

MBA Program Description

Thirty-six units represent the minimum requirement for the major M.B.A. degree courses.

MASTER OF BUSINESS ADMINISTRATION DEGREE COURSE REQUIREMENTS

I. Required Core Courses *

Course #	Course Title	Units
BA 301	Business Research Methodology	3
BA 304	Marketing Management	3
BA 306	Managerial Economics	3
BA 307	Operations Management	3
BA 340	Advanced Accounting & Financial Control	3
BA 370	Organization Behavior and Administration	3
BA 380	Business Strategy & Decision-Making	3
Total MBA Core Courses:		21

* One or two of these course may be substituted by the Dean for a cohort group pursuing a specific professional concentration.

II. MBA Concentrations

Students should choose a concentration to complete the requirements for the MBA degree. Currently Lincoln University offers five concentrations: **International Business, Financial Management and Investment Banking, Entrepreneurship, and Human Resource Management.** Each quarter when a new "cohort" of students starts, only one of these four concentrations will be officially offered (on a rotating basis throughout the year). However, no matter what the concentration may "officially" be in the quarter that a student begins, the student may also select or substitute courses in any of the other concentrations that he/she may have interest in. Elective courses may be chosen to supplement the concentration and may be in different areas. A personal concentration may be created by a student with the permission of the Dean and an Academic Adviser.

A. International Business (12 units)

The International Business (IB) concentration is a program of courses designed to train the students in the fields most relevant to international managers. Students should choose four (4) of the following courses:

Course #	Course Title	Units
BA 305	International Business & Investment Strategy	3
BA 310	International Economics	3

BA 313	International Marketing	3
BA 314	International Finance	3
BA 316	International Management	3
BA 317	Political and Legal Aspects of IB	3
BA 343	International Banking	3
BA 367	International Securities and Foreign Exchanges	3
BA 354	Import-Export Management	3
BA 318	Communications in Leadership and Negotiations	3

B. Finance Management and Investment Banking (12 units)

The Financial Management and Investment Banking (FM/IB) concentration is a program that emphasizes various aspects of American and international finances. Stress is placed on the use of finance as a management tool. Students should choose 4 courses from the following:

Course #	Course Title	Units
BA 303	Finance Management	3
BA 305	International Business and Investment Strategy	3
BA 314	International Finance	3
BA 345	Commercial Banking and Lending	3
BA 365	Investments (Stock Market)	3
BA 367	International Securities and Foreign Exchanges	3
BA 362	Quantitative Methods for Business and FM	3

C. Entrepreneurship(12 units)

The Entrepreneurship (ENT) concentration is program providing courses in small business and general business in both human and quantitative aspects, suitable for the future general manager. Students select three (3) courses from the following:

Course #	Course Title	Units
BA 302	Theory and Systems of Management	3
BA 308	Human Resources Management	3
BA 309	Business Ethics	3
BA 315	Real Estate Principals	3
BA 318	Communications in Leadership and	3
BA 335	Entrepreneurship	3
BA 360	Social Environment of Business	3
BA 369	Credit Risk Management	3

Students in ENT should also choose at least one of the following courses stressing quantitative aspects:

BA 303	Finance Management	3
BA 362	Quantitative Methods for Business and FM	3
BA 365	Investments (Stock Market)	3

D. Human Resource Management (12 units)

The Human Resource Management (HRM) concentration is a program providing courses in human and psychological aspects, important for the future HR managers. Students select three (3) courses from the following:

Course #	Course Title	Units
BA 302	Principals of Management	3
BA 308	Human Resource Management	3
BA 318	Communications in Leadership and Negotiations	3
BA 323	Organizational Development	3
BA 324	Leadership Development	3
BA 360	Social Environment of Business	3
BA 336	People Problems in Small Business	3

Students in HRM should also choose one of the following courses stressing quantitative aspects:

Course #	Course Title	Units
BA 303	Finance Management	3
BA 362	Quantitative Methods for Business and FM	3

Each quarter when a new "cohort" of students starts, only one of these four concentrations will be officially offered (on a rotating basis throughout the year). However, no matter what the concentration may "officially" be in the quarter that a student begins, the student may also select or substitute courses in any of the other concentrations that he/she may have interest in. Elective courses may be chosen to supplement the concentration and may be in different areas. A personal concentration may be created by a student with the permission of the Dean and an Academic Adviser.