

UMD-MBA Program

	Fall	Spring	
Year 1	MD Courses	MD Courses	Transfer 6 credits from MD to MBA
Year 2	MD Courses	MD Courses	
Year 3	MD Courses	MD Courses	

	Term 1	Term 2	Term 3	Term 4		
Year 4 (MBA Immersion)	ACC 670	ACC 671	FIN 641	MGT 643	Mon/Wed	RMBA courses are 2 credits each.
	MGT 675	MGT 620	MKT 640	MGT 677	Mon/Wed	
	MAS 631	ECO 680	MAS 632	CIS 610	Tue/Thu	Concentration courses are 3 credits each.
		ESP 602	ESP 603		TBD	
	Health Administration Certificate (Concentration)				Fri/Sat/Sun or Saturday only	
	ECO 698	BSL 685	MGT 681	POL 655	Fri/Sat/Sun or Saturday only	

Year 5	MD Courses	MD Courses		6 credits in final term offered as two 3-credit classes (part of special programs). One course is a capstone class for MBA and the other course will synthesize MBA and MD degrees.	
		Capstone/Synthesis			Sat
		MAS 630	ESP 734 or MKT 672		

MD/MBA PROGRAM (Health Administration Concentration)
50 credits (44 Coursework/6 Transfer)

Name: _____ Student I.D. Number _____ - _____ - _____

Assessment of Degree Requirements Valid for MBA Program Entrance:

FALL 2008

FALL 2008

	Credits	Days	MBA Core or Concentration
Term 1-1			
ACC 670 Financial Reporting and Analysis	2	M/W	Core
MAS 631 Statistics for Managerial Decision Making	2	T/R	Core
MGT 675 Business Policy and Strategy	2	M/W	Core
ECO 698 Selected Topics (Health Care Economics)	3	ARR	Concentration

Term 1-2			
ESP 602 Critical Thinking and Effective Writing	1	TBD	Core
ACC 671 Accounting for Decision Making	2	M/W	Core
ECO 680 Essentials of Economics	2	T/R	Core
MGT 620 Managing Through People	2	M/W	Core
BSL 685 Legal Aspects of Health Administration	3	Fri, Sat., Sun	Concentration

SPRING 2009

	Credits	Days	MBA Core or Concentration
Term 1-3			
ESP 603 Critical Thinking and Effective Speaking	1	TBD	Core
FIN 641 Valuation and Financial Decision Making	2	M/W	Core
MAS 632 Management Science Models for Decision Making	2	T/R	Core
MKT 640 Foundations for Marketing Management	2	M/W	Core
MGT 681 Essentials of Health Care Administration	3	Fri, Sat., Sun	Concentration

Term 1-4			
CIS 610 Foundations of Management Information Systems	2	T/R	Core
MGT 643 Principles of Operations Management	2	M/W	Core
MGT 677 Corporate Strategy and Organization	2	M/W	Core
POL 655 Public Policy and Health	3	Fri, Sat, Sun	Concentration

FALL 2009

MD COURSEWORK ONLY

TRANSFER SIX CREDITS FROM MD TO MBA

SPRING 2010

MD AND MBA COURSEWORK

MAS 630 Quality Management in Practice	3	Saturday	Core
ESP 734 Research Project or MKT 672 Services Marketing	3	Saturday	Core

MBA Core/Synthesis/Capstone Course Descriptions

ACC 670 Financial Reporting and Analysis (2 credits)

The course focuses on the analysis and use of financial accounting information in the evaluation of corporate performance. The course initially demonstrates the accounting process and resulting generation of financial statements. Building on these core accounting concepts, the course emphasizes the understanding of financial statements prepared under U.S. and International Accounting Standards and the analysis of these financial statements including common size analysis, ratio analysis, the impact of taxes, and credit analysis. Completion of the course enhances the student's ability to read, interpret, and analyze financial statements for making investment, credit, acquisition, and other evaluation decisions.

ACC 671 Accounting for Decision Making (2 credits)

The course focuses on the use of accounting information in reporting managerial performance and making business decisions. The course covers the preparation and use of managerial accounting information for use in planning, budgeting, control, break-even analysis and pricing, including the impact of taxes. Completion of the course will enhance the student's ability to understand managerial accounting reports and use this information in making business decisions. Prerequisite: ACC 670.

CIS 610 Foundations of Management Information Systems (2 credits)

This course is designed to provide the foundations in management information systems required to understand and effectively use an enterprise wide information system. Topics include: The role of the CIO, managing Information Technology (IT) as a strategic resource, the business of process engineering, IT planning, IT governance and communication, the internet and eBusiness.

ECO 680 Essentials of Economics (2 credits)

Course provides an introduction to the core concepts of economics. Topics include allocation of scarce resources by the laws of supply and demand, use of the market place as the principle organizing and distribution tool of the economy, externalities, and market failure. Pollution of the environment is treated as a needed correction to be done by public regulation through taxation and legislation. The principal forms of firm organization and dissolution are also discussed. Applications of the laws of supply and demand are made to forecasting demand and analyzing cost structure. The entry and exit of firms and the valuation of the firm is also covered.

