethical behavior and professional conduct. The underlying philosophy in the program’s framework is intended to develop a foundational understanding of key accounting principles and concepts while also offering a breadth of broader issues and topics relevant to the discipline.

Admissions

Applicants may apply directly to The Paul Merage School of Business. Applicants to the fall class must meet all prerequisite requirements at the time of matriculation into the program. Specifically, an applicant must have satisfactorily completed the following prerequisite courses (or their equivalent) in accounting (although students lacking up to two upper-division undergraduate accounting courses will be permitted to petition to enroll in those courses as an additional part of the M.P.Ac. program): introductory financial and managerial accounting (two courses) and at least six of the following upper-division U.S. accounting-based courses: intermediate and international accounting (three courses), advanced accounting, individual taxation, corporate and partnership taxation, accounting information systems, and auditing. At the discretion on the Admissions Committee, “provisional admission status” will be offered to highly qualified candidates who have met most, but not all the prerequisite requirements and will satisfy the requirements prior to matriculation.

Other highly qualified applicants who do not meet the entrance requirement to begin the program in the fall quarter will be offered an opportunity to enroll in an intensive summer pre-session at The Paul Merage School of Business. The pre-session will be required of those who possess an excellent undergraduate record of achievement, strong letters of recommendation, and a clear focus relative to a career in accounting; and, who need specific prerequisite course work in accounting and business. The summer pre-session will include four courses. Students must successfully complete all of the pre-session course work to meet the course prerequisites of the M.P.Ac. program in order to enter the program in the fall quarter. Pre-session course work will be done over the two designated Summer Sessions. Students will enroll in a curriculum of two courses in Summer Session I and two courses in Summer Session II.

In session I, students will enroll in the following:

- MPAC 200A Intermediate Accounting Intensive I
- MPAC 200B Foundations of Taxation Intensive

In Session II, students will enroll in the following:

- MPAC 200C Intermediate Accounting Intensive II and Special Topics
- MPAC 200D Auditing Intensive

Admission to graduate standing in The Paul Merage School of Business is accorded to those possessing an undergraduate degree with an acceptable level of scholarship from an institution of recognized standing. Applicants for admission will be evaluated on their academic record and potential for leadership as demonstrated in submitted application materials. These materials will include university transcripts, Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE) test scores, two letters of recommendation, a Statement of Purpose, and an essay. A personal interview, by invitation only, will be part of the admission process. Those students educated from a country where English is not the primary language, will be required to possess a minimum score on the Test of English for Foreign Language (TOEFL) of 600 for the paper-based test and 80 for the Internet-based test. Further, international applicants may also take the Pearson Test of English (PTE). The minimum required score for admission is 53. Scores are valid for two years.

Requirements

The program requires students to complete no less than 11 courses and a minimum of 44 units. Of the minimum 11 courses needed to complete the program, students must satisfactorily complete 9 required courses. The required courses are as follows:

- MPAC 230 Accounting Proseminar: Career and Professional Development (Students must enroll in both Proseminar courses.)
- MPAC 231A Financial Statement Analysis and Valuation I
- MPAC 231B Financial Statement Analysis and Valuation II
- MPAC 232 Taxes and Business Strategy
- MPAC 235 Advanced Managerial Accounting
- MPAC 237 International Accounting
- MPAC 238 Advanced Auditing and Forensics
- MPAC 239 Ethics in Accounting and Business
- MPAC 291 Professional Research and Communication

Students will be expected to enroll and successfully complete at least a 4-unit elective course in both the winter and spring quarters. Students can select from a number of elective offerings available through the School’s fully employed M.B.A. program and those within the Real Estate program. Students who need to meet the upper-division undergraduate requirements may also enroll in two courses from the undergraduate accounting programs as an additional part of the M.P.Ac. program. Further, students will be encouraged to pursue a formal paid internship experience in the winter quarter and enroll in MPAC 290 Internship in Accounting, a 4-unit course, in the winter quarter as well.

Executive MBA Courses

MGMT EP 200. Management of Innovative Organizations. 7 Units.

Using concepts from organization studies and strategy, students examine different frameworks for analyzing and designing innovative organizations, the foundations of strategy and competitive analysis, alliances and networks as a source of innovation, and key issues in managing innovation effectiveness.

Grading Option: Satisfactory/unsatisfactory only.

Same as MGMT 200, MGMT FE 200.

Restriction: Master of Business Administration students only.


Focuses on the application of the quantitative model-building approach to problem solving by integrating modern computer technology with quantitative techniques. Application of methodology to problems of management production and service operations.
MGMT EP 201A. Statistics for Management. 5 Units.
Methods of statistical inference, emphasizing applications to administrative and management decision problems. Topics: classical estimation and hypothesis testing, regression, correlation, analysis of variance, decision analysis, and forecasting.

Same as MGMT 201A, MGMT FE 201A.

MGMT EP 201B. Management Science. 5 Units.
Introduction to management science tools for aiding managerial decision making with emphasis on model applicability, formulation, and interpretation. Use of computer laboratory’s management science software packages. Topics: mathematical programming, stochastic processes, queueing systems, simulation.

Same as MGMT 201B, MGMT FE 201B.

MGMT EP 202. Organizational Analysis for Management. 5 Units.
Develops a better understanding of the causes and consequences of individual and group behavior, and the frameworks by which to analyze and understand complex organizations; and enhances the skills required to manage and lead an organization.

Same as MGMT 202, MGMT FE 202.
Restriction: Master of Business Administration students only.

MGMT EP 203A. Financial Accounting for Management. 4 Units.
Examines issues related to measuring and communicating an entity’s economic activities and financial position and introduces financial statement analysis. The aim of financial accounting is to provide financial information that is useful in making economic decisions.

Same as MGMT 203A, MGMT FE 203A.
Restriction: Master of Business Administration students only.

MGMT EP 203B. Managerial Accounting for Management. 5 Units.
Involves developing and using financial and non-financial information to help organizations make planning, budgeting, control, operating, and performance evaluation decisions.

Same as MGMT 203B, MGMT FE 203B.

MGMT EP 204A. Microeconomics for Management. 5 Units.
Provides basic tools for analyzing economic decisions of consumers and firms, the determinants and consequences of market structure and market failure. Topics include demand and supply analysis, production and cost theory, perfect competition, monopoly, and introductory game theory.

Same as MGMT 204A, MGMT FE 204A.
Restriction: Executive M.B.A. students only.

MGMT EP 204B. Macroeconomics for Management. 5 Units.
Focuses on the use of macroeconomic analysis to manage the business cycle for competitive advantage. Such “business cycle-sensitive” management is explored within the context of marketing, operations management, HRM, merger and acquisition activity, and capital financing and expenditures.

Prerequisite: MGMT EP 204A.
Same as MGMT 204B, MGMT FE 204B.
Restriction: Master of Business Administration students only.

MGMT EP 205. Marketing Management. 4 Units.
Introduction to the field of marketing. Objectives include developing familiarity with fundamental concepts, theories, and techniques in marketing and acquainting students with the type of decisions made by marketing managers including customer targeting, product, pricing, distribution, promotion, and research.

Same as MGMT 205, MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT EP 206. Business and Government. 4 Units.
Introduces students to the many non-market issues that affect today’s managers, such as: environmental protection, health and safety, intellectual property protection, antitrust, and lobbying. An interdisciplinary approach using economics, political science, public policy and law.

Same as MGMT 206, MGMT FE 206.
Restriction: Master of Business Administration students only.

MGMT EP 207. Information Technology for Management. 5 Units.
Focuses on the technological and managerial issues surrounding the development and use of IT in organizations. Examines role of technology in organizations, how technology can be used to execute an organization’s business strategy, and to enable new, innovative business strategies.

Same as MGMT 207, MGMT FE 207.
Restriction: Master of Business Administration students only.

MGMT EP 208. Operations Management. 5 Units.
Introduction to strategic and tactical issues in production and operations management. A blend of quantitative and qualitative considerations. Topics include: product planning, process design, capacity management, production planning, inventory control, distribution management, just-in-time manufacturing, quality management.

