

# COURSES IN THE ONE YEAR MBA PROGRAM (AMBA)

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## AMBA 5939 - Internship for MBAs (1-6 Credits)

Supervised experiences involving the applications of concepts and skills in an employment setting. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Repeatable. Max Hours: 6 Credits.

Grading Basis: Pass/Fail Only

Repeatable. Max Credits: 6.

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6201 - Leading in Organizations (1.5 Credits)

This course addresses core leadership challenges, such as motivating a diverse employee base, working in and managing teams, designing an organization and building a healthy culture, leading organizational change, and managing power and politics in the workplace. Restrictions: Restricted to AMBA majors within the Business School. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6202 - Workforce Management (1.5 Credits)

This course focuses on the management and deployment of human resources in organizations. Students learn how leaders can utilize recruitment and staffing strategies, performance management, compensation and benefits, data and analytics, and training and leadership development programs to foster a successful workforce. Restrictions: Restricted to AMBA majors within the Business School. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6210 - Data Analytics I (1.5 Credits)

This course covers basic statistical concepts and methods including descriptive and graphical tools, exploratory data analysis, statistical inference, and bivariate methods. Emphasis is placed on proper choice of methods and interpretation of the results. Lectures, assignments, and projects are grounded in real data taken from business applications. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6211 - Data Analytics II (1.5 Credits)

This course allows decision-makers to understand relationships among key business metrics. Applications of these methods may be found throughout the organization from human resources management and marketing to accounting and finance. Multiple regression provides the methodological framework. Business case studies are used extensively throughout the course. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6220 - Business Law (1.5 Credits)

This course provides a working knowledge of the legal parameters in four areas: 1) employment law, 2) business organizations, 3) intellectual property and 4) tort law. The influence of legal issues on an organization's decision making is stressed. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6230 - Financial Accounting (1.5 Credits)

This course emphasizes the use of external financial reporting information when making business decisions, particularly to assess a firm's overall financial condition and performance for investment and credit decisions. To understand the underlying basis of financial reporting the concepts and mechanics of generating financial statements is addressed in a nontechnical manner. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6231 - Management Accounting (1.5 Credits)

This course emphasizes the use of management accounting information when making business decisions within organizations. Topics include product and service costing, planning profitability and controlling operations through budgeting techniques and short-term non-routine decision making. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6240 - Marketing Principles (1.5 Credits)

This course focuses on marketing theory and its application, emphasizing the study of core principles that can be applied to a wide range of marketing situations, both large and small. The course encourages critical analysis via a case-based approach to learning. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

