

Professional Master of Business Administration

 THE UNIVERSITY OF TENNESSEE CHATTANOOGA
COLLEGE OF BUSINESS



Online Professional Master of Business Administration for UT Erlanger Students

About the Program:

- 30 Credit Hours delivered 100% online and completed in 12-15 months
- 6 Credit Hours completed in partnership with UT Erlanger Medical Program curriculum
- 7-Week Mini Terms for the online coursework
- Affordable, Respected MBA that is AACSB Accredited

What you need to be admitted...

Required Application Materials:

- Online two-part application (www.utc.edu/pmba)
- \$35.00 one-time, non-refundable application fee
- Official transcripts from each university previously attended
- A complete resume of work experience
- Names/emails of two professional references from current or past employers

Admission Requirements for the UTC Online Professional MBA Program for UT Erlanger Students

Admission to the PMBA for UT Erlanger Students program is based on the following:

- A minimum cumulative undergraduate GPA of 2.7 or a GPA of 3.0 in the last 60 hours.
- Successful completion of UT Medical School requirements for first two years

The UTC Online Professional Master of Business Administration Curriculum for UT Erlanger Students

- 30 credit hours delivered through UTC's online Professional MBA program, plus
- 6 credit hours delivered through the UT Medical program (capstone, lectures, practice management seminars, etc.)

See next page for course descriptions. Current pricing is listed at www.utc.edu/pmba. Curriculum and pricing are subject to change.



For more information:

The College of Business Graduate Programs Offices are located in Fletcher Hall, Suite 207 in downtown Chattanooga at the corner of Douglas Street and McCallie Avenue.

For more information contact Christine Estoye, MBA Program Manager,
via email at Christine-Estoye@utc.edu or phone at 423.425.1730

UTC Online Professional MBA for UT Erlanger Students Curriculum

Required Core Courses (9 total courses, each 3 credit hours):

PMBA 5015 – Economics for Managers

Economics for Managers uses real-world issues and examples to illustrate how economic principles impact business decisions. Emphases on agency and contract theory, managerial behavioral economics, game theory, and pricing are especially valuable to decision making by managers. In this course, cases use actual data to illustrate the use of basic economic models to solve managerial and economic problems. Prerequisite: Grade of C or better in both undergraduate Micro and Macro Economics or 80% score in final exam of Economics Module.

PMBA 5250 – Organizational Behavior and Leadership

An examination of the theoretical and research foundations that explain behavior within the context of organizations. The focus will be on how organizational behavior theory is translated into practice such that students will acquire the knowledge and skills necessary to become an effective manager.

PMBA 5810 – Management Information Systems and Analytics

This is an introductory course designed to familiarize students with role of information technology (IT) in business organizations. The course provides a balance between managerial and technical aspects of information technology. Managerial aspects include topics such as using IT as a strategic source for competitive advantage, enterprise resource planning, electronic commerce, supply chain management, and role of data analytics in modern businesses. Technical topics include hardware, software, databases, Internet of things (IoT), developing and acquiring IT, and IT security.

PMBA 5820 – Financial Management

The goal of this course is to acquaint all business students with the primary concepts and techniques of financial analysis. The course will build upon the skills obtained in accounting and economics and use those skills for making decisions regarding a firm's use of capital toward the goal of maximizing the value of the firm. It is assumed that all students are familiar with financial statements and basic statistical and economic principles. The first part of the course will develop the tools used in modern financial analysis, including financial statement analysis and valuation techniques. Latter portions will apply these tools to decision-making for long-term (capital budgeting and cost of capital) financial management for both large and small firms. Prerequisite: Grade of C or better in both undergraduate Micro and Macro Economics or 80% score in final exam of Economics Module; grade of C or better in undergraduate Statistics I course or 80% score in final exam of Statistics Module; and, grade of C or better in undergraduate Principles of Accounting I (Financial Accounting) or 80% score in final exam of Accounting Module.

PMBA 5835 – Quantitative Decision Analysis for Business

This course covers quantitative and statistical decision models for business decision making. Topics covered in depth include Decision Analysis, Regression Modeling, Linear Programming, Transportation and network modeling, Forecasting, Inventory Management, Statistical Quality Control, Project Management, and Simulation modeling techniques and concepts, and their applications for managerial decision-making. All topics will be presented using computer spreadsheet modeling approach. Prerequisite: grade of C or better in undergraduate Statistics I course or 80% score in final exam of Statistics Module.

PMBA 5855 – Accounting for Managers

The purpose of this course is to provide students with a thorough exposure to the basic elements of financial and managerial accounting from a manager's perspective. Emphasis is placed on the application of accounting information both from an external user's perspective and for internal decision making. Contemporary topics that might affect the use of accounting information are surveyed, including in depth discussion of current events in business and financial news. The course draws upon the collective business experiences of the participants during classroom discussions that demonstrate the application of key concepts. Prerequisite: grade of C or better in undergraduate Principles of Accounting I (Financial Accounting) or 80% score in final exam of Accounting Module.