Same as MGMT 208, MGMT FE 208.
Restriction: Master of Business Administration students only.

MGMT EP 209A. Managerial Finance. 5 Units.
Introduces students to financial theory and concepts. The main topics covered are time value of money, valuation of stocks and bonds, capital budgeting, portfolio theory, capital structure choice.

Restriction: Master of Business Administration students only.

Examines the functions and responsibilities of senior management and the decisions that determine the direction of the organization and shape its future. Introduces students to concepts, frameworks, and analytical techniques firms use to analyze strategic issues.

Prerequisite: MGMT 202 and MGMT 205 and MGMT 209A.
Same as MGMT 210, MGMT FE 210.
Restriction: Master of Business Administration students only.
MGMT EP 213. New Venture Management: A Course in Entrepreneurship. 5 Units.
Focuses on survival and growth of new ventures. Involves a mix of live cases, guest speakers, discussion, and field projects with contemporary entrepreneurs to learn about successful new venture management and surviving the liabilities of newness.
Prerequisite: MGMT EP 202 and MGMT 205 and MGMT 210.
Restriction: Master of Business Administration students only.

MGMT EP 215. Global Competitive Strategy. 5 Units.
Examines the challenges and opportunities for international business focusing on how and why companies go global, global industry structure and competition, international market development and market entry, and the management of international business risks. Extensive use of cases and discussions.
Prerequisite: MGMT EP 202 and MGMT 205 and MGMT 210.
Restriction: Master of Business Administration students only.

MGMT EP 218. Business Dynamics. 5 Units.
Addresses how managers can successfully face the continuous challenges to their survival in a time-efficient, strategically sound manner. Builds on the cores strategy course by tackling an extended range of strategic responses to dynamic and competitive environment.
Restriction: Master of Business Administration students only.

MGMT EP 225. Negotiations. 5 Units.
Using a combination of theory and practice via negotiation simulations, students expand their repertoire of negotiating skills and develop their ability to analyze different negotiation situations and contexts.
Restriction: Master of Business Administration students only.

MGMT EP 229. Leadership Strategies. 5 Units.
Provides insights/perspectives about the study and development of leadership. Helps students answer three questions: Where am I currently as a leader? What tools can I use to improve my leadership? What is my plan for the future as a leader?
Restriction: Master of Business Administration students only.

MGMT EP 234. Financial Statement Analysis. 5 Units.
Develops an initial set of skills essential to using financial statements for business analysis. Topics include financial information "quality", earnings management, revenue recognition, forecasting financial information, and equity valuation.
Prerequisite: MGMT EP 203A.
Restriction: Master of Business Administration students only.

MGMT EP 248. Corporate Valuation. 5 Units.
Studies cases that expand concepts covered in the introductory corporate finance course and focuses on estimating the value of firms and projects in diverse settings.
Prerequisite: MGMT EP 209A and MGMT EP 209B.
Restriction: Master of Business Administration students only.

MGMT EP 259. Strategic Brand Management. 5 Units.
Brand management will increase student understanding of important issues in planning, implementing, and evaluating brand strategies; provides relevant theories, models, and tools for making brand decisions; enable students to apply these principles in a computer simulation of brand management.
Prerequisite: MGMT EP 205.
Restriction: Master of Business Administration students only.

MGMT EP 283. Decision Analysis. 5 Units.
Models of preferences and uncertainty; exercises in creative problem-solving. The assessment and use of preference models (von Neumann-Morgenstern expected utility and measurable value functions) for private, public, and not-for-profit decision making. Assessment and use of subjective probabilities in decision making.
Restriction: Master of Business Administration students only.

MGMT EP 290. CORP GOVERNANCE. 2-5 Units.
Special Instance.
Repeatability: Unlimited as topics vary.

MGMT EP 294. Special Topic ITM Seminars. 5 Units.
Each quarter a number of special topic ITM seminars are offered in the 294 series. Examples of possible topics include Business Intelligence, Technologies for Ecommerce.
Repeatability: May be repeated for credit unlimited times.
Restriction: Master of Business Administration students only.

MGMT EP 295. Global Business. 8 Units.
Emphasizes and reinforces international perspectives contained in the MBA curriculum by providing a week-long intensive seminar abroad in the second year. Scholars and business people from the host country instruct EMBA students in designed class sessions and company visits.

MGMT EP 296. Executive Leadership. 6 Units.
Focuses on the conceptual, practical, and personal dimensions of executive leadership. Past and current leadership theories are addressed. Individual personal assessment and diagnosis.
Same as MGMT FE 296.

MGMT EP 299. Individual Directed Study. 1-8 Units.
Individual study under the direction of a selected faculty member.
Same as MGMT 299, MGMT FE 299.
Fully Employed MBA Courses

MGMT FE 200. Management of Innovative Organizations. 7 Units.
Using concepts from organization studies and strategy, students examine different frameworks for analyzing and designing innovative organizations, the foundations of strategy and competitive analysis, alliances and networks as a source of innovation, and key issues in managing innovation effectiveness.

Grading Option: Satisfactory/unsatisfactory only.
Same as MGMT 200, MGMT EP 200.
Restriction: Master of Business Administration students only.

MGMT FE 201A. Statistics for Management. 5 Units.
Methods of statistical inference, emphasizing applications to administrative and management decision problems. Topics: classical estimation and hypothesis testing, regression, correlation, analysis of variance, decision analysis, and forecasting.
Same as MGMT 201A, MGMT EP 201A.

Restriction: Master of Business Administration students only.

MGMT FE 201B. Management Science. 5 Units.
Introduction to management science tools for aiding managerial decision making with emphasis on model applicability, formulation, and interpretation. Use of computer laboratory’s management science software packages. Topics: mathematical programming, stochastic processes, queueing systems, simulation.
Same as MGMT 201B, MGMT EP 201B.

Restriction: Master of Business Administration students only.

MGMT FE 202. Organizational Analysis for Management. 5 Units.
Develops a better understanding of the causes and consequences of individual and group behavior, and the frameworks by which to analyze and understand complex organizations; and enhances the skills required to manage and lead an organization.
Restriction: Master of Business Administration students only.

MGMT FE 203A. Financial Accounting for Management. 4 Units.
Examines issues related to measuring and communicating an entity’s economic activities and financial position and introduces financial statement analysis. The aim of financial accounting is to provide financial information that is useful in making economic decisions.
Same as MGMT 203A, MGMT EP 203A.
Restriction: Master of Business Administration students only.

MGMT FE 203B. Managerial Accounting for Management. 5 Units.
Involves developing and using financial and non-financial information to help organizations make planning, budgeting, control, operating, and performance evaluation decisions.
Same as MGMT 203B, MGMT EP 203B.

Restriction: Master of Business Administration students only.

MGMT FE 204A. Microeconomics for Management. 5 Units.
Provides basic tools for analyzing economic decisions of consumers and firms, the determinants and consequences of market structure and market failure. Topics include demand and supply analysis, production and cost theory, perfect competition, monopoly, and introductory game theory.
Same as MGMT 204A, MGMT EP 204A.
Restriction: Executive M.B.A. students only.

MGMT FE 204B. Macroeconomics for Management. 5 Units.
Focuses on the use of macroeconomic analysis to manage the business cycle for competitive advantage. Such “business cycle-sensitive” management is explored within the context of marketing, operations management, HRM, merger and acquisition activity, and capital financing and expenditures.
Prerequisite: MGMT EP 204A.
Same as MGMT 204B, MGMT EP 204B.
Restriction: Master of Business Administration students only.

MGMT FE 205. Marketing Management. 4 Units.
Introduction to the field of marketing. Objectives include developing familiarity with fundamental concepts, theories, and techniques in marketing and acquainting students with the type of decisions made by marketing managers including customer targeting, product, pricing, distribution, promotion, and research.
Same as MGMT 205, MGMT EP 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 206. Business and Government. 4 Units.
Introduces students to the many non-market issues that affect today’s managers, such as: environmental protection, health and safety, intellectual property protection, antitrust, and lobbying. An interdisciplinary approach using economics, political science, public policy and law.
Same as MGMT 206, MGMT EP 206.
Restriction: Master of Business Administration students only.

