Financial Performance Reporting and Analysis
Explores financial accounting concepts and analytics.

Internal Measures of Success: Managerial Accounting
Investigates managerial accounting strategic concepts, policies, and practices.

Understanding Facts: Statistics for Managers
Analyzes fundamentals of quantitative analysis to aid managerial decision.

Decisions, Market Structure, and Games: Managerial Economics
Applies microeconomics analysis to managerial decision-making at the firm level in areas of supply and demand, production, cost, and pricing.

Finance: The Art of Managing Resources to Create Value
Examines theories and practice of financial decision-making, including risk analysis, valuation, capital, budgeting, cost of capital, and working capital management.

Leading People, Teams, and Organizations: Organizational Theory
Evaluates concepts and applications of understanding people at work, including developing a positive organizational culture, making sound business decisions, motivating and influencing people, building successful teams, and leading organizational change.

Create and Deliver Customer Value: Marketing Management
Considers the complexities of the marketing function, including segmentation, targeting, and positioning; customer decision making; market and environmental analysis; marketing planning and strategy; and concept control vital to forging competitive success.

Operations and Supply Management
Reviews conceptual foundations for operational and logistic functions for all types of organizations, and applies analytical methods to production problems.

Information Systems: Digital Innovations and Transformations
Develops an analytic framework to evaluate and assess the transformative effect digital innovations can have on an organization. Prepare to create coherent strategies for IT investments that balance the dual needs of operations enablement and business transformations.

Global Business Environments
Applies macroeconomic analysis to managerial decision-making in areas of demand, production, cost, and pricing and evaluates competitive strategies with a global perspective.

Mastering the Art and Influence of Negotiation
Builds the knowledge and skills necessary to excel at the art of negotiation by gaining experience in bargaining and negotiation. Through experiential learning — exercises, negotiation simulations, and negotiation-based cases — you will establish a fundamental understanding of what it takes to be an effective negotiator.

Going Out on Your Own: Entrepreneurship
Introduces the frameworks and tools conducive to the pursuit of entrepreneurial endeavors inside and outside a corporate environment. Integrating skills from strategy, finance, accounting, economics, and organizational behavior, topics include idea generation, opportunity assessment, business plan development, early stage funding avenues, and planning for the challenges of market entry and growth.

Sources of Competitive Advantage I
Examines how strategic leaders create and maintain competitive advantage for their organizations through the formulation and implementation of business strategies, emphasizing the integration of decisions across various functional areas.

Sources of Competitive Advantage II
Explores the formulation of strategy and policy in the organization, emphasizing the integration of decisions in functional areas.

Ethical Issues for Managers
Investigates the ethical components of business decisions and the role of business in society.
**Self-Discovery through Career Coaching**
Evaluates the key skills necessary to identify a career path, explore career opportunities, and market oneself. Formulate a career action plan that includes resumes, cover letters, and interview preparation.

**Frontline to Boardroom Communication**
Develops your ability to communicate to multiple audiences, with training in presentation skills, public speaking, and writing, along with opportunities to practice your skills and receive peer and instructor feedback.

**Self-Transformation through Executive Connections**
Teams you with senior executives to enhance leadership competencies through experiments in leadership and lunch and learn sessions, as well as coaching, mentoring, and career preparation outside of class.

**Intellectual Fusion Applied Learning Lab**
Pairs MBA students with non-business ASU master’s degree students on action-learning projects that deliver cross-functional skills. Business doesn’t happen neatly between the clear-cut lines of traditional business school core courses. Business happens across all industries, disciplines, and economies.

**Future Forward Leadership**
Prepares you to become more comfortable and skilled at dealing with ambiguous situations by building skills in design thinking, improvisation, super-flexibility, sense-making, rapid execution, and leading transformative change. Use experiential learning activities to experiment and recalibrate in real time, building immediate applied confidence and finesse.

**Decision-making with Data Analytics**
Presents frameworks and approaches to consume and interpret results obtained from data analytics and equips you to recognize patterns in data and models, recommend actions, and implement necessary organizational changes. Readings and case studies address various decision-making dilemmas and challenges facing managers in an analytics-rich business environment.

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