

MASTER OF BUSINESS ADMINISTRATION

Department Website: Master of Business Administration (<https://www.gonzaga.edu/school-of-business-administration/graduate/mba/>)

The MBA of Choice

Gonzaga's MBA of Choice offers a comprehensive graduate education for professional management in a dynamic and complex economic environment. The program allows students the opportunity to choose among a large selection of electives to design a curriculum which will best satisfy their individual educational and career goals. The program prepares graduates for leadership roles in business and other organizations. The curriculum provides students opportunities to apply concepts, techniques, and practice in the functional disciplines of business. Students are intellectually challenged and taught to develop an appreciation of human behavior in organizations and the responsibilities facing entrepreneurs and managerial decision-makers.

Admissions

1. Students applying to Gonzaga University must submit Gonzaga's Graduate Application, which can be accessed online at <https://www.gonzaga.edu/gradapply> (<https://www.gonzaga.edu/gradapply/>).
2. Along with the application for graduate study, each program at Gonzaga has distinct admission requirements. Please refer to the table below to view that detailed information.

Program Name	How to Apply Link
Master of Business Administration (MBA)	https://www.gonzaga.edu/school-of-business-administration/graduate/mba/how-to-apply (https://www.gonzaga.edu/school-of-business-administration/graduate/mba/how-to-apply/)

MBA Prerequisite Requirements

Prior to enrolling in graduate coursework required for the degree program, MBA students are required to complete the following prerequisite coursework:

- Accounting
- Finance
- Information Systems
- Business Law

Prerequisites may be waived at the discretion of the Director.

Admitted students must consult with their advisor before registering for their first semester in order to evaluate their prerequisites and to develop a plan for completing any that are needed. Prerequisites can be fulfilled by successfully completing the appropriate three credit prerequisite course.

Prerequisite course credits are not counted toward the graduate degree program credits. They must be taken in addition to the 30 credits required for the MBA degree.

Master of Business Administration Program Requirements

Code	Title	Hours
Core Courses		
MBUS 600	Orientation	0
MBUS 610	Economic Environment of the Firm	2
MBUS 612	Managing People and Performance	2
MBUS 613	Quantitative and Stats Analysis	3
MBUS 614	Business Ethics	2
MBUS 616	Strategic Management	2
MBUS 624	Finance Theory and Practice	2
MBUS 625	Operations Theory and Practice	2
MBUS 626	Information Systems Theory and Practice	2
MBUS 627	Marketing Theory and Practice	2
MBUS 628	Managerial Accounting	2
MBUS 629	Corporate Financial Reporting	2
Electives		
Concentration		10
Total Hours		33

Total Credits Required – 33 credits (35 for Project Management Concentration)

MBA Concentrations

In addition to the MBA of Choice, the Graduate School of Business offers the MBA with concentrations in Finance (nine credits) or Project Management (12 credits). The MBA concentrations permit a student to tailor coursework to match career and educational goals and interests. The core courses are the same for the concentrations as they are for the MBA of Choice. Instead of 10 hours of electives, however, this program requires additional course requirements. These courses are offered on a two year cycle.

Finance Concentration

9 finance credits + 1 general elective/non-finance

Code	Title	Hours
Select two of the following:		4
MBUS 660	Investments	
MBUS 662	Advanced Corporate Finance	
MBUS 665	Mergers and Acquisitions	
Select five credits of the following:		5
MBUS 660	Investments	
MBUS 662	Advanced Corporate Finance	
MBUS 665	Mergers and Acquisitions	
MBUS 683	Current Issues in Ethics (Finance-related only) ¹	
MBUS 689	Current Issues in Finance ¹	
Total Hours		9

¹ Current issues courses covering different finance topics may be taken multiple times with the approval of your MBA advisor. Additional 600-level elective courses may be offered that count towards the finance concentration – please check with your MBA academic advisor.

Project Management Concentration

Code	Title	Hours
Required Project Management Courses		
MBUS 670	Foundations of Project Management	3
MBUS 671	Risk Management	1
MBUS 631	Communications Management	1
MBUS 679	Applied Project Management (Simulations, Case Studies & Computer Applications)	3
Elective Project Management Courses		
Block A:		
Select two credits of the following:		2
MBUS 673	Global Project Management	
MBUS 674	Agile Project Management	
Block B:		
Select two credits of the following:		2
MBUS 672	Decision Making for Managers	
MBUS 675	Quality Management	
MBUS 633	Team Building Intensive	
MBUS 697	Internship	
Total Hours		12

Courses

MBUS 520. Financial Management. (2 Credits)

The purpose of this course is to provide students with a basic theoretical foundation and tools to employ in financial decision-making. Of primary importance is provision for the necessary mathematical and analytical methods needed to continue into advanced finance courses. These techniques are commonly encountered by professionals in all areas of business management. Also, the thought process and techniques introduced in this class can be readily applied to everyday personal decision-making situations.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Equivalent: BFIN 320

Students cannot enroll who have a program in Taxation or Accountancy.