MGMT FE 207. Information Technology for Management. 4 Units.
Focuses on the technological and managerial issues surrounding the development and use of IT in organizations. Examines role of technology in organizations, how technology can be used to execute an organization’s business strategy, and to enable new, innovative business strategies.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 208. Operations Management. 4 Units.
Introduction to strategic and tactical issues in production and operations management. A blend of quantitative and qualitative considerations. Topics: product planning, process design, capacity management, production planning, inventory control, distribution management, just-in-time manufacturing, quality management.
Same as MGMT 208.
MGMT FE 209A. Managerial Finance. 4 Units.
Introduces students to financial theory and concepts. The main topics covered are time value of money, valuation of stocks and bonds, capital budgeting, portfolio theory, capital structure choice.
Prerequisite: MGMT FE 201A and MGMT FE 203A and MGMT FE 204A.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 209B. Investments. 4 Units.
Foundations of investment management. Theory and empirical evidence related to portfolio theory, market efficiency, asset pricing models, factor models, and option pricing theory. Students are expected to combine market research results and electronic information sources to create optimal investment strategies.
Prerequisite: MGMT FE 201A and MGMT FE 203A and MGMT FE 204A and MGMT FE 209A.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 210. Business Strategy. 4 Units.
Examines the functions and responsibilities of senior management and the decisions that determine the direction of the organization and shape its future. Introduces students to concepts, frameworks, and analytical techniques firms use to analyze strategic issues.
Prerequisite: MGMT 202 and MGMT 205 and MGMT 210.
Same as MGMT 210, MGMT EP 210.
Restriction: Master of Business Administration students only.

MGMT FE 213. New Venture Management: A Course in Entrepreneurship. 4 Units.
Focuses on survival and growth of new ventures. Involves a mix of live cases, guest speakers, discussion, and field projects with contemporary entrepreneurs to learn about successful new venture management and surviving the liabilities of newness.
Prerequisite: MGMT 202 and MGMT 205 and MGMT 209A.

MGMT FE 214. Entrepreneurship: Planning the New Venture. 4 Units.
Project course in which student teams develop a business plan to launch a new venture. The final business plan is presented to a panel of private investors, venture capitalists, entrepreneurs, experienced executives, and faculty.
Prerequisite: MGMT FE 202 and MGMT FE 205 and MGMT FE 210.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 215. Global Competitive Strategy. 4 Units.
Examines the challenges and opportunities for international business focusing on how and why companies go global, global industry structure and competition, international market development and market entry, and the management of international business risks. Extensive use of cases and discussions.
Prerequisite: MGMT FE 202 and MGMT FE 205 and MGMT FE 210.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 218. Business Dynamics. 4 Units.
Addresses how managers can successfully face the continuous challenges to their survival in a time-efficient, strategically sound manner. Builds on the cores strategy course by tackling an extended range of strategic responses to dynamic and competitive environment.
Prerequisite: MGMT FE 200 and MGMT FE 202 and MGMT FE 210.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 220. Organizational Change. 4 Units.
Focuses in the implementation of change. Focus is on identifying the features of successful change in organizations of varying sizes and configurations, with an emphasis on the reasons why individuals resist or embrace change.
Prerequisite: MGMT FE 200 and MGMT FE 202.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 225. Negotiations. 4 Units.
Using a combination of theory and practice via negotiation simulations, students expand their repertoire of negotiating skills and develop their ability to analyze different negotiation situations and contexts.
Prerequisite: MGMT FE 200 and MGMT FE 202.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 228. International Management. 4 Units.
Introduction to the effects of different national cultures and political/economic systems on the assumptions, expectations, organizational practices, and organizational practices, and organizational forms relevant to cross-national organizational work.
Prerequisite: MGMT 200 and MGMT 202.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 229. Leadership Strategies. 4 Units.
Provides insights/perspectives about the study and development of leadership. Helps students answer three questions: Where am I currently as a leader? What tools can I use to improve my leadership? What is my plan for the future as a leader?
Prerequisite: MGMT FE 200 and MGMT FE 202.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 231A. FSA-Earnings Quality and Asset Analysis. 4 Units.
Develops skills essential to using financial statements for business analysis by examining financial information quality, profitability and risk analysis, earnings management, revenue recognition, asset recognition and valuation, and how financial reporting is related to the business environment and managerial incentives.
Prerequisite: MGMT FE 203A.
Restriction: Fully Employed M.B.A. Program students only.
MGMT FE 231B. FSA-Liability and Equity Analysis. 4 Units.
Focuses on the financial statement analysis of liabilities and stockholders’ equity. Covers topics such as forecasting financial statements, earnings-based valuation models, accounting analysis of mergers and acquisitions, leases, bankruptcy prediction, and derivatives.
Prerequisite: MGMT FE 231A.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 234. Financial Statement Analysis. 4 Units.
Develops an initial set of skills essential to using financial statements for business analysis. Topics include financial information “quality,” earnings management, revenue recognition, forecasting financial information, and equity valuation.
Prerequisite: MGMT FE 203A.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 242. Portfolio Management. 4 Units.
Advanced portfolio decision making. Topics include index models, portfolio performance measures, bond portfolio management and interest immunization, stock market anomalies, and market efficiency.
Prerequisite: MGMT FE 201A and MGMT FE 203A and MGMT FE 204A and MGMT FE 209A and MGMT FE 209B.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 243. Bonds and Fixed Income. 4 Units.
During the past decade, there has been a tremendous amount of innovation in the design and use of debt securities. Focuses on techniques and methodologies for valuing different types of debt as well as their uses.
Prerequisite: MGMT FE 201A and MGMT FE 203A and MGMT FE 204A and MGMT FE 209A and MGMT FE 209B.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 248. Corporate Valuation. 4 Units.
Studies cases the expand concepts covered in the introductory corporate finance course and focuses on estimating the value of firms and projects in diverse settings.
Prerequisite: MGMT FE 209A and MGMT FE 209B.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 249. Derivatives. 4 Units.
Studies options, futures, and other derivatives. The first part covers forward, futures, and swaps. The second part examines the pricing of options. Applications of these instruments are emphasized.
Prerequisite: MGMT FE 201A and MGMT FE 203A and MGMT FE 204A and MGMT FE 209A and MGMT FE 209B.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 250. Consumer Behavior. 4 Units.
Examines consumer decision-making process with emphasis on application of concepts and research findings from behavioral sciences for solution of marketing problems. Includes models of consumer decision-making, information processing theories, and sociological influences on consumer decision-making.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 251A. Marketing Research. 4 Units.
Covers conducting marketing research to generate consumer insights that will drive sales, market share, and profitability, and/or realize other quantitative objectives. Discusses problem formulation, data collection, statistical analyses, formulating managerial recommendations, implementation, and how research is used by companies.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 252A. Advertising and Communications Management. 4 Units.
Covers integrated marketing communications which includes advertising, sales promotions, public relations, and direct mail. Topics include elements of a communications plan, marketing research including copy testing and tracking, creating brand value, media strategies, and measuring return on investments.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 252D. New Product Development. 4 Units.
Designed to introduce the new product development process and techniques to identify markets, develop new product ideas, measure consumer preferences, position and design new products as well as test them prior to launch. Analytical thinking and techniques are emphasized.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 253. Advanced Micromarketing. 4 Units.
Develop marketing plans for retailers and neighborhoods based on past purchases and demographics. Covers retail site selection, category management, promotion management, shelf space allocation, pricing, promotions, targeted advertising, consumer segmentation, media selection, list management, and GIS software.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 256. Design Management and Innovation. 4 Units.
Presents a design-driven approach, from design as organizational vision to strategic innovation to managing the design process. The students are exposed to design fundamentals and work in teams that involve creativity workshops and real world projects.
Restriction: Fully Employed M.B.A. Program students only.
MGMT FE 257. Marketing on the Internet. 4 Units.
Examines the impact of the Internet on traditional methods of doing marketing, and explores its existing and future uses. Discusses how to capitalize on and increase the Internet’s utility as a tool that can increase marketing effectiveness, efficiency and competitiveness.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 256. Marketing Strategies for High Technology. 4 Units.
Framework and tools for managing technology-intensive businesses. Product and pricing policies; Network externalities; Compatibility concerns; Systems competitions; Technological and market uncertainty; Technology licensing strategies; Contracting in high-tech markets; Product line design; Product bundling strategies; Usage-based pricing; Pricing of networks; Auctions.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 259. Strategic Brand Management. 4 Units.
Address important branding decisions faced by organizations. A computer simulation allow students hands-on experience in making decisions about their brand and seeing the results of those decisions.
Prerequisite: MGMT FE 205.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 272. Critical IT Decisions for Business Executives. 4 Units.
Develops frameworks to help business executives make critical IT decisions. Examples include how much to invest in IT, determining management practices to maximize return on IT investment, sourcing strategies for IT and business process outsourcing, strategies for digital environments.
Prerequisite: MGMT FE 207.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 273. Business Intelligence for Analytical Decisions. 4 Units.
Introduces methods to mine data repositories for business intelligence to facilitate analytical decision-making. Topics include clustering for market segmentation, association rules to discover relationships between different purchase decisions, Naive-Bayes classification techniques for decision making using decision-trees.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 274. Database Management & Strategic. 4 Units.
Examines contemporary business applications of databases including CRM, knowledge management, data-warehousing, data-mining and business intelligence. Also covers the database design process with a focus on enabling business decision making including capturing the linkages among data, and retrieving data.
Prerequisite: MGMT FE 207.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 279. Digital Strategies and Markets. 4 Units.
Examines how online social media are impacting organizations and markets. Topics include collective intelligence, online social influence, social networks, and social media monetization. The target audience consists of students interested in IT consulting, competitive strategy, marketing, and entrepreneurship.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 280. Forecasting. 4 Units.
Basic theory and techniques used to forecast future activities in technological, economic, social, and political arenas. Impact of forecasting on managerial decision making.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 281. Analytical Decision-making Models for Management. 4 Units.
An introduction to Excel spreadsheet-based models for decision making. Topics include linear and non-linear optimization and simulation models. Excel Solver will be used as the optimization tool and Crystal Ball will be used as the simulation tool.
Restriction: Graduate students only.

