

## Core Courses (24 s.h.)

- MBA:8110 Marketing Management
- MBA:8120 Management in Organizations
- MBA:8140 Corporate Financial Reporting
- MBA:8150 Data & Decisions (previously also offered under BAIS:9100)
- MBA:8160 Managerial Economics
- MBA:8180 Managerial Finance (Recommended pre-req: MBA:8140)
- MBA:8240 Operations & Supply Chain
- MBA:8300 Foundations in Strategy

## Capstone Course (Choose 1 course, 3 s.h.)

- MBA:8310 Business Integration  
5 of the following pre-reqs are required: MBA:8110, MBA:8140, MBA:8150, MBA:8180, MBA:8240, MBA:8300
- MBA:8320 Strategic Business Growth  
5 of the following pre-reqs are required: MBA:8110, MBA:8120, MBA:8150, MBA:8160, MBA:8180, MBA:8300
- MBA:9300 Strategy in Action  
The following pre-reqs are required: MBA:8300 and 4 of the following courses: MBA:8120, MBA:8110, (MBA:8150 or BAIS:9100), MBA:8160, MBA:8180

## Elective Courses (Choose 6 courses, 18 s.h.)

### Accounting (ACCT)

- ACCT:9040 Financial Statement Analysis & Forecasting (MBA:8140)
- ACCT:9020 Strategic Cost Analysis (MBA:8140)

### Business Analytics (BAIS)

- BAIS:9110 Advanced Analytics (MBA:8150 or BAIS:9100)
- BAIS:6050 Data Management
- BAIS:6040 Data Programming in Python
- BAIS:6070 Data Science ((MBA:8150 or BAIS:9100) and BAIS:6040)
- BAIS:6140 Visual Analytics
- BAIS:9140 Agile Project Management
- BAIS:6250 Applied Deep Learning ((MBA:8150 or BAIS:9100), BAIS:6040, and BAIS:6070)
- BAIS:6130 Applied Optimization ((MBA:8150 or BAIS:9100) and BAIS:6040)
- BAIS:6280 Cybersecurity
- BAIS:6210 Data Leadership & Management
- BAIS:6260 Generative AI ((MBA:8150 or BAIS:9100), BAIS:6040, BAIS:6070, and BAIS:6250)
- BAIS:6105 Social Analytics (BAIS:6040, BAIS:6070)
- BAIS:6100 Text Analytics (BAIS:6040, BAIS:6070)
- BAIS:6240 Value Creation Using AI

### Economics (ECON)

- ECON:9100 Digital Economics (MBA:8160)

### Entrepreneurship (ENTR)

- ENTR:9100 Entrepreneurship & Innovation
- ENTR:9200 Entrepreneurial Finance (MBA:8140)
- ENTR:9450 Strategic Management of Tech & Innovation

### General Electives (MBA)

- MBA:8130 Business Communication
- MBA:8430 Communication with AI & Business Tech
- MBA:9130 Leadership Communication & Story
- MBA:8500 [Seminar in International Business \(GLO\)](#)  
(partially in-person at international location)

### Finance (FIN)

- FIN:9130 Corporate Risk Management & Insurance
- FIN:9310 Advanced Corporate Finance (previously Corporate Financial Strategy) (MBA:8180, FIN:9300)
- FIN:9300 Corporate Finance (MBA:8180) (previously Corporate Investment & Finance Decisions)
- FIN:9210 Derivatives (FIN:9200 and MBA:8180)
- FIN:9140 Enterprise Risk Management (MBA:8180)
- FIN:9150 Financial Modeling & Firm Valuation (MBA:8180)
- FIN:9200 Portfolio Management (MBA:8180)
- FIN:9160 Quantitative Finance & Machine Learning
- FIN:9230 Real Estate Finance & Investments (MBA:8180)
- FIN:9350 Wealth Management (MBA:8180)

