### Professional MBA (PMBA) Courses

**College of Business Administration, University of Missouri-St. Louis**

#### ACCTNG 5400 - Financial and Managerial Accounting (3 credit hours)
This course provides an introduction to accounting, with emphasis on preparation of financial statements for external parties (financial accounting) and accumulation of cost information to aid internal planning and control (managerial accounting). Topics covered include measurement of assets and liabilities; revenues and expenses; the accounting cycle; financial statement; cost terminology, cost behavior, product costing, and relevant costs for decision making.

#### ACCTNG 5401 - Financial Reporting and Analysis (3 credit hours)
This course builds on the foundations covered in ACCTNG 5400, emphasizing the use of accounting information for making operating, investment, and strategic business decisions. Topics include interpretation and analysis of financial statements, uses of accounting information by capital market participants, contribution margin analysis, pricing and product decisions, budget analysis, and performance measurement.

#### BUS AD 5100 - Managerial Communication (3 credit hours)
An analysis of business writing and speaking, and the communication conventions common in organizations. Emphasis is placed on developing skills critical to career advancement and necessary for effective organizational functioning.

#### BUS AD 5900 - Law, Ethics, and Business (3 credit hours)
Analysis of the relationship between law and business with emphasis on the ability of, and extent to which, governments regulate business activities. Topics covered include the employer-employee relationship, protection of consumers, and antitrust regulation.

#### FINANCE 6500 - Financial Management (3 credit hours)
This course provides an in-depth analysis of corporate finance including asset pricing, risk and return, short- and long-term investment decisions, capital structure choices, dividend policy, derivatives, mergers and acquisitions, and a host of other current topics. The material is taught through lectures and problem solving.

#### FINANCE 6590 - Seminar in Finance (3 credit hours)
This course incorporates a wide range of advance topics in finance including evaluation of various financial assets as investment opportunities, trends in capital markets, derivatives, and management of financial and non-financial firms.

#### INTL BUS 5289 - International Business Strategies (3 credit hours)
**Or BUS AD 6990- Strategy Formulation and Implementation (3 credit hours)**
This course focuses on those managerial issues which follow from the definition and implementation of corporate strategy for worldwide operations, as distinguished from purely domestic firms or those only marginally involved in international activities. It aims to develop an appreciation for the unique competitive, sociocultural and political environments in which international business takes place and the skills required to deal with these changes.
INF SYS 5800 - Management Information Systems (3 credit hours)
This course provides an overview of the established and contemporary issues related to information systems within organizations. Topics include the practices and tools associated with topics such as the management of IS-based investment projects, the design and implementation of IS, the alignment of IS strategy with organizational strategy, information security and privacy, and gaining a competitive advantage through IS.

INF SYS 6981 - Seminar in Information Systems (3 credit hours)
Topics of interest in management information systems. Topics may include, but are not limited to, international information systems, electronic commerce, decision support systems, information systems strategy, and telecommunications.

SCMA 5320 - Production and Operations Management (3 credit hours)
This course discusses issues related to the creation and delivery of goods and services. Topics include design of production processes, layout and location of facilities, forecasting, scheduling, inventory control, queueing, MRP and quality control. Analytical techniques are used in studying these problems.

SCMA 6395 - Seminar in Logistics and Operations Management (3 credit hours)
Topics of interest in logistics and operations management. Topics may include, but are not limited to, quality management, manufacturing and service systems, transportation and logistics, and quantitative management tools.

MGMT 5600 - Managing People in Organizations (3 credit hours)
The theoretical and research contribution of the behavioral sciences to management and administration are examined and applied to selected organizational situations. Areas to be considered from the standpoint of both individual and organizational performance are communication, motivation, conflict, decision making, goal setting, leadership, organizational design, climate development, and control. Utilizing a systems perspective, the course attempts to develop in each student an ability to analyze and solve organizational problems.

MKTG 5700 - Contemporary Marketing Concepts (3 credit hours)
The impact of marketing on the total firm, the economy and society is assessed. The course presents fundamental marketing concepts necessary to an analytical study of consumer behavior, the economic environment, and the managerial aspects of marketing. Acquisition and utilization of marketing research data for problem-solving is stressed. Integration of basic marketing knowledge to the successful development of sound policy, planning, and strategy is developed.

MKTG 5795 - Seminar in Marketing (3 credit hours)
This course addresses advanced problems in contemporary marketing. Topics may include, but are not limited to, marketing strategy, marketing communications and advertising, product management, consumer behavior, channels of distribution, international marketing, and marketing research.