MGMT FE 283. Decision Analysis. 4 Units.
Models of preferences and uncertainty; exercises in creative problem-solving. The assessment and use of preference models (von Neumann-Morgenstern expected utility and measurable value functions) for private, public, and not-for-profit decision making. The assessment and use of subjective probabilities in decision.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 285. Supply Chain Management. 4 Units.
Focuses on the management and improvement of global supply chains. Course materials center on several key issues including effective management of material flows, the role of information and technology, and managing supply chain incentive conflicts. Recent innovations in global supply.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 287. Project Management. 4 Units.
Examines the fundamental components of project management and its role in the modern corporation. Emphasis is on how to initiate, implement, control, and terminate a project. Use of computer package for project management.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 290. Special Topics. 2-4 Units.
Generic Parent file for Special Topics.
Repeatability: Unlimited as topics vary.
Restriction: Fully Employed M.B.A. Program students only.

MGMT FE 292. Business Law. 4 Units.
Detailed study from a business viewpoint of contract theories, assignments, delegation of duties, third-party beneficiary contracts, defenses to consensual contracts, types of conditions, methods of excusing conditions, remedies, and types of damages.
Restriction: Fully Employed M.B.A. Program students only.
Health Care MBA Courses

MGMT HC 200. Management of Innovative Organizations. 7 Units.
Using concepts from organization studies and strategy, students examine different frameworks for analyzing and designing innovative organizations, the foundations of strategy and competitive analysis, alliances and networks as a source of innovation, and key issues in managing innovation effectiveness.

Grading Option: Satisfactory/unsatisfactory only.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 201A. Statistics for Management. 5 Units.
Methods of statistical inference, emphasizing applications to administrative and management health care decision problems. Topics: Classical estimation and hypothesis testing, regressions, correlation analysis of variance, decision analysis, and forecasting.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 201B. Management Science. 5 Units.
Introduction to management science tools for aiding health care managerial decision making, with emphasis on model applicability, formulation, and interpretation. Use of computer laboratory's management science software packages. Topics: mathematical programming, stochastic processes, queueing systems, simulation.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 202. Organizational Analysis for Management. 5 Units.
Develops a better understanding of the causes and consequences of individual and group behavior, and the frameworks by which to analyze and understand complex organizations; and enhances the skills required to manage and lead an organization.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 203A. Financial Accounting for Management. 5 Units.
Examines issues related to measuring and communicating an entity's economic activities and financial position and introduces financial statement analysis. The aim of financial accounting is to provide financial information that is useful in making economic decisions.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 203B. Managerial Accounting for Management. 5 Units.
Involves developing and using financial and non-financial information to help organizations make planning, budgeting, control, operating, and performance evaluation decisions.

Prerequisite: MGMT HC 203A.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 204A. Microeconomics for Management. 5 Units.
Provides basic tools for analyzing economic decisions of consumers and firms, the determinants and consequences of market structure and market failure. Topics include demand and supply analysis, production and cost theory, perfect competition, monopoly, and introductory game theory.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 204B. Macroeconomics for Management. 5 Units.
Focuses on the use of macroeconomic analysis to manage the business cycle for competitive advantage. Such "business cycle-sensitive" management is explored within the context of marketing, operations management, HRM, merger and acquisition activity, and capital financing and expenditures.

Prerequisite: MGMT HC 204A.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 205. Marketing Management. 5 Units.
Introduction to the field of marketing. Objectives include developing familiarity with fundamental concepts, theories, and techniques in marketing and acquainting students with the type of decisions made by marketing managers including customer targeting, product, pricing, distribution, promotion, and research.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 206. Business and Government. 2 Units.
Focuses on the relationship between business and government, and the ways in which members of the business community help shape local, state, and federal public policy. Topics include: issues management, lobbying, impact of technology, impact of the media, and privatization.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 207. Information Technology for Management. 5 Units.
Focuses on the technological and managerial issues surrounding the development and use of IT in organizations. Examines role of technology in organizations, how technology can be used to execute an organization's business strategy, and to enable new, innovative business strategies.