Enrollment limited to students in the School of Business college.

MBUS 520T. Financial Analysis. (2 Credits)

The purpose of this course is to provide students with a basic theoretical foundation and tools to employ in financial decision-making. Of primary importance is provision for the necessary mathematical and analytical methods needed to continue into advanced finance courses. These techniques are commonly encountered by professional in all areas of business management. Also, the thought process and techniques introduced in this class can be readily applied to everyday personal decision making situations.

MBUS 560. Accounting Analysis. (3 Credits)

This course is intended as an introduction to financial and managerial accounting concepts. Students successfully completing the class will have: a) a general knowledge of accounting concepts and techniques; b) a familiarity with the accounting procedures used to account for most business transactions; c) the ability to prepare basic financial reports; d) an understanding of the uses and limitations of accounting information; e) an understanding of some of the ethical issues in accounting; and f) the ability to provide at least an elemental interpretation of the information contained in a set of financial statements. Spring. Enrollment is limited to students with a program in Taxation or Accountancy.

Enrollment limited to students in the School of Business college.

MBUS 560T. Accounting Analysis. (3 Credits)

Professionals in many disciplines are likely to confront accounting and financial management issues regularly in their careers. This course is intended as an introduction to financial and managerial accounting concepts.

MBUS 590. Directed Study. (1-3 Credits)

May be repeated for credit.

Guidelines are available in the Graduate School of Business office.

Requirements must be met before registration. Summer.

MBUS 600. Orientation. (0 Credits)

This zero credit Orientation is held one evening per semester just prior to the start of classes. It must be taken during the student's first semester in either the Master of Accountancy or Master of Business Administration programs. Topics include an orientation to the Graduate School of Business programs, University facilities available to students, team-building, communication skills, and students will receive pertinent information regarding academic honesty, professional standards, and networking. Fall, Spring, and Summer.

Equivalent: MACC 600, MTAX 600

Enrollment limited to students in the School of Business college.

MBUS 610. Economic Environment of the Firm. (2 Credits)

Managers must understand the nature and objectives of the firm in the economy. This course emphasizes how firms are affected by their market structure and how they interface with society, government and the global economy. Topics are selected from: competitive markets, market imperfections, pricing strategies, game theory, the economic model of human behavior, compensation and incentives, government regulation, fiscal and monetary policy, foreign exchange, and trade policy. Spring. Enrollment limited to students in the School of Business college.

MBUS 612. Managing People and Performance. (2 Credits)

This course focuses on understanding behavioral concepts necessary for the effective management of people in organizations. Current literature, case studies and simulations will be used to demonstrate application of concepts. Topics covered include perception, motivation, leadership, managing teams and conflict, supportive communication, leveraging diversity and performance management. Fall and Spring. Enrollment limited to students in the School of Business or School of Engineering/Appl Sci colleges.

MBUS 613. Quantitative and Stats Analysis. (3 Credits)

This course is designed to expose students to the use of spreadsheet-based models and the scientific research process to support problem solving and decision making in a business environment. Basic statistical concepts will be reviewed, such as descriptive statistics, probability distributions, sampling distribution, inferences, hypotheses testing, Analysis of Variance (ANOVA), as well as simple linear regression analysis. Students will also gain hands-on experience in using statistical software (MegaStat) to assist in making effective decisions. Emphasis is on the acquisition, analysis, and interpretation of data to solve business problems. Case problems may be used to provide practical experience in data analysis and interpretation.

Enrollment limited to students in the School of Business or School of Engineering/Appl Sci colleges.

MBUS 614. Business Ethics. (2 Credits)

In general, business ethics is the study of ethical concerns that arise in connection with business as it is currently practiced, typically in a capitalist setting. This particular course, given the audience, will focus on a handful of basic points of interest that relate essentially to the business lives of managers, especially entrepreneurial managers.

Enrollment limited to students in the School of Business college.

MBUS 615T. Small Business Marketing. (3 Credits)

This course presents practical marketing techniques with a strong theoretical basis. Students will acquire an understanding of how marketing techniques may be adapted effectively for efficient use in small business environments. Issues in buyer behavior and marketing research will be discussed.