### Management (MGMT)

- MGMT:9091 Corporate Social Responsibility & Sustainability
- MGMT:9110 Dynamics of Negotiations
- MGMT:9170 Human Resources Analytics (MBA:8150 or BAIS:9100)
- MGMT:9210 Law & Ethics
- MGMT:9120 Leadership & Personal Development
- MGMT:9250 Managing Employee Performance
- MGMT:9320 Managing in a Global Environment
- MGMT:9230 Managing & Preventing Conflict
- MGMT:9220 Maximizing Team Performance
- MGMT:9185 Project Management
- MGMT:9130 Strategic Management of Change

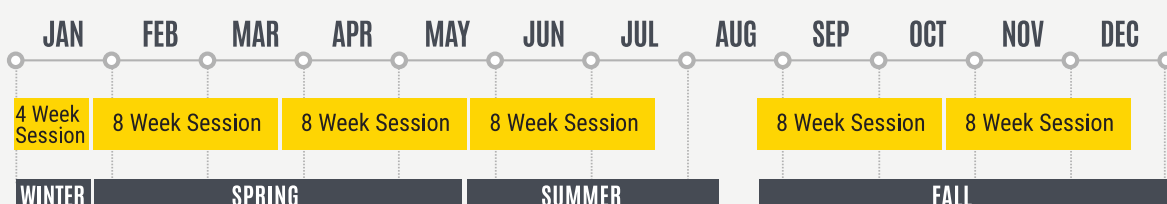
### Marketing (MKTG)

- MKTG:9370 Customer Experience (MBA:8110)
- MKTG:9155 Digital Mktg Insights, Strategies, & Appl (MBA:8110)
- MKTG:9310 Marketing Analytics (MBA:8150 or BAIS:9100)
- MKTG:9350 Marketing Comm. & Promotion (MBA:8110)
- MKTG:9330 Product & Portfolio Strategy (MBA:8110)
- MKTG:9015 Social Media Marketing (MBA:8110)
- MKTG:9320 Strategic Brand Positioning (MBA:8110)

All listed courses are 3 semester hours (s.h.)

Course offerings and related details are subject to change as we develop new courses, revise existing courses, and evaluate enrollments. This course chart is not meant to be an exhaustive list. Resources: [course descriptions](#), [current schedule of courses](#), & [syllabus archive](#) (need HawkID and password to access archive)

## PROGRAM TIMING



# Professional & Graduate Certificates



Tippie College  
of Business

If you added the Finance, Innovation, Marketing, and/or Leadership Certificate program of study in or before Summer 2023, review the [Graduate Certificate Changes document](#) for requirements to earn the certificate or view your degree audit; if you prefer to switch to the updated requirements below (effective Fall 2023), contact your advising team.

## Finance (4 courses, 12 s.h.)

Required Courses:

**MBA:8180 Managerial Finance**

FIN:9200 Portfolio Management (MBA:8180)

FIN:9300 Corporate Finance (MBA:8180) (previously Corporate Investment & Finance Decisions)

Choose one course from list of approved certificate classes.

## Corporate Finance (4 courses, 12 s.h.)

Required Courses:

**MBA:8140 Corporate Financial Reporting**

**MBA:8180 Managerial Finance**

FIN:9300 Corporate Finance (MBA:8180) (previously Corporate Investment & Finance Decisions)

FIN:9310 Advanced Corporate Finance (previously Corporate Financial Strategy) (MBA:8180, FIN:9300)

## Financial Decision-Making (4 courses, 12 s.h.)

Required Courses:

**MBA:8140 Corporate Financial Reporting**

**MBA:8150 Data & Decisions** (previously also offered under BAIS:9100)

ACCT:9040 Financial Statement Analysis & Forecasting (MBA:8140)

Choose one course from list of approved certificate classes.

## Investment Management (4 courses, 12 s.h.)

Required Courses:

**MBA:8180 Managerial Finance**

FIN:9200 Portfolio Management (MBA:8180)

Choose two courses from list of approved certificate classes.