Restriction: Health Care Executive M.B.A. students only.
MGMT HC 209A. Managerial Finance. 5 Units.
Introduces students to financial theory and concepts. The main topics covered are time value of money, valuation of stocks and bonds, capital budgeting, portfolio theory, capital structure choice.
Prerequisite: MGMT HC 201A and MGMT HC 203A and MGMT HC 204A.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 209B. Investments. 3 Units.
Foundations of investment management. Theory and empirical evidence related to portfolio theory, market efficiency, asset pricing models, factor models, and option pricing theory. Students are expected to combine market research results and electronic information sources to create optimal investment strategies.
Prerequisite: MGMT HC 201A and MGMT HC 203A and MGMT HC 204A and MGMT HC 209A.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 210. Business Strategy. 5 Units.
Examines the functions and responsibilities of senior management and the decisions that determine the direction of the organization and shape its future. Introduces students to concepts, frameworks, and analytical techniques firms use to analyze strategic issues.
Prerequisite: MGMT HC 202 and MGMT 205 and MGMT 210.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 213. New Venture Management: A Course in Entrepreneurship. 2-5 Units.
Focuses on survival and growth of new ventures. Involves a mix of live cases, guest speakers, discussion, and field projects with contemporary entrepreneurs to learn about successful new venture management and surviving the liabilities of newness.
Prerequisite: MGMT HC 202 and MGMT 205 and MGMT 210.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 214. Entrepreneurship: Planning the New Venture. 2-5 Units.
Project course in which student teams develop a business plan to launch a new venture. The final business plan is presented to a panel of private investors, venture capitalists, entrepreneurs, experienced executives, and faculty.
Prerequisite: MGMT HC 202 and MGMT 205 and MGMT 210.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 215. Global Competitive Strategy. 5 Units.
Examines the challenges and opportunities for international business focusing on how and why companies go global, global industry structure and competition, international market development and market entry, and the management of international business risks. Extensive use of case and discussions.
Prerequisite: MGMT HC 202 and MGMT 205 and MGMT 210.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 225. Negotiations. 2-5 Units.
Using a combination of theory and practice via negotiation simulations, students expand their repertoire of negotiating skills and develop their ability to analyze different negotiation situations and contexts.
Prerequisite: MGMT HC 200 and MGMT HC 202.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 234. Financial Statement Analysis. 2-5 Units.
Develops an initial set of skills essential to using financial statements for business analysis. Topics include financial information "quality", earnings management, revenue recognition, forecasting financial information, and equity valuation.
Prerequisite: MGMT HC 203A.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 248. Corporate Valuation. 2-5 Units.
Studies cases the expand concepts covered in the introductory corporate finance course and focuses on estimating the value of firms and projects in diverse settings.
Prerequisite: MGMT HC 209B.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 283. Decision Analysis. 2-5 Units.
Models of preferences and uncertainty; exercises in creative problem solving. Assessment and use of preference models (von Neumann-Morgenstern expected utility and measurable value functions) for private, public, and not-for-profit decision making. Assessment and use of subjective probabilities in decision making.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 287. Project Management. 2-5 Units.
Examines the fundamental components of project management and its role in the modern corporation. Emphasis is on how to initiate, implement, control, and terminate a project. Use of computer package for project management.
Restriction: Health Care Executive M.B.A. students only.

MGMT HC 290. HC STRATEGY. 2-5 Units.
Special Instance - ST.
Repeatability: May be repeated for credit unlimited times.

MGMT HC 292. Business Law. 2-5 Units.
Detailed study from a business viewpoint of contract theories, assignments, delegation of duties, third-party beneficiary contracts, defenses to consensual contracts, types of conditions, methods of excusing conditions, remedies, and types of damages.
Repeatability: May be repeated for credit unlimited times.
Restriction: Health Care Executive M.B.A. students only.
MGMT HC 295. Federal Policy in Health Care. 8 Units.
National/international one-week residential course exploring political analysis as related to management of health care organizations. Topics include political environment of management, concepts, and processes central to political analysis, bureaucratic politics, politics, and the manager.

Restriction: Health Care Executive M.B.A. students only.

MGMT HC 296. Executive Leadership. 7 Units.
Focuses on the conceptual, practical, and personal dimensions of executive leadership in health care. Past and current leadership theories are addressed. Individual personal assessment and diagnosis.

MGMT HC 299. Individual Study. 1-8 Units.
Individual study under the direction of a selected faculty member.

Repeatability: May be repeated for credit unlimited times.

Management MBA Courses

MGMTMBA 200. Management of Innovative Organizations. 4 Units.
Using concepts from organization studies and strategy, students examine different frameworks for analyzing and designing innovative organizations, the foundations of strategy and competitive analysis, alliances and networks as a source of innovation, and key issues in managing innovation effectiveness.

Grading Option: Satisfactory/unsatisfactory only.

Restriction: Master of Business Administration students only.

MGMTMBA 201A. Statistics for Management. 4 Units.
Methods of statistical inference, emphasizing applications to administrative and management decision problems. Topics: classical estimation and hypothesis testing, regression, correlation, analysis of variance, decision analysis, and forecasting.

Prerequisite: Courses in basic statistics with probability.

MGMTMBA 201B. Management Science. 2 Units.
An introduction to computer-based models for decision making. Topics include optimization (linear programming, integer programming, network flow models) and computer simulation. Uses spreadsheets extensively, including Excel built-in and add-in packages.

MGMTMBA 202. Organizational Analysis for Management. 4 Units.
Develops a better understanding of the causes and consequences of individual and group behavior, and the frameworks by which to analyze and understand complex organizations; and enhances the skills required to manage and lead an organization.

Restriction: Master of Business Administration students only.

MGMTMBA 203A. Financial Accounting for Management. 4 Units.

Restriction: Master of Business Administration students only.

MGMTMBA 203B. Managerial Accounting for Management. 5 Units.
Involves developing and using financial and non-financial information to help organizations make planning, budgeting, control, operating, and performance evaluation decisions.

Same as MGMT 203B, MGMT FE 203B.

MGMTMBA 204A. Microeconomics for Management. 4 Units.
Provides basic tools for analyzing economic decisions of consumers and firms, the determinants and consequences of market structure and market failure. Topics include demand and supply analysis, production and cost theory, perfect competition, monopoly, and introductory game theory.

Restriction: Master of Business Administration students only.

MGMTMBA 204B. Macroeconomics for Management. 4 Units.
Focuses on the use of macroeconomic analysis to manage the business cycle for competitive advantage. Such "business cycle-sensitive" management is explored within the context of marketing, operations management, HRM, merger and acquisition activity, and capital financing and expenditures.

Prerequisite: MGMTMBA 204A.

Restriction: Master of Business Administration students only.

MGMTMBA 205. Marketing Management. 4 Units.
Introduction to the field of marketing. Objectives include developing familiarity with fundamental concepts, theories, and techniques in marketing and acquainting students with the type of decisions made by marketing managers including customer targeting, product, pricing, distribution, promotion, and research.

Restriction: Master of Business Administration students only.

MGMTMBA 206. Business and Government. 4 Units.
Introduces students to the many non-market issues that affect today's managers, such as: environment protection, health and safety, intellectual property protection, antitrust, and lobbying. Takes an interdisciplinary approach using economics, political science, public policy and law.

Restriction: Master of Business Administration students only.

MGMTMBA 207. Information Technology for Management. 4 Units.
Focuses on the technological and managerial issues surrounding the development and use of IT in organizations. Examines role of technology in organizations, how technology can be used to execute an organization's business strategy and to enable new, innovative business strategies.

Restriction: Master of Business Administration students only.

MGMTMBA 208. Operations Management. 4 Units.
Introduction to strategic and tactical issues in production and operations management. A blend of quantitative and qualitative considerations. Topics: product planning, process design, capacity management, production planning, inventory control, distribution management, just-in-time manufacturing, quality management.

MGMTMBA 209A. Managerial Finance. 4 Units.
Introduces students to financial theory and concepts. The main topics covered are time value of money, valuation of stocks and bonds, capital budgeting, portfolio theory, capital structure choice.

Prerequisite: MGMTMBA 201A and MGMTMBA 203A and MGMTMBA 204A.

Restriction: Master of Business Administration students only.
MGMTMBA 209B. Investments. 4 Units.
Foundations of investment management. Theory and empirical evidence related to portfolio theory, market efficiency, asset pricing models, factor models, and option pricing theory. Students are expected to combine market research results and electronic information sources to create optimal investment strategies.
Prerequisite: MGMTMBA 209A.
Restriction: Master of Business Administration students only.

MGMTMBA 210. Business Strategy. 4 Units.
Examines the functions and responsibilities of senior management and the decisions that determine the direction of the organization and shape its future. Introduces students to concepts, frameworks, and analytical techniques firms use to analyze strategic issues.
Prerequisite: MGMTMBA 202 and MGMTMBA 205 and MGMTMBA 209A.
Restriction: Master of Business Administration students only.

MGMTMBA 211. MBA Proseminar. 0 Units.
Provides students in the Merge School Full-time MBA Program with information and practical skills for success in the MBA program, and for business career planning.
Grading Option: Satisfactory/unsatisfactory only.
Repeatability: May be repeated for credit unlimited times.