Prerequisites: MBUS 510T with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 616. Strategic Management. (2 Credits)

This is a capstone course designed to apply and integrate concepts and analytical tools that students have studied in their MBA or MAcc coursework. This course adopts a general management perspective to analyze complex business situations, identify critical issues, and develop effective solutions. Consideration is given to ethical dimensions of strategic decision making. The emphasis throughout is on developing strategic thinking skills and understanding the fundamentals for achieving competitive advantage in a dynamic global environment. Completion of the functional core courses required prior to registration and is preferably taken in the student's final semester. Fall and Spring.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Enrollment limited to students in the School of Business college.

MBUS 616T. Tribal Strategic Management. (2 Credits)

This course adopts a general management perspective to analyze complex business situations, identify critical issues, and develop effective solutions. Consideration is given to ethical dimensions of strategic decision making. The emphasis throughout is on developing strategic thinking skills and understanding the fundamentals for achieving competitive advantage in a dynamic global environment. Completion of the functional core courses required prior to registration and is preferably taken in the student's final semester. Summer.

Enrollment limited to students in the School of Business college.

MBUS 618. Tribal Seminar 1. (1 Credit)

The main purpose of this course is to provide a practical and a professional perspective to the challenging and on-going issues impacting Native American businesses, tribal enterprises/subdivisions and government. A review and discussion of recent of issues, including taxation, economic development, gaming, operations, and access to capital will provide insight and perspective to provide additional information to make more effective decisions.

MBUS 619. Tribal Seminar II. (1 Credit)

The main purpose of this course is to provide a practical and a professional perspective to the challenging and on-going issues impacting Native American businesses, tribal enterprises/subdivisions and government. A review and discussion of recent of issues, including taxation, economic development, gaming, operations, and access to capital will provide insight and perspective to provide additional information to make more effective decisions.

MBUS 624. Finance Theory and Practice. (2 Credits)

This course is designed to develop students' understanding of financial theory and how it can be applied to financial decisions a business must make. Included are such topics as cost of capital, capital budgeting, capital structure and working capital management. Fall and Spring.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Enrollment limited to students in the School of Business college.

MBUS 625. Operations Theory and Practice. (2 Credits)

The main purpose of this course is to help graduate business students understand the impact of operations in determining the best strategies for the business as a whole. The course covers the main principles and concepts pertaining to such issues as the development of a manufacturing strategy, order winners and order qualifiers, lean manufacturing/thinking and six sigma, process choice and product profiling, supply chain management, manufacturing planning and control systems (MPC), etc.

Prerequisites: MBUS 613 (may be taken concurrently) with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 626. Information Systems Theory and Practice. (2 Credits)

This course introduces information system theories and explores issues related to managing and using IS functions and resources from a managerial perspective. The course also investigates the overall information resources of an organization and the strategic role of IS in improving/creating competitive advantages. Real world cases that show how companies have put ideas into practice are examined and discussed.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Enrollment limited to students in the School of Business college.

MBUS 627. Marketing Theory and Practice. (2 Credits)

The emphasis in this course is on marketing decision-making based upon an evaluation of the market, the product, promotion effort, price, and channels of distribution. The course provides essential knowledge of marketing needed by the modern executive. Fall and Spring.

Enrollment limited to students in the School of Business college.

MBUS 628. Managerial Accounting. (2 Credits)

The principal objective of this course is to explain how accounting data can be interpreted and used by managers in planning, organizing, and controlling organizational activities. The basic processes of cost behavior, product costing, and the use of accounting numbers for performance evaluation will be covered. The intent is not to dwell on accounting procedures; however, a basic understanding of financial accounting and organizational procedures will be necessary to fully understand the concepts covered in this course.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Students cannot enroll who have a program in Taxation or Accountancy.

Enrollment limited to students in the School of Business college.

MBUS 629. Corporate Financial Reporting. (2 Credits)

Corporate financial accounting theory and reporting practice will be studied. The emphasis will be on the analysis and use of corporate financial reports in business decision-making. Ethical dimensions of corporate financial reporting will be considered, as well as more traditional technical topics, which may include receivables, inventory, long-lived assets, investments, leases, pensions, revenue, recognition, fair value measurements, stock option accounting, or financial derivatives.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Students cannot enroll who have a program in Taxation or Accountancy.

Enrollment limited to students in the School of Business college.

MBUS 631. Communications Management. (1 Credit)

This course introduces verbal and written communication management strategies vital to successful project stakeholder management. An overview of critical communication and conflict resolution issues encountered by project managers and the methods to negotiate and resolve conflict is studied and practiced. Students will learn how to create a communications management plan and identify stakeholders to facilitate timely, effective communications to expedite the decision-making process. Through application, students will learn how to provide clear, concise, and complete communications using the appropriate channels to the right audience to manage negotiations and lead successful domestic and global projects.

