



COURSE NUMBER	COURSES
BUAD 5017	<p>Renaissance Manager (4 credits)</p> <p>This course provides a context for business, historically, functionally, and cross-culturally. It addresses the nature of problems; modes of thinking and inquiry; approaches to problem identification, framing/re-framing, and problem-solving; and approaching problems from multiple, interdisciplinary perspectives.</p>
BUAD 5107	<p>Financial and Managerial Accounting (4 credits)</p> <p>This course introduces students to the roles that accounting systems play in organizations and in global capital markets. Accounting is often called "the language of business," which emphasizes the prominent position it has in business communications and decision-making. Reports derived from accounting systems are often the primary way information within organizations, and from organizations to various stakeholders, is communicated. Such information is essential input for, and serves a fundamental basis for, managerial and stakeholder decisions. By the end of this course, students should know the fundamentals of this language so that they can communicate effectively about important business matters.</p>
BUAD 5507	<p>Organizational Behavior (4 credits)</p> <p>Organizational behavior is a field of study that seeks to understand, explain, and improve human behavior. The structure of this course is organized around how renaissance managers can improve two aspects of human behavior: (1) job performance – the degree to which employees perform the behaviors needed for the organization to achieve its goals, and (2) organizational commitment – the degree to which employees remain loyal to the organization rather than seeking employment elsewhere. This course will guide you through a model that seeks to explain these two areas of organizational behavior.</p>
BUAD 5707	<p>Business Analytics (4 credits)</p> <p>The aim of this course is to supply the student with the analytical tools needed to succeed in business. The material will be closely coordinated and integrated with the other courses. The course covers various tools that are necessary to analyze and understand the implications of collected data. These include statistical tools (hypothesis testing, correlation and covariance analysis, probability distributions, simple and multiple regression, and forecasting) along with statistical decision-making, simulation, constrained optimization, and sensitivity analysis. Emphasis will be placed on a student's ability to understand and interpret the results of their analyses.</p>
BUAD 5607	<p>Operations (4 credits)</p> <p>To achieve competitive advantage, managers must understand how to design and control products and services, as well as the systems for their delivery. To reach that understanding, this course focuses on issues of planning and control of complex products and services, managing quality and continuous improvement, and control of the supply chain.</p>
BUAD 5947	<p>Global Managerial Economics (4 credits)</p> <p>This course explores essential macro- and microeconomic theories and evidence on how markets work and factors that impede their proper functioning in an applied, global framework. In this course students will relate the effects of countries' differing monetary and fiscal policies to competitive conditions in various industries. They will apply demand and cost analysis as well as industrial structure to frame and answer questions of optimal pricing, resource allocation, global outsourcing, and competitive strategies.</p>

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BUAD 5307	Finance (4 credits) Students will learn about concepts and tools of valuation, financial and project analysis, financial forecasting, risk and return, cost of capital, mergers and acquisitions, and valuation.
BUAD 5407	Marketing (4 credits) Focuses on developing integrated marketing programs that address customer needs, competitive activity, channel and supplier behavior, macro environmental factors, and market evolution. Emphasis is placed on assessing the market and developing a responsive marketing mix: product policy, pricing, channels of distribution, integrated marketing communications, and support structure.
BUAD 5227	Integrated Technology (4 credits) This course is designed to introduce students to the basic information technology and digital fluency. Emphasis will be placed on understanding how managers can participate in opportunities to select and successfully implement information technologies in order to promote business strategy. Interactive analytic tools will be used to solve business problems involving various functional areas.
BUAD 5517	Leadership for the 21st Century (4 credits) Leadership in the 21 st century involves much more than the traditional topics of culture, networking, change management, and diversity. In a society in which technologies are constantly disrupting modes of communication and teams are increasingly global, today's manager needs to understand coping with constant change, messaging and empathy, and the powerful emerging leadership trends.
BUAD 5907	Strategy (4 credits) Covers analysis for decision-making at industry, firm and business levels, focusing especially on multi-business firms and global industries. Firm resources and competencies, business and environmental demands, and the sources of competitive advantage are the major focus points of this course, which stresses practical applications of theory.
BUAD 5967	Revolutionary Leader Practicum (4 credits) Revolutionary Leader is a supervised business practicum in which each student applies the functional as well as design skills that they have learned to the "wicked" problem of their choice. The final deliverable is a detailed description of the problem to be solved, the approach(es) taken to address it, results, lessons learned, and next steps.
<p>Residency (1 credit) Our conference-style residency experiences cover core business issues and topics such as leadership, finance, marketing, as well as current events and special topics beyond what's covered in the courseroom. Residencies are an opportunity to expand your knowledge and build a powerful network by joining other Mason students from all our MBA programs and connecting in person with peers and faculty.</p>	

**Courses and sequence are subject to change.*