MGMTMBA 213. New Venture Management: A Course in Entrepreneurship. 4 Units.
Focuses on survival and growth of new ventures. Involves a mix of live cases, guest speakers, discussion, and field projects with contemporary entrepreneurs to learn about successful new venture management and surviving the liabilities of newness.
Prerequisite: MGMTMBA 202 and MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 215. Global Competitive Strategy. 4 Units.
Examines the challenges and opportunities for international business focusing on how and why companies go global, global industry structure and competition, international market development and market entry, and the management of international business risks. Extensive use of cases and discussions.
Prerequisite: MGMTMBA 202 and MGMTMBA 205 and MGMTMBA 210.
Restriction: Master of Business Administration students only.

MGMTMBA 218. Business Dynamics. 4 Units.
Addresses how managers can successfully face the continuous challenges to their survival in a time-efficient, strategically sound manner. Builds on the core strategy course by tackling an extended range of strategic responses to dynamic and competitive environments.
Prerequisite: MGMTMBA 200 and MGMTMBA 202 and MGMTMBA 210.
Restriction: Master of Business Administration students only.

MGMTMBA 220. Organizational Change. 4 Units.
Focuses in the implementation of change. Focus is on identifying the features of successful change in organizations of varying sizes and configurations, with an emphasis on the reasons why individuals resist or embrace change.
Prerequisite: MGMTMBA 200 and MGMTMBA 202.
Restriction: Master of Business Administration students only.

MGMTMBA 225. Negotiations. 4 Units.
Using a combination of theory and practice via negotiation simulations, students expand their repertoire of negotiating skills and develop their ability to analyze different negotiation situations and contexts.
Prerequisite: MGMTMBA 200 and MGMTMBA 202.
Restriction: Master of Business Administration students only.

MGMTMBA 228. International Management. 4 Units.
Introduction to the effects of different national cultures and political/economic systems on the assumptions, expectations, organizational practices, and organizational forms relevant to cross-national organizational work.
Prerequisite: MGMTMBA 200 and MGMTMBA 202.
Restriction: Master of Business Administration students only.

MGMTMBA 229. Leadership Strategies. 4 Units.
Provides insight/perspectives about the study and development of leadership. Helps students answer three questions: Where am I currently as a leader? What tools can I use to improve my leadership? What is my plan for the future as a leader?.
Prerequisite: MGMTMBA 200 and MGMTMBA 202.
Restriction: Master of Business Administration students only.

MGMTMBA 231A. FSA-Earnings Quality and Asset Analysis. 4 Units.
Develops skills essential to using financial statements for business analysis by examining financial information quality, profitability and risk analysis, earnings management, revenue recognition, asset recognition and valuation, and how financial reporting is related to the business environment and managerial incentives.
Prerequisite: MGMTMBA 203A.
Restriction: Master of Business Administration students only.

MGMTMBA 231B. FSA-Liability and Equity Analysis. 4 Units.
Focuses on the financial statement analysis of liabilities and stockholders’ equity. Covers topics such as forecasting financial statements, earnings-based valuation models, accounting analysis of mergers and acquisitions, leases, bankruptcy prediction, and derivatives.
Prerequisite: MGMTMBA 203A.
Restriction: Master of Business Administration students only.
MGMTMBA 234. Financial Statement Analysis. 4 Units.
Develops an initial set of skills essential to using financial statements for business analysis. Topics include financial information "quality," earnings management, revenue recognition, forecasting financial information, and equity valuation.
Prerequisite: MGMTMBA 203A.
Restriction: Master of Business Administration students only.

MGMTMBA 236. Accounting Control and Corporate Governance. 4 Units.
Equips MBA students with skills to deal with the challenges and opportunities organizations face in dealing with the separation of ownership and control.
Prerequisite: MGMTMBA 203A and MGMTMBA 203B.
Restriction: Master of Business Administration students only.

MGMTMBA 242. Portfolio Management. 4 Units.
Advanced portfolio decision-making. Topics include index models, portfolio performance measures, bond portfolio management and interest immunization, stock market anomalies and market efficiency.
Prerequisite: MGMTMBA 201A and MGMTMBA 201B and MGMTMBA 204A and MGMTMBA 209A and MGMTMBA 209B.

MGMTMBA 243. Bonds and Fixed Income. 4 Units.
During the past decade, there has been a tremendous amount of innovation in the design and use of debt securities. Focuses on techniques and methodologies for valuing different types of debt as well as their uses.
Prerequisite: MGMTMBA 201A and MGMTMBA 203A and MGMTMBA 204A and MGMTMBA 209A and MGMTMBA 209B.
Restriction: Master of Business Administration students only.

MGMTMBA 244. Multinational Finance. 4 Units.
Focuses on financial issues facing multinational corporations, the most important of which is the management of foreign exchange risk. Other topics covered are investments and financing decisions in international capital markets.
Prerequisite: MGMTMBA 201A and MGMTMBA 201B and MGMTMBA 204A and MGMTMBA 209A and MGMTMBA 209B.

MGMTMBA 246A. Introduction to Real Estate Process. 4 Units.
Introductory survey course providing a working knowledge of the real estate market. Topics include real estate economics, valuation, feasibility, investment, tax considerations, financing, development, and corporate real estate asset management. Lectures and cases, with supplemental presentations by real estate professionals.

MGMTMBA 246B. International Real Estate. 4 Units.
Survey of international real estate investment opportunities. Topics include size and breadth; opportunities and challenges (tax treatment, currency/political/market risks, transaction costs, lack of local knowledge); ownership vehicles (REITs, joint ventures, equity funds, etc.). Global cast of guest lecturers supplements lectures.
Restriction: Master of Business Administration students only.

MGMTMBA 246C. Real Estate Capital Markets. 4 Units.
Understanding the four sectors of real estate capital markets: public debt, private debt, public equity, private equity; fundamental drivers of real estate investment; key players; investment types; underwriting strategies; debt vs. equity source characteristics and implications for returns.

MGMTMBA 246D. The Real Estate Development Process. 4 Units.
Nature and composition of development community and development process. Emphasis on role of conflicting interests, values and goals, and market uncertainty. Special attention paid to deal structuring and risk management. Lectures, guest lecturers, team projects evaluating actual development project.

MGMTMBA 246E. Mortgage-Backed Securities and Structured Finance. 4 Units.
Theory and operation of the residential and commercial mortgage-backed securities markets. Historical introduction, pricing and technical analysis, the securitization process and roles of individual players, investment characteristics, structured finance and derivatives, recent policy issues. Guest lecturers from industry supplement lectures.

MGMTMBA 246F. Seminar in Management of the Real Estate Enterprise. 4 Units.
Capstone seminar. Looks beyond “The Deal” to management of the real estate enterprise itself. Explores aspects of decision-making focused upon strategic objectives: goal setting, legal/tax structures, public vs. closely-held entities, corporate ethics, capital structure, managing growth, diversification, technology. Guest professionals.

MGMTMBA 246G. Applied Real Estate Security Analysis and Portfolio Management. 4 Units.
Provides an understanding of the public real estate investment trust (REIT) market and its place in modern investment strategies, presents methods for analyzing and valuing companies, and introduces basic concepts for constructing and managing a real estate investment portfolio.

MGMTMBA 248. Corporate Valuation. 4 Units.
Studies cases that expand concepts covered in the introductory corporate finance course and focuses on estimating the value of firms and projects in diverse settings.
Prerequisite: MGMTMBA 209B.
Restriction: Master of Business Administration students only.

MGMTMBA 249. Derivatives. 4 Units.
Studies options, futures, and other derivatives. The first part covers forward, futures, and swaps. The second part examines the pricing of options. Applications of these instruments are emphasized.
Prerequisite: MGMTMBA 201A and MGMTMBA 203A and MGMTMBA 204A and MGMTMBA 209A and MGMTMBA 209B.
Restriction: Master of Business Administration students only.