Enrollment limited to students in the School of Business college.

MBUS 633. Team Building Intensive. (2 Credits)

This course will focus on work group dynamics, the opportunities and threats involved with group work, leadership of small groups, and team training and development. Individuals will complete pre- and post-class assignments. During the class, students engage in exercises, simulations, reflections, and discussions regarding to application of research suggestions in the field of team dynamics.

Enrollment limited to students in the School of Business college.

MBUS 636. Study Abroad. (2 Credits)

Topics vary: Gonzaga In New Zealand - The intent of this short-term study abroad class is to visit the Auckland New Zealand, and explore the racial, political, cultural, and societal paradigms of the Maori, Pacific Islanders and Kiwi's (white New Zealanders). The aspiration is to expose graduate students to a purposeful visit through engagement with New Zealanders and related communities, including tribal businesses.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Enrollment limited to students in the School of Business college.

MBUS 641. Sports Economics. (2 Credits)

Explores the economic incentives present in professional and amateur sports. Specifically, the business of sports is examined including: revenue maximization, ticket pricing, league structure, stadium financing, advertising, labor relations/player pay, federal anti-trust exemptions, and Title IX.

Enrollment limited to students in the School of Business college.

MBUS 647T. Entrepreneurship. (1 Credit)

The primary objective of this course is to give the student an understanding of the entrepreneurial process. This includes: An understanding of the entrepreneur, an analysis of the role of the entrepreneurship in the economy, business plan development, financing concerns, strategic issues. This objective will be accomplished with a special emphasis on the process as it applies to the American Indian community.

Enrollment limited to students in the School of Business college.

MBUS 660. Investments. (2 Credits)

This course covers the fundamentals of security valuation and analysis, market efficiency, the scientific evidence surrounding investment strategies, and the relationship between risk and return. Trading mechanics, types of trades, and alternative investment vehicles will be discussed.

Prerequisites: MBUS 624 (may be taken concurrently) with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 662. Advanced Corporate Finance. (2 Credits)

The course covers both the theoretical background and practical implications of the central issues in corporate financial management, including capital structure decisions, dividend payout decisions, and asset valuation. Real options are considered as an enhancement to traditional capital budgeting methods. Also, issues related to security design are covered.

Prerequisites: Prerequisites exist. Refer to Zagweb.

Enrollment limited to students in the School of Business college.

MBUS 665. Mergers and Acquisitions. (2 Credits)

This class includes coverage of merger types, their characteristics, and motivations for mergers. The market for corporate control will be introduced, as will the agency problem and how it relates to merger activity. Principles of valuation will be applied to takeovers and some examination of merger law, corporate governance reform, and the scholarly research of M & A's will also be included in the course.

Prerequisites: MBUS 624 with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 670. Foundations of Project Management. (3 Credits)

Modern organizations rely heavily on project management to ensure that they realize their organizational strategies and objectives. In recent years, project management has increased in visibility and importance, both as a profession and as an organizational priority. Organizations are demanding professionals who can deliver on the promise of project management. This course will introduce the fundamentals of effective traditional and agile project management, present industry standards and best practices, while providing guidance on becoming project management professionals.

Equivalent: ENGM 505

Enrollment limited to students in the School of Business college.

MBUS 671. Risk Management. (1 Credit)

This course focuses on integrating risk management processes and change management methods as fundamental project management essentials. Using project risk management best practices, students will develop a risk management plan to identify, analyze, and determine risks and their impacts while applying qualitative and quantitative methods to plan, control, and monitor risks and opportunities. Students will plan and respond to change by implementing control processes using change management theories to increase the probability of a successful project. Enrollment limited to students in the School of Business college.

MBUS 672. Decision Making for Managers. (1 Credit)

Decision making is critical for every successful manager. In this course, students will be introduced to various tools and techniques used for problem solving and decision making. Some of the topics to be discussed in this course include: decision making framework, mapping techniques, problems identification tools (such as root cause analysis and theory of constraints), and analytical tools (such as decision tree analysis, optimization techniques, sensitivity & scenario analysis). Being armed with these tools and techniques, current and future managers will be able to analyze a problem and determine the best course of action to resolve it.

Enrollment limited to students in the School of Business college.

MBUS 673. Global Project Management. (1 Credit)

This course focuses on global project management and global team management through practical application and international case analyses. The course explores how individuals, groups, and organizations can impact global businesses in areas such as environmental factors, cultural and national differences, outsourcing and third-party contracts, communication and technology barriers, and virtual project management.