## Responsible Resource Mgmt (4 courses, 12 s.h.)

Required Courses:

**MBA:8140 Corporate Financial Reporting**

ACCT:9020 Strategic Cost Analysis (MBA:8140)

MGMT:9091 Corporate Social Responsibility & Sustainability

Choose one course from list of approved certificate classes.

## Risk Management & Insurance (4 courses, 12 s.h.)

Required Courses:

**MBA:8140 Corporate Financial Reporting**

**MBA:8180 Managerial Finance**

FIN:9130 Corporate Risk Management & Insurance

FIN:9140 Enterprise Risk Management (MBA:8180)

## Artificial Intelligence & Technology Management (4 courses, 12 s.h.)

Required Courses:

BAIS:6210 Data Leadership and Management

BAIS:6240 Value Creation Using AI

Choose two courses from list of approved certificate classes.

## MULTIPLE DEGREES

Earn multiple degrees (MS in Business Analytics, MBA, and MS in Finance). [Learn more on our website.](#)

### **Certificate Course Waivers:**

- Business Analytics Certificate: If any required course is waived, BAIS:6140 is required.
- Corporate Finance Certificate: If MBA:8140 or MBA:8180 is waived, FIN:9150 is required. If both are waived, FIN:9230 is also required.
- Risk Management and Insurance Certificate: If MBA:8140 or MBA:8180 is waived, replace with one of these approved electives: FIN:9150, FIN:9230, FIN:9300, ACCT:9040, MGMT:9110. If both are waived, replace with two of the approved electives.
- All Other Certificates: If the certificate requires you to choose from a set of course options to meet the requirements, replace the waived course with an additional option.

## Business Communication (4 courses, 12 s.h.)

Required Course:

MBA:8130 Business Communication

Choose three courses from list of approved certificate classes.

## Innovation (4 courses, 12 s.h.)

Required Courses:

ENTR:9100 Entrepreneurship & Innovation

ENTR:9200 Entrepreneurial Finance (MBA:8140)

ENTR:9450 Strategic Mgmt of Tech & Innovation

Choose one course from list of approved certificate classes.

## Marketing (4 courses, 12 s.h.)

Required Course:

**MBA:8110 Marketing Management**

Choose three courses from list of approved certificate classes.

## Leadership (5 courses, 15 s.h.)

Required Courses:

**MBA:8120 Management in Organizations**

MGMT:9120 Leadership & Personal Development

Choose three courses from list of approved certificate classes.

## Strategy (4 courses, 12 s.h.)

Required Courses:

**MBA:8300 Foundations in Strategy**

**MBA:9300 Strategy in Action**

Choose two courses from list of approved certificate classes.

## Business Analytics (5 courses, 15 s.h.)

Certificate offered through the Graduate College

Required Courses:

**MBA:8150 Data & Decisions** (previously also offered under BAIS:9100)

BAIS:9110 Advanced Analytics (MBA:8150 or BAIS:9100)

BAIS:6050 Data Management

BAIS:6070 Data Science (MBA:8150 or BAIS:9100) and BAIS:6040

BAIS:6040 Data Programming in Python

## Artificial Intelligence & Machine Learning (4 courses, 12 s.h.)

Certificate offered through the Graduate College

Required Course:

BAIS:6250 Applied Deep Learning (MBA:8150 or BAIS:9100),  
BAIS:6040, and BAIS:6070)

Choose three courses from list of approved certificate classes.

## Operations (4 courses, 12 s.h.)

Required Courses:

**MBA:8150 Data and Decisions** (previously also offered under BAIS:9100)

**MBA:8240 Operations and Supply Chain**

Choose two courses from list of approved certificate classes.

## Healthcare Management (5 courses, 15 s.h.)

Courses for this certificate are offered online. This program, offered in partnership with the College of Public Health, requires separate admission and different tuition. To meet requirements, you'll take four electives from CPH and Corporate Financial Reporting from our program. Contact your advising team for details.