PMBA 5860 – Marketing Management

The goal of this course is to provide a decision-oriented overview of marketing management. This course focuses on the management challenge of designing and implementing marketing strategies that maximize customer satisfaction and firm profitability. Prerequisite: Grade of C or better in both undergraduate Micro and Macro Economics or 80% score in final exam of Economics Module.

PMBA 5870 - Strategic Management

This course will provide a realistic hands-on experience that will synthesize the information from previous courses in crafting business strategy, making business decisions, and being responsible for the financial performance of a simulated business entity. In addition, this course is designed to investigate strategy and its integrative role in management. Concepts, models, and

skills for developing strategies will be covered with a focus on how to create and sustain competitive advantage in a dynamic and global environment. The business environment created by the computer simulation will allow the student to apply skills in running a company in head-to-head competition with other student run companies. Prerequisites: All required core classes except PMBA 5885 or ENTR 5885 and PMBA 5810 or MGT 5870.

PMBA 5885 – Corporate Entrepreneurship and Innovation

Innovation is critical for survival and growth in today's climate of increasing globalization, technological change, market transition, and business model modification. Yet, most corporations struggle with innovation within the traditional management model. Corporate entrepreneurship provides the context and infrastructure for sustained innovation within established organizations. The focus of this course is on the entrepreneurial processes and principles needed in established organizations for successful strategic innovation. Prerequisites: PMBA/FIN 5820, PMBA/ACC 5855, PMBA/MKT 5860 and PMBA/MGT 5250.

PMBA Elective – select one elective from those available.

PMBA 5000 Special Business Topics for Medical Professionals (6 credit hours)

Coursework includes UT College of Medicine Capstone coursework; Practice Management Seminars; and, three or four lectures by UTC College of Business faculty.

SPECIAL NOTES:

- Students admitted to the program who lack academic experience in certain areas (accounting, business statistics, economics and legal environment of business) will be required to complete online background modules in order to gain needed competencies and prior to taking certain courses. The online background modules are not for academic credit. Each module is designed to be completed in 20 to 30 hours. Assessments, administered at the end of the module and using the module software, are required for successful completion of each module with the minimum score determined by faculty (currently a score of 80% is required for passing). Some or all of the background modules in which undergraduate or graduate academic coursework has previously been completed with a grade of B or higher may be waived based on a review of academic transcripts. Additional information, including course syllabi, may be required to determine waiver eligibility. Most business undergraduate majors should qualify for waiver of the background modules since these background requirements are typically part of an undergraduate business major. Additionally, many non-business majors may be eligible for a background module waiver for some or all of the background modules if their undergraduate coursework included an equivalent to a background course. The cost of the online modules will be the cost of materials (approximately \$100 per module); no tuition or fees will be paid to UTC for the background modules.
- All above courses are delivered entirely in an asynchronous online format with the exception of PMBA 5000 which will be offered in a live classroom/lecture setting.
- When starting the program on an odd number year (2017, 2019, etc.), the UTC Online Professional MBA for UT Erlanger Students will run each year from Summer term 1 (typically the last week in May) through the following year Spring term 2 (which typically ends the last week of April). When starting the program on an even number year (2018, 2020, etc.), the UTC Online Professional MBA for UT Erlanger Students will run each year from Summer term 1 (typically the last week in May) through the following year Summer term 2 (which typically ends the first week of August).



**Professional MBA Fee Breakdown
 Fall 2016 and Spring/Summer 2017 Terms**

The PMBA is a 24 month program consisting of 36 credit hours

Total Program Cost: \$28,488

In-State Student

	Per SCH	Per 3 Credit Hour Course
Maintenance Fee	450.00	1350.00
Online Support Fees	56.00	168.00
Technology Fee	12.00	36.00
Library Fee – Flat Fee Only charged 1 time per student per spring/summer/fall.	25.00 (This is a flat fee.)	25.00
Differential Tuition (College of Business)	56.00	168.00
PMBA Program Per Course Fee (flat fee)	627.00	627.00
Total Amount Owed by the Student		2374.00

*** Out-of-State Student**

	Per SCH	Per 3 Credit Hour Course
Maintenance	450.00	1350.00
Online Support Fees	56.00	168.00
Technology Fee	12.00	36.00
Library Fee – Flat Fee Only charged 1 time per student per spring/summer/fall.	25.00 (This is a flat fee.)	25.00
Differential Tuition (College of Business)	56.00	168.00
PMBA Program Per Course Fee (flat fee)	486.00	486.00
Tuition for Out-of-State	47.00	141.00
Total Amount Owed by the Student		2374.00

**The fee assessment structure is different for Out-of-State students, but the per course total and the total program cost is the same as the In-State students.*

University Fees are set by the Board of Trustees and are subject to change at any regular or called meeting of the Board.