Prerequisites: MBUS 670 (may be taken concurrently) with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 674. Agile Project Management. (1 Credit)

This course examines agile principles and practices and how to successfully blend Agile and traditional project management methodologies in multifaceted projects. Students develop an agile mindset in this course and explore methodologies used for high-risk, shifting requirements, or substantial uncertainty to effectively respond to project changes. Students will learn about DevOps and continuous integration approaches common in IT and high-tech industries.

Prerequisites: MBUS 670 (may be taken concurrently) with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 675. Quality Management. (1 Credit)

This course introduces students to Project Quality Management (PQM) and the required processes to plan, manage, and control both project and product quality requirements. Quality Management is the discipline of managing quality processes in organizations to limit variation and achieve maximum customer satisfaction at the lowest possible overall cost. The course studies how continuous improvement activities support stakeholders' objectives while identifying quality requirements and/or standards (plan), translating or breaking down the quality management plan into executable activities (manage), and evaluating the quality management activity results (control).

Enrollment is limited to Graduate or Graduate Non-Matric level students.

Enrollment limited to students in the School of Business college.

MBUS 679. Applied Project Management. (3 Credits)

This capstone course provides an opportunity for students to apply the project management skills acquired in the MBA PM concentration. The course focuses on applying project management theories in leadership, team building, group dynamics, decision making, communication, contracts, and negotiation. Students will use actual workplace project scenarios with a project management information system (PMIS) to initiate a project and evaluate project processes through a project life cycle-from inception to completion-while managing deadlines, administering communications, reporting performance results, and generating deliverables. Students will study project management case studies and participate in simulations in order to apply project management principles and methodologies to critically analyze real-world project management.

Prerequisites: MBUS 670 with a minimum grade of C

Enrollment limited to students in the School of Business college.

MBUS 680. Current Issues in Operations. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Operations. Subjects may include, but will not be limited to: logistics, supply chain management, process flow, project management, quality and operational research methods. The subject of Current Issues in Operations will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 681. Current Issues in Information Systems. (1,2 Credits)

May be repeated for credit.

This course will address a variety of topics related to the subject of Information Systems. Subjects may include, but will not be limited to: the use of systems in decision making, information systems design, the use of data in organizations, and e-commerce and information tools. The subject of Current Issues in Information Systems will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 682. Current Issues in Managerial Accounting. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Managerial Accounting. Subjects may include, but will not be limited to: accounting decision-making tools, the accounting behavior of organizations, forensic accounting, and the communication of accounting information. The subject of Current Issues in Managerial Accounting will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 683. Current Issues in Ethics. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Ethics. Subjects may include, but will not be limited to; ethical decision-making, the application of ethics in disciplinary or cultural contexts, and case studies in ethical and unethical business practices. The subject of Current Issues in Ethics will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 684. Current Issues in Marketing. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Marketing. Subjects may include, but will not be limited to; buyer behavior, new product promotion, advertising, digital media, creativity, and marketing communications. The subject of Current Issues in Marketing will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 686. Current Issues in Management. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Management. Subjects may include, but will not be limited to: strategic decision-making, human resources, performance appraisal, negotiations, organizational effectiveness, and conflict resolution. The subject of Current Issues in Management will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 688. Current Issues in Economics. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Economics. Subjects may include, but will not be limited to: emerging economies, global markets, economic analysis, economic behavior, and economic models of industries and cultures. The subject of Current Issues in Economics will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 689. Current Issues in Finance. (1 Credit)

May be repeated for credit.

This course will address a variety of topics related to the subject of Finance. Subjects may include, but will not be limited to; real estate, investments, financial markets, the use of financial modelling tools, valuation, and the role of risk. The subject of Current Issues in Finance will vary between the Fall and Spring semesters of each year.

Enrollment limited to students in the School of Business college.

MBUS 691. Directed Study. (1-3 Credits)

May be repeated for credit.

Topic to be determined by instructor.

Prerequisites: Prerequisites exist. Refer to Zagweb.

MBUS 697. Internship. (0-3 Credits)

May be repeated for credit.

Relevant work experience is required that is commensurate with a student's professional interests. Guidelines and criteria are available from the School of Business Administration Internship Director.

Enrollment limited to students in the School of Business college.

MBUS 699. Special Topics. (1-3 Credits)

May be repeated for credit.

These seminars cover topics of importance to business professionals. This course may be repeated for credit with a change in subject matter. Enrollment limited to students in the School of Business college.