

MBA ELECTIVES – Spring/Summer 2025

*****PLEASE NOTE Course offering and schedules subject to change**

| Course | Units | Title | BLOCK 5 Schedule |
|-------------------------------|----------|--|-----------------------|
| ADM6275BV00 | 1.5 unit | Big Data Analytics | Irregular - Online |
| MBA5237B00 | 1.5 unit | Change Management | Irregular – In person |
| MBA6156BV00 | 1.5 unit | Lean Six Sigma Yellow Belt | Regular - Online |
| MBA6200B00 | 1.5 unit | Competitive Intelligence | Intensive – In person |
| MBA6201B00 | 1.5 unit | Prescriptive Analytics | Irregular – In person |
| MBA6220C00 | 1.5 unit | Sales Development Strategies for Products & Services | Irregular – In person |
| MBA6251A00 | 1.5 unit | Corporate Finance | Irregular – In person |
| MBA6256A00 | 1.5 unit | Equity Valuation | Regular – In person |
| MBA6265B00 | 1.5 unit | Managing the Professional Services Firm – Introduction | Irregular – In person |
| MBA6281B00 | 1.5 unit | Sustainable Supply Chain Management | Irregular – In person |
| MBA6283CV00 | 1.5 unit | Design Thinking | Regular - Online |
| Exam period: June 9-15 | | | |

| Course | Units | Title | BLOCK 5 & 6 Schedule |
|---|---------|--------------------|-------------------------|
| MBA6101BV00 | 3 units | Financial Modeling | Irregular - Online |
| MBA6361BV00 | 3 units | Project Management | Irregular - Online |
| Exam period: June 9-15 (Block 5) Exam period: August 6–15 (Block 6) (To be confirmed) | | | |

| Course | Units | Title | BLOCK 6 Schedule |
|---|----------|---|---------------------|
| MBA6243BV00 | 1.5 unit | Crisis Management, Organizational Continuity and Resilience | Irregular - Online |
| MBA6257AV00 | 1.5 unit | International Finance | Regular - Online |
| Exam period: August 6–15 (To be confirmed) | | | |

Block 5 Intensive courses

MBA 6200B00 Competitive Intelligence (1.5 unit)

(Sat/Sun: May 3 - May 4)

Definition of and core applications of competitive intelligence (CI). Key information sources for CI. Comparing primary and secondary sources. Analysis of data and applications to strategy, anticipation of external events and their likely impact on the organization. Profiling of competitors and likely competitive moves.

Block 5 Regular/Irregular course schedule (May 1 – June 8)

ADM 6275B00 Big Data Analytics (1.5 unit)

(Tues/Thurs: May 1 – June 3)

Introduction to big data. Applications of big data. Review of the supporting technologies including distributed platforms for big data analytics: Hadoop, Spark, and their ecosystems. Hands-on experience with Tableau for creating dashboards and visualizing data, and Spark for analyzing data files distributed on clusters of servers.

MBA 5237A00 Change Management (1.5 unit)

(Tues/Thurs: May 1 – June 3)

Development of skills in the effective conceptualization, planning, implementation, and evaluation of change interventions in human systems. Behavioral science frameworks explaining and guiding the practice of change in an organizational context. Systemic nature of change and intervention practice, including the generation and management of resistance to change. Organizational change processes at the levels of individual, team, and overall organizational design including the necessary system conditions that underlie effective human system intervention efforts. Cross-cultural change, knowledge-based organizations, socio-technical change processes, system vs. cultural change.

MBA 6156BV00 Lean Six Sigma Yellow Belt (1.5 unit)

(Thurs: May 1- June 5)

Develop core skills in the application of Lean Six Sigma, especially within the context of service organizations. Core concepts will include process analysis, value stream mapping, prioritization matrix, DMAIC. Upon the completion of this course, the student will have met all requirements leading to the Yellow Belt certification of Lean Sigma Six (LSS).

MBA 6201B00 Prescriptive Analytics (1.5 unit)

(Wed/Fri: May 2 - June 4)

Prescriptive analytics techniques such as linear programming, decision analysis, simulation, queuing, integer programming and nonlinear programming. Throughout the course, these techniques will be applied to business problems.