MGMTMBA 250. Consumer Behavior. 4 Units.
Examines consumer decision-making process with emphasis on application of concepts and research findings from behavioral sciences for solution of marketing problems. Includes models of consumer decision-making, information processing theories, and sociological influences on consumer decision-making.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.
MGMTMBA 251A. Marketing Research. 4 Units.
Covers conducting marketing research to generate consumer insights that will drive sales, market share, and profitability and/or realize other quantitative objectives. Discusses problem formulation, data collection, statistical analyses, formulating managerial recommendations, implementation, and how research is used by companies.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 252A. Advertising and Communications Management. 4 Units.
Covers integrated marketing communications which includes advertising, sale promotions, public relations, and direct mail. Topics include elements of a communications plan, marketing research including copy testing and tracking, creating brand value, media strategies, and measuring return on investment.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 252D. New Product Development. 4 Units.
Designed to introduce the new product development process and techniques to identify markets, develop new product ideas, measure consumer preferences, position and design new products as well as test them prior to launch. Analytical thinking and techniques are emphasized.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 256. Design Management and Innovation. 4 Units.
Presents a design-driven approach, from design as organizational vision to strategic innovation to managing the design process. Students are exposed to design fundamentals and work in teams that involve creativity workshops and real-world projects.
Restriction: Master of Business Administration students only.

MGMTMBA 257. Marketing on the Internet. 4 Units.
Examines impact of the Internet on traditional methods of doing marketing, and explores its existing and future uses. Discusses how to capitalize on and increase the Internet’s utility as a tool that can increase marketing effectiveness, efficiency, and competitiveness.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 258. Marketing Strategies for High Technology. 4 Units.
Framework and tools for managing technology-intensive businesses. Product and pricing policies; network externalities; compatibility concerns; systems competition: technological and market uncertainty; technology licensing strategies; contracting in high-tech markets; product line design; product bundling strategies; usage-based pricing; pricing of networks.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 259. Strategic Brand Management. 4 Units.
Addresses important branding decisions faced by organizations. A computer simulation allows students hands-on experience in making decisions about their brand and seeing the results of those decisions.
Prerequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 261A. Physicians, Executives, and Healthcare Law. 4 Units.
Elective course offered alternating years, for the UCI MBA students. Designed to bring to the classroom major healthcare law issues.
Prerequisite: MGMTMBA 201A.

MGMTMBA 261B. Physicians, Executives, and Health Leadership. 4 Units.
Elective course offered alternating years, for the UCI MBA students. Designed to bring to the classroom major healthcare leadership and management issues from both the executive and physician perspective.
Prerequisite: MGMTMBA 201A.

MGMTMBA 262. Managing Nonprofits. 4 Units.
Focuses on the similarities and differences between for-profit and nonprofit organizations, with emphasis on the management of nonprofits. Topics include: marketing, fundraising, staffing, management/director relationships, use of volunteers, and emerging career opportunities.
Restriction: Master of Business Administration students only.

MGMTMBA 264. US Health Policy. 4 Units.
Provides an overview of US health policy with a particular emphasis on current policy developments and debates. Students will be introduced to the basic tools of policy analysis and will apply them to health policy issues.
Restriction: Master of Business Administration students only.

MGMTMBA 272. Critical IT Decisions for Business Executives. 4 Units.
Develops frameworks to help business executives make critical IT decisions. Examples include how much to invest in IT, determining management practices to maximize return on IT investment, sourcing strategies for IT and business process outsourcing, strategies for digital environments.
Prerequisite: MGMTMBA 207.
Restriction: Master of Business Administration students only.

MGMTMBA 273. Business Intelligence for Analytical. 4 Units.
Introduces methods to mine data repositories for business intelligence to facilitate analytical decision-making. Topics include clustering for market segmentation, association rules to discover relationships between different purchase decisions, Naive-Bayes classification techniques for decision making using decision-trees.
Restriction: Master of Business Administration students only.
MGMTMBA 274. Database Management and Strategic Applications. 4 Units.
Examines contemporary business applications of databases including CRM, knowledge management, data-warehousing, data-mining, and business intelligence. Also covers the database design process with a focus on enabling business decision making including capturing the linkages among data, and retrieving data.

Prerequisite: MGMTMBA 207.
Restriction: Master of Business Administration students only.

MGMTMBA 279. Digital Strategies and Markets. 4 Units.
Examines how online social media are impacting organizations and markets. Topics include collective intelligence, online social influence, social networks, and social media monetization. The target audience consists of students interested in IT consulting, competitive strategy, marketing, and entrepreneurship.

Restriction: Master of Business Administration students only.

MGMTMBA 280. Forecasting. 4 Units.
Basic theory and techniques used to forecast future activities in technological, economic, social, and political arenas. Impact of forecasting on managerial decision making.

MGMTMBA 282. Revenue Management . 4 Units.
Students learn to apply advanced analytics to earn incremental revenue through the efficient use of resources and science-based pricing methods. Statistics and optimization (using Excel and Excel Solver). Industry-specific implementation issues.

Restriction: Master of Business Administration students only.

MGMTMBA 283. Decision Analysis. 4 Units.
Models of preferences and uncertainty; exercises in creative problem solving. Assessment and use of preference models (von Neumann-Morgenstern expected utility and measurable value functions) for private, public, and not-for-profit decision making. Assessment and use of subjective probabilities in decision making.

Restriction: Master of Business Administration students only.

MGMTMBA 285. Supply Chain Management. 4 Units.
Focuses on the effective coordination of materials, the role of information and technology, and channel conflicts in global supply chains. Recent innovations in global supply chain management are also discussed, including the impact of electronic commerce.

Restriction: Master of Business Administration students only.

MGMTMBA 293. Biotech Management . 5 Units.
Taught jointly by Biological Sciences and Merage School faculty, the course addresses fundamental aspects within, and associated with, the biotechnology industry. Curriculum is focused largely on management issues, including finance, product development, pharmaceuticals, project management, regulatory affairs, and ethics.

Same as MOL BIO 253.
Restriction: Master’s Program in Biotechnology Management students only.

MGMTMBA 295B. Micromarketing Lab. 2 Units.
Develop marketing plans for retail locations and neighborhoods based on past purchases and demographics. Topics include retail site selection, targeted advertising, promotion management, and category management. Gain experience with Geographic Information System (GIS) software and retail sales (POS) analysis.

Corequisite: MGMTMBA 205.
Restriction: Master of Business Administration students only.

MGMTMBA 295D. Operations Management Lab. 2 Units.
Introduces students to some basic skills of modeling and analyzing business processes using commercial process modeling software. Through class projects, provides students with hands-on experience in building simulation models for improving operational performance of business processes.

Corequisite: MGMTMBA 208.
Restriction: Master of Business Administration students only.

MGMTMBA 298. Experiential Learning. 4 Units.
Provides students the opportunity to put into practice concepts, skills, and tools acquired in other parts of the M.B.A. program. Seminars augment internship experiences with analyses of relevant administrative issues.

Restriction: Second-year MBA students only.

MGMTMBA 299. Individual Study . 1-12 Units.
Individual study under the direction of the selected faculty member.
Repeatability: May be repeated for credit unlimited times.
Restriction: Graduate students only.

Management PhD Courses
MGMTPHD 291. Ph.D. Special Topics Seminar. 2-12 Units.
Each quarter a number of special topic seminars are offered in the 291 series for Ph.D. students. Examples include topics such as methods seminar, experimental design, qualitative research, structural equation modeling.
Repeatability: Unlimited as topics vary.

MGMTPHD 297A. Doctoral Proseminar. 2-4 Units.
Analysis of the central theories and theoretical controversies in the field of management. Examination of the formal education for managerial careers and exploration of issues relating to professional careers in research and scholarship in the field of management.
Grading Option: Satisfactory/unsatisfactory only.
MGMTPHD 297B. University Teaching. 0 Units.
Designed to prepare students for teaching career; incorporates seminars addressing topics of classroom dynamics, syllabus preparation, teaching techniques; establishes mentor relationship with faculty member in student’s teaching area, provides classroom experience and includes option of videotape analysis of teaching style.

