

# MBA Alumni Professional Development Options

## **Registration Procedure**

1. Notify the MBA Director (Leslee Harden via email – [harden@edwards.usask.ca](mailto:harden@edwards.usask.ca)) of which course(s) you wish to take
2. Apply to become a non-degree graduate student at the U of S by completing form number GSR105 ([www.usask.ca/cgcsr/downloads/forms/gsr105.rtf](http://www.usask.ca/cgcsr/downloads/forms/gsr105.rtf)) and sending to the attention of Leslee Harden, MBA Director, along with a \$75 application fee. *Note: This has to be done only once.*
3. Your transcripts will then be accessed electronically and, along with your GSR105 application form, sent to the College of Graduate Studies for processing.
4. You will then be set up within the Student Information system which will allow you access to register electronically for any desired courses.

## **Tuition Fees**

You can choose to take the course for credit, in which case it would appear on your U of S transcript and the tuition would be \$1050 per course. All elective courses are 2 credit units, which is 26 hours of class time.

You could also choose to audit the course, which would entitle you to attend all courses, access to all materials, but not have your work graded. The cost to audit courses is half the regular tuition.

## **Course Options**

### ***Finance***

#### **MBA 851.2 – International Finance**

***April 19 – 29, 2010***

*Monday, Tuesday, Wednesday, Thursday: 3:00pm-6:15pm*

*Final Exam (if needed) April 30, 9am – 12noon*

Examines corporate finance issues faced by firms operating or seeking to operate internationally and corporate finance practices around the world. The course is divided into three major parts. The first part starts with an introduction of exchange rates (e.g. balance of payment, international monetary system, determinants of exchange rates, international arbitrage, purchasing power parity, and forecasting exchange rates). The second part deals with exchange rate exposure measurement and management, and the third part with the issues related to cross border investment and financing decisions including capital structure, cost of capital and capital budgeting decisions, and valuation of foreign firms/projects.

#### **MBA 854.2 – Investments, Security Analysis and Portfolio Management**

***March 12 – May 10, 2010***

*Fridays: 3:00pm - 6:00pm (March 12, 26 April 9, 16, 23 May 7)*

*Mondays, Wednesdays: 4:00pm – 6:00pm (May 3, 5, 10, 12)*

*Final Exam May 14 3:00pm – 6:00pm*

Introduces the theory and application of security analysis and portfolio management, including determinants of investment risks, trade-offs between risk and return, valuation of stocks, fixed-income and derivative securities. Application will be first hand through participating in an investment scenario.

#### **MBA 855.2 – Mergers and Acquisitions**

***July 26 – Aug 6, 2010***

*Monday, Tuesday, Wednesday, Thursday: 3:00pm – 6:15pm*

Financial and economic, legal and human resource aspects of Mergers and Acquisitions (M&A) are examined. Particular attention is paid to the valuation of M&A targets and the overall impact of M&A on corporate governance. The motivation of mergers, both theoretically and empirically, is investigated. The course also explores anti-takeover devices and international M&A activities.

## **MBA 858.2 – Corporate Finance**

**March 22 – April 1, 2010**

*Monday, Tuesday, Wednesday, Thursday: 6:30pm– 9:45pm*

*Final Exam (if needed): April 3 9:00am – 12noon*

Knowledge of finance concepts, theories, and analytical tools are very important to the manager in today's competitive marketplace. Those that master the skills and knowledge of finance will be able to make sound economic investment decisions, finance projects with confidence, and manage their firm's assets and liabilities more effectively. In this course, emphasis will be placed on measuring cash flows, valuing assets and investments, measuring risk and required returns, financing and structuring deals, and managing operational assets. Organizations studied will range from private entrepreneurial enterprises to large public corporations.

## **International Business**

### **MBA 873 – International Markets and Business Systems**

**May 4 – 16, 2010**

*Tuesday, Thursday: 6:30pm – 9:30pm and Saturday, Sunday: 8:30am – 12:00pm*

*Final exam (if needed): May 17 6:30pm-9:30pm*

Students will apply knowledge from other courses to the creation of an export marketing plan for a product or service using a marketing framework. The export marketing framework will include an assessment of the firm's readiness to export, environmental analysis, export market assessment, export techniques, product development plan, marketing strategy and programs, pricing, and risk management (including financing and payment) leading to a Go/No Go decision. The same framework will also be cross-applied to foreign investment in the target country.

## **Biotechnology Management**

### **MBA 868.2 Strategic Management of Technology and Innovation**

**June 14 – 24, 2010**

*Monday, Tuesday, Wednesday, Thursday: 3:00pm – 6:15pm*

*Final exam (if needed): June 25, 3:00pm – 6:00pm*

Develops a framework for understanding and analyzing the strategic management of technology, innovation and the knowledge based economy. Topics include the strategic management of public policy interface; intellectual property rights; regulatory obligations; operations (including industrial organization); human resources (science-commerce interface) and marketing (credence goods).

### **MBA 869.2 - Commercialization and Valuation of Technology (Pre-requisites – MBA 868)**

**June 28 – July 8, 2010**

*Monday, Tuesday, Wednesday, Thursday: 3:00pm – 6:15pm*

*Final exam (if needed): July 9, 3:00pm – 6:00pm*

Develops a framework for understanding and analyzing the commercialization of high or advanced technology ventures from an entrepreneurial and venture capital perspective, including the valuation of intellectual assets and the development of a financial model to determine value at the at each stage of the tech life cycle.

## **Organizational Design**

### **MBA 871.2 - Organizational Dynamics**

**June 15 – 27, 2010**

*Tuesday, Thursday: 6:30pm – 9:30pm and Saturday, Sunday: 8:30am – 12:00pm*

*Final exam (if needed): June 22, 6:30pm – 9:30pm*

Focuses on the social forces within organizations and examines how they affect office politics, power in organizations, organizational culture and organizational change.

## **MBA 875.2 - Compensation Strategy for Effective Organizations**

**April 20 – May 2, 2010**

*Tuesday, Thursday: 6:30pm – 9:30pm and Saturday, Sunday: 8:30am – 12:00pm*

*Final exam (if needed): May 3, 9:00am – 12:00pm*

This course is designed to provide participants with a comprehensive framework through which compensation strategy that best fits a given firm can be identified and developed. In so doing, key linkages between compensation, business strategy, and organization design will be examined, as well as linkages between compensation and employee behaviour.

## **Marketing**

### **MBA 874.2 - Sales Force and Key Account Management**

**Jun 29 – July 11, 2010** *Note: No class July 1, rescheduled to June 30.*

*Tuesday, Thursday: 6:30pm – 9:30pm and Saturday, Sunday: 8:30am – 12:00pm*

*Final exam (if needed): July 12, 1:00pm – 4:00pm*

Professionally managing relationships through an effective sales force (and other resources) is the ultimate goal of the sales system we will be systematically discussing. We will then consider such issues as the strategic relationship between the marketing and sales functions, forecasting and territory planning, organizing the selling effort, and analysis of the sales effort.

### **MBA 876 - Negotiating for Business**

**July 27 – Aug 8, 2010**

*Tuesday, Thursday: 6:30pm – 9:30pm and Saturday, Sunday: 8:30am – 12:00pm*

*Final exam (if needed): Aug 8, 1:00pm – 4:00pm*

This is a course for students interested in developing negotiation skills in a business context. Students will learn effective communication skills, problem-solving and consensus building, with the intention of turning face-to-face confrontation into side-by-side problem solving.