ESP 602 Critical Thinking and Effective Writing (1 credit)

Critical thinking skills are developed by studying questions that transcend any single business discipline. Utilizing a variety of written formats, students hone analytic and persuasive skills, with emphasis on identifying critical questions, developing reasoned positions, and making compelling written assignments.

ESP 603 Critical Thinking and Effective Speaking (1 credit)

Builds on critical thinking and writing skills acquired in ESP 602. Topics include oral persuasion, prepared and impromptu speeches and dealing with the media, defending one's view before adversarial audiences, display of data, and effective use of visual aids.

ESP 734 Research Project (3 credits)

Research Project.

FIN 641 Valuation and Financial Decision Making (2 credits)

Introduction to finance. Topics include the principles of finance; the time value of money; capital market efficiency; basic security valuation; basic capital budgeting; risk, return, and asset pricing model; and the cost of capital. Prerequisite: ACC 670, ACC 671, ECO 680 and MAS 631.

MAS 630 Quality Management in Practice (3 credits)

This course presents administrative systems necessary for an organization or an individual to pursue quality management. The course presents a functional model for quality management.

MAS 631 Statistics for Managerial Decision Making (2 credits)

This course aims to familiarize the student with statistical theory, tools, and methods required for business systems analysis and improvement. Topics include descriptive methods, elementary probability, random variables and the distributions, hypotheses testing, confidence intervals, statistical modeling, and regression

MAS 632 Management Science Models for Decision Making (2 credits)

This course aims to familiarize the student with Management Science tools for business systems analysis and improvement. The coverage includes linear and integer programming models, project management, simulation, queuing and decision analysis. Some widely used software will be illustrated through examples and case studies derived from business applications. Prerequisite: MAS 631.

MGT 620 Managing Through People (2 credits)

This core course in the MBA program introduces students to some of the key behavioral topics necessary to manage oneself and others in organizations. Specifically, the topics covered include individual attributes (personality, perception, motivation, relationship building), group processes (norms, roles, and team basics), leadership views, and organizational culture/change. An understanding of the relationship between each of these areas and organizational outcomes is enhanced through lecture, cases, and interactive exercises.

MGT 643 Principles of Operations Management (2 credits)

Introduction to operations management, forecasting, process analysis, aggregate planning, capacity management, waiting line management, system design, quality management, and inventory management.

MGT 675 Business Policy and Strategy (2 credits)

The objectives of the course are to improve the student's ability to think strategically and to provide an intellectual framework that enhances understanding of the MBA program. The course focuses on relationships among the firm, its strategy, and its environment; why firms choose certain businesses; which business strategies are successful; and how firms can change in response to a dynamic environment. Models for strategic formulation, implementation, and control are developed that facilitate an integrated understanding of the courses that comprise the MBA curriculum. Readings and lectures illustrate strategic management theories and frameworks while case discussions, experiential exercises, and team projects provide opportunities for application.

MGT 677 Corporate Strategy and Organization (2 credits)

This capstone course focuses on the perspective and skills of the general manager. Its purpose is to provide practice in diagnosing and identifying realistic solutions to complex strategic and organizational problems. The course builds on previous coursework by providing an opportunity to integrate various functional areas and by providing a total business perspective. Since the focus is on pragmatic, action-oriented general management skills, the course will be taught primarily through the case method and will require both written analyses and case presentations.

MKT 640 Foundations of Marketing Management (2 credits)

Course introduces students to the analytical concepts and tools of marketing management. Special emphasis is placed on the relationships between marketing and overall company strategy, the development of a customer orientation, the integration of marketing throughout the organization, and the implementation of systems for planning and controlling the marketing effort. Students consider problems of consumer analysis, product planning, integrated communication, distribution, and pricing. The discovery and application of marketing management skills are developed through the use of readings, case exercises, and class discussions.

MKT 672 Services Marketing (3credits)

Course develops the skills necessary to manage services marketing and compete through delivering quality service. The unique characteristics of services and their managerial implications are examined. Importance of the synergistic management of operations, environment, systems and people to satisfy that customer is highlighted.

Concentration Course Descriptions

BSL 685 Legal Aspects of Health Administration (3 credits)

Derivation of rule of law governing health providers, vicarious liability of administrative and medical personnel, informed consent, and other related problems are discussed.

ECO 698 Selected Topics (Health Care Economics) (3 credits)

Topics in selected area of concentration.

MGT 681 Essentials of Health Care Administration (3 credits)

Introduction to the concepts, terminology, historical development, organization, and management techniques involved in health care administration.

POL 655 Public Policy and Health (3 credits)

Development of public policy at the federal, state and local level. Policy process, models of policy analysis, policy development in several government service areas, and plans for policy change. Special emphasis on health policy formulation, implementation and the use of epidemiological tools in health policy analysis.