MGMTPHD 297F. Doctoral Research Methods for the Management and Business Social Sciences. 4 Units.
An introduction to the fundamentals of social science research: theory development, research design, methods, data management, and writing for scholarly publications; for doctoral students intending scholarly research careers. Involves hands-on practice in formulating hypotheses, designing research, and conducting journal reviews.

MGMTPHD 297G. Qualitative Research. 4 Units.
Focuses on qualitative research techniques for management. A hands-on course that includes in-depth/long interviews, visual research methods, participant/non-participant observation, verbal protocols, constructing field notes, multi-media approaches for data gathering and analyses.

Restriction: Graduate students only.

MGMTPHD 297H. Experimental Design. 4 Units.
Advanced course provides experience in planning and implementing an experiment or quasi-experiment, including choice of topic, study design, data analysis, and manuscript preparation. Data analysis topics include ANOVA, ANCOVA, repeated measures, logistic regression, chi-square, and tests of mediation.

Restriction: Graduate students only.

MGMTPHD 297I. Applied Multivariate Statistics. 2-4 Units.
Provides an overview of the most common techniques for multivariate analysis: principal component analysis, factor analysis, cluster analysis, MANOVA, regression with continuous variables, and regression with discrete variables.

Restriction: Graduate students only.

MGMTPHD 297J. Applied Econometrics and Research Methods. 2-4 Units.
Helps students to be more knowledgeable consumers and producers of empirical research. Reviews econometric techniques and research designs used by applied microeconomists. Attention to practical issues that arise when analyzing data.

Restriction: Graduate students only.

MGMTPHD 297K. Advanced Qualitative Methods: Analyzing Qualitative Data. 4 Units.
Introduces students to the theory and practice of analyzing qualitative data. Students must have already learned about data collection and research design for qualitative research and they must have qualitative data they can analyze in the course.

Same as POL SCI 273A, SOCIOL 223, PP&D 213.

Restriction: Graduate students only.

MGMTPHD 297R. Theories of Power and Empowerment. 4 Units.
Studies different ways of thinking about power and its uses. Explores theories of power that inform various notions of empowerment, including resistance, participatory democracy, and workplace empowerment.

Same as POL SCI 223A, SOCIOL 271, PP&D 279.

Restriction: Graduate students only.

MGMTPHD 297S. Information Economics and Business Applications. 4 Units.
Designed to provide doctoral students in the Merage School with an overview of the basics of information economics, so the students can readily access the literature in their areas based on this key reference discipline.

Restriction: Graduate students only.

MGMTPHD 297T. Decision Theory. 2-4 Units.
Decision theories and preference models: How models are elicited or theories are experimentally tested, relevance to different management research areas, alternative theories, applications in management practice, and interpretations for the general public.

Restriction: Graduate students only.

MGMTPHD 297U. Foundational Theories of Organizations. 4 Units.
Covers major economic and sociological perspectives guiding the study of organizations (i.e., transaction cost economics, agency theory, institutional theories, organizational ecology, network and diffusion theories, behavioral theories, resource dependence), and examines how different theoretical perspectives are tested.

Restriction: Graduate students only.

MGMTPHD 299. Individual Directed Study. 1-12 Units.
Individual study under the direction of a selected faculty member.

Repeatability: May be taken for credit for 12 units.

Restriction: Graduate students only.

Master of Professional Accountancy Courses

MPAC 200A. Intermediate Accounting Intensive I. 4 Units.
Designed to provide students with technical U.S. accounting theory and principles background necessary for graduate work in accounting. Current international accounting convergence issues and standards will be discussed on emerging topics.

Repeatability: May be taken for credit 2 times.

Restriction: Master of Professional Accountancy students only.

MPAC 200B. Foundations of Taxation Intensive. 4 Units.
Provides students with the basic concepts of federal income taxation applicable to all taxpayers. Specifically, principles of taxation for individuals, corporations, and partnerships are discussed.

Repeatability: May be taken for credit 2 times.

Restriction: Master of Professional Accountancy students only.
MPAC 200C. Intermediate Accounting Intensive II and Special Topics. 4 Units.
Designed to provide students with the technical U.S. accounting theory and principles background necessary for graduate work in accounting. Current international accounting convergence issues and standards will be discussed on emerging topics.
Repeatability: May be taken for credit 2 times.
Restriction: Master of Professional Accountancy students only.

MPAC 200D. Auditing Intensive. 4 Units.
Designed to provide students with an understanding of the fundamental principles, processes, and ethical considerations involved in the performance of a financial statement audit under U.S. auditing standards.
Repeatability: May be taken for credit 2 times.
Restriction: Master of Professional Accountancy students only.

MPAC 230. Accounting Proseminar: Career and Professional Development. 2 Units.
Provides students with information and practical skills for success in the program and for professional accounting and business career planning, and with discussions of current issues confronting the accounting profession.
Grading Option: Satisfactory/unsatisfactory only.
Repeatability: May be taken for credit 2 times.
Restriction: Master of Professional Accountancy students only.

MPAC 231A. Financial Statement Analysis and Valuation I. 4 Units.
Develops skills to analyze corporate financial reports. Topics include profitability, risk analysis, cash flow analysis, revenue and asset recognition, and valuation. The skills are useful for students to evaluate financial reporting quality, detect earnings management, and predict firms’ financial performance.
Prerequisite: Intermediate accounting.
Restriction: Master of Professional Accountancy students only.

MPAC 231B. Financial Statement Analysis and Valuation II. 4 Units.
Develops skills to analyze corporate financial reports with a focus on liabilities, stockholders’ equity, and valuation. Some topics include forecasting financial statements, cash flows- and earnings-based equity, and valuation models, accounting analysis of mergers and acquisitions, lease pensions, and derivatives.
Restriction: Master of Professional Accountancy students only.

MPAC 232. Taxes and Business Strategy. 4 Units.
Develops a student’s ability to identify, understand, and evaluate tax-planning opportunities. The focus is on tax planning concepts and the effects of taxes on business decisions rather than on detailed tax rules, compliance, or legal research.
Prerequisite: MGMT 203A and MGMT 203B or equivalent.
Restriction: MPAC students only.

MPAC 234. Accounting Policy and Research. 2 Units.
Considers issues in contemporary accounting standard setting and regulation by examining academic accounting research of the various issues. Enables students to develop their knowledge and better appreciate current debates in accounting.
Restriction: Master of Professional Accountancy students only.

MPAC 235. Advanced Managerial Accounting. 4 Units.
Design of cost information and systems used to plan and control organizational activities; procedures used to account for unit, process, and program costs; cybernetic evaluation of costing procedures; cost estimation, analysis, and accounting via computers.
Prerequisite: MGMT MBA 203A and MGMT MBA 203B.
Restriction: Master of Professional Accountancy students only.

MPAC 237. International Accounting. 4 Units.
An online course. A comprehensive study of differences between US GAAP and International Financial Reporting Standards (IFRS). Course may be offered online.
Prerequisite: Intermediate accounting.
Restriction: Master of Professional Accountancy students only.

MPAC 238. Advanced Auditing and Forensics. 4 Units.
Designed to provide advanced coverage of topics and emerging issues in auditing, assurance services, and fraud detection. Provides a deeper understanding of the fundamental concepts of auditing, assurance services, and developing hot-topics within the auditing profession.
Prerequisite: Intermediate accounting and basic auditing.
Restriction: Master of Professional Accountancy students only.

MPAC 239. Ethics in Accounting and Business. 4 Units.
Designed to introduce students to the intellectual principles of ethical decision making by emphasizing the theories of ethics and their application in the business, and specifically, accounting professions. MPAC capstone course with a final comprehensive exam for the program.
Restriction: Master of Professional Accountancy students only.

MPAC 290. Special Topic Seminars. 2-4 Units.
Studies in selected area of Accounting. Topics addressed vary each quarter.
Repeatability: Unlimited as topics vary.
Restriction: Master of Professional Accountancy students only.

MPAC 291. Professional Research and Communication. 4 Units.
Combines research of the professional accounting literature on a range of technical topics with a written communication and oral presentations of the findings.
Restriction: Master of Professional Accountancy students only.