MBA 6220C00 Sales Development Strategies for Products & Services (1.5 unit)

(Tues/Fri: May 2 – June 3)

An exploration of the sales relationship through personal selling, customer, and 'product' strategies, applying to both tangible products and knowledge-based services. Developing new business from referrals; Sales force and distribution channel structures; Organizational & career landscape of the professional sales manager and key role-related functions. Sales force analytics. Student teams apply course learnings by engaging with actual clients on a sales development project.

MBA 6251A00 Corporate Finance (1.5 unit)

(Wed/Fri: May 2 – June 4)

Corporate investment strategies. Capital budgeting under uncertainty. Financing decisions and the cost of capital. Agency theory. Dividend policy. Applications of derivatives to corporate risk management. Credit management, and short-term financial decisions.

MBA 6256A00 Equity Valuation (1.5 unit)**(Thurs: May 1 - June 5)**

Overview of valuation. Discount rate selection. Complexities of applying finance theory. Valuation and growth. Relative valuation. The course uses lectures, readings, and analyses of case studies to deal with realistic examples of businesses where valuation is an issue.

MBA 6265B00 Managing the Professional Services Firm – Introduction (1.5 unit)**(Thurs/Fri: May 2 – June 5)**

Defining the services business model. Understanding how the consulting process enables client relationship management. Models of service quality and client satisfaction. Ethics in consulting for responsible management. Approaches to developing trust and client loyalty. Managing client projects. Best practices in the professional services industry.

MBA 6281B00 Sustainable Supply Chain Management (1.5 unit)**(Wed/Fri: May 2 – June 4)**

Supply chains are networks of organizations that are involved, directly or indirectly, in fulfilling customer requests (i.e. providing them with the products and services they require). This course will provide an understanding of the nature of global supply chains and the role that sustainability plays in their competitiveness. Specifically, we will examine how the environmental and social sustainability perspectives can be incorporated into the design and management of major supply chain elements, i.e. sourcing, operations, logistics, and integration. Emerging related topics, such as circular economy, bottom of the pyramid, and supply chain resilience will also be discussed.

MBA 6283CV00 Design Thinking (1.5 unit)**(Thurs: May 1 – June 5)**

Introduction to Design thinking. Topics include: Design thinking for driving business innovation, new product development, and customer experience. Best practices for design inspiration, ideation and implementation, essential design research skills for empathy, listening, collaboration, observation, critical analysis, and experimentation. Design thinking tools and techniques including visualization, mapping, storytelling, rapid prototyping, and testing.

Block 5&6 Irregular course schedule (May 1 – August 5)**MBA 6101BV00 Financial Modelling Project (3 units)****(Mon/Fri: May 5 – July 21)**

Applications in MS Excel in corporate finance and investments. Problem-solving using spreadsheets and functions; time value of money, NPV analysis, valuation, cost of capital, corporate financial planning, risk and return, CAPM, optimization, option pricing.

MBA 6361BV00 Project Management (3 units)**(Mon/Wed: May 5 – July 21)**

Introduction to project management. Project life cycle management overview (initiation, planning, execution, monitoring and control, and closure). Basic project management concepts, approaches, methods, tools and techniques. Topics covered include: identifying project needs and objectives; aligning projects with organizational strategy; managing stakeholder expectations; writing the project charter and the project plan; delivering projects; monitoring and control; understanding and measuring project success, delivering long-term and sustainable impacts.

Block 6 Regular/Irregular course schedule (June 16 – August 5)**MBA 6243BV00 Crisis Management, Organizational Continuity and Resilience (1.5 unit)****(Tues/Wed: June 17 – July 22)**

An exploration of how and why public, private, and non-profit organizations prepare for, and respond to a broad range of crisis situations with a particular focus on today's global societal challenges. Topics include: responding to crisis; leveraging skills in communication or incident command; understanding complex

political, regulatory, social and economic crisis factors; managing conflicting concerns and risks; developing better crisis leadership.

MBA 6257AV00 International Finance (1.5 unit)

(Thurs: June 19 – July 24)

International financial environment. Foreign exchange markets. Exchange rate determination. International money and capital market. Foreign investment and financing decisions. Managing multinational operations and their exposure to currency and interest rate risks.