## AMBA 6241 - Marketing Strategy (1.5 Credits)

This course focuses on applying the fundamentals of marketing theory in real-world settings. Guest-speakers, company site visits, and developing a marketing plan are used to emphasize marketing principles. The distinction between small-business-oriented lean marketing and large-scale marketing effort of corporations will be drawn out thru the course experience. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6250 - Information Systems Strategy Foundations (1.5 Credits)**  
 Digital strategy is the application of digital technologies to business models to form new differentiating business capabilities. This course examines strategic issues involved with the effective management of information technology (IT) in businesses including the role of digital technologies as a driver of business innovation and strategy. The development and management of an effective digital infrastructures are discussed. A broad overview of how systems support operational, administrative, compliance and security needs while fulfilling strategic objectives is covered. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6251 - Data Management Strategy (1.5 Credits)**  
 This course provides students with an overview of the key concepts for establishing an organizations data management strategy, ensuring that its operational and analytical needs are efficiently and effectively addressed. Real-case scenarios that companies face when addressing global operational and analytical data challenges are emphasized. The course also addresses current trends in managing structured data as organizations move to cloud-based computing services. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6260 - Applied Microeconomics (1.5 Credits)**  
 This course provides an overview of "thinking like an economist". The course covers an introduction to supply and demand and the basic forces that determine an equilibrium in a market economy. Students learn to understand: consumer behavior, firm behavior, and analyze different types of market structures (monopoly, oligopoly and a competitive market). Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6261 - Applied Macroeconomics (1.5 Credits)**  
 This course explores the causes and effects of unemployment, interest rates, and inflation. The roles of the central bank and the government in implementing policy are discussed. The course provides models of macroeconomics will be introduced and illustrated using historical US data. The course prepares a student to take intermediate macroeconomics. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6270 - Operations Management (1.5 Credits)**  
 This course is concerned with sales and operations planning through coordination of resource planning, inventory control, logistics management, network configurations, demand management and work flow efficiencies with an operations strategy perspective. Computer-based operations analytics to support decision making is emphasized. Current innovations and future trends in operations are included. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6271 - Supply Chain Management (1.5 Credits)**  
 This course is concerned with the design, analysis, management and control of supply chains. Because of advances in globalizations, sustainability and technology, course emphasis includes integration of processes and systems, relationship management of upstream and downstream players, configuration of network designs and evaluation of strategies that incorporate current and future trends. Computer-based analytics and the Supply Chain Operations Reference (SCOR) model are addressed. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6280 - Finance Management I (1.5 Credits)**  
 This two-part course deals with decisions a business firm takes to maximize stakeholder value. Students learn to use theories and techniques to examine and understand business and security valuation, the cost of capital, capital budgeting and capital structure, and other related issues. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6281 - Finance Management II (1.5 Credits)**  
 This two-part course deals with decisions a business firm takes to maximize stakeholder value. Students learn to use theories and techniques to examine and understand business and security valuation, the cost of capital, capital budgeting and capital structure, and other related issues. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6290 - Strategy Foundations (1.5 Credits)**  
 This course is a graduate level introduction to the topic of strategic management – definitions, core ideas, and a broad understanding of what is required for the firm to build a competitive advantage that is sustainable over the medium to long term. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6291 - Strategy in Practice (1.5 Credits)**  
 The capstone of the MBA and a deeper dive into strategic management - covering the essential tools used to formulate a firm's strategy, but also building on the core functional area courses to tackle strategy in practice via an in-depth, group-based, simulation. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6301 - Global Business (1.5 Credits)**  
 This course examines the dynamic context of global business from both a multinational and entrepreneurial perspective. Topics covered include the cultural, political-legal, technological, economic, financial, and sustainability aspects of the international business environment. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.  
 Grading Basis: Letter Grade  
 Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6310 - International Business Abroad (3 Credits)**

The One Year MBA International Business Study Abroad is an experiential learning course conducted abroad. Available for One Year MBA students.

Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 3.0 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6320 - Career and Professional Development (0.5-1 Credits)**

This course focuses on preparing students to successfully seek their next position and develop the professional skills to excel in their long-term career. Sample topics include: Personal Brand Readiness; Business Communication Skills; Business Professionalism; and Interview Skills. Restrictions: Restricted to graduate majors within the Business School with the AMBA major code. Repeatable. Max Hours: 1.5 Credits.

Grading Basis: Pass/Fail Only

Repeatable. Max Credits: 1.5.

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6330 - Introduction to Business Consulting for MBAs (1.5 Credits)**

This course is designed to prepare students to effectively engage with clients by exposing them to a broad business-consulting knowledge base. This course includes case analyses, guest speakers, and other preparatory content for real-world projects. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6401 - Negotiations (1.5 Credits)**

This course is designed to give students hands on experience developing critical career or professional skills, with a specific focus on negotiation and bargaining effectiveness. Through simulations, role-playing cases, and personal experience, students practice and hone their negotiation skills, gain insight into interpersonal influence and communication, and learn how they are perceived by others. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6410 - Investments (1.5 Credits)**

This course provides students with a broad understanding of financial theory, financial markets and products, and analytical tools and techniques needed for investment decision making. Topics include portfolio theory, equilibrium models of asset pricing, equity valuation and option fundamentals. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credit Hours.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6420 - Visual Analytics for Big Data (1.5 Credits)**

This course deals with the core concepts and skills behind big data for business applications, such as SQL for data extraction, data cleaning and processing, RStudio and SAS for modeling, and Tableau and Power BI for data visualization and PowerPoint for presentations. Detailed business applications integrating the concepts and skills are demonstrated.

Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credits

Grading Basis: Letter Grade

Restricted to graduate majors within the Business School with the AMBA major code.

**AMBA 6430 - Digital Marketing Strategies (1.5 Credits)**

The marketing of services which constitutes 80% of the US economy is changing very rapidly. This course uses cases and speakers to examine how service-oriented organizations make effective transformations from traditional to digital marketing strategies. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credit Hours.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6440 - Conflict Management (1.5 Credits)**

Using negotiation principles as a foundation, students gain hands on experience developing critical [alt: career or professional] management skills, with a focus on conflict management, group consensus-building, managing cultural differences, and minimizing decision biases. Through simulations, role-playing cases, and personal experience, students practice and hone their skills and give and receive performance feedback to others. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credit Hours.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6450 - Advanced Corporate Finance (1.5 Credits)**

This course extends the basic principles of corporate finance to an advanced level to provide an intuitive and adequate framework for making financial decisions. The course deals with topics such as agency problem, valuation, and capital structure decision. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credit Hours.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6460 - Digital Marketing Analytics (1.5 Credits)**

This course is designed to provide you with an overview of the ever-changing digital marketplace while also equipping you with hands-on experiences and analytical skills that you will need to perform vital functions in various areas of digital marketing. By the end of the course, you will be able to walk into any company with an online presence and improve their use of the digital media. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credit Hours.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6470 - Applied Business Consulting (1.5 Credits)**

This course provides students who have completed AMBA6330 (Introduction to Business Consulting for MBAs) the opportunity to apply their learning to a real-world business-consulting project. Students will scout, scope, consult and present on a project with a company of their choosing. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max Hours: 1.5 Credits

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

**AMBA 6480 - Creating an Ethical Business Culture (1.5 Credits)**

Ethical decision making is covered, including spotting and addressing red flags fostering unethical behavior. Governance and stakeholder management techniques are highlighted while applying the ethical principles of integrity, trust, accountability, transparency, fairness, respect, viability, and the rule of law. Restriction: Restricted to graduate students in the One Year MBA program. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restricted to graduate majors within the Business School with the AMBA major code.

AMBA 6490 - One Year MBA Practicum (5 Credits)

The One Year MBA Practicum course trains students in real-world applications. In the Practicum, students, under the direction of faculty, address a real-world problem. Restriction: Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 5 Credits.

Grading Basis: Pass/Fail Only

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6510 - Personal Branding (1.5 Credits)

This class is designed to show how to create successful personal brand strategies for professional and personal development in both Entrepreneurial and Intrapreneurial environments. The course work will leverage the innovative lean start-up methodology to develop effective strategic planning for each student's personal brand. The coursework will consist of case studies, projects, guest speakers, videos, podcasts, and reading materials. Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restricted to graduate majors within the Business School with the AMBA major code.

AMBA 6520 - Managerial Accounting Seminar (1.5 Credits)

This course emphasizes how cost management and management control systems can be used in setting and executing organizational strategy and in making tactical decisions. Behavioral and quantitative approaches regarding information for decision making, planning, control, performance evaluation and other issues are investigated. Course readings, case studies and discussion will highlight key concepts and issues. This course is reserved for students in the One Year MBA program. For more information, please contact the program at 303-315-8800. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6530 - Creating Digital Businesses (1.5 Credits)

Companies across the front range are using technology to attack exiting industries. Meet some of the entrepreneurs who are creating Colorado's newest and most valuable companies. Then try your hand at a final project incorporating their lessons and readings in this highly interactive course. This course is reserved for students in the One Year MBA program. For more information, please contact the program at 303-315-8800. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6540 - Global Business in Practice (1.5 Credits)

This course allows students to learn practical tools for doing business abroad across functional areas. Students will gain exposure to real-world and case-based learning. Restriction: This course is reserved for students in the One Year MBA program only. For more information, please contact the program at 303-315-8800. Max hours: 1.5 Credits

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6550 - Consulting in Practice (1.5 Credits)

This course relies on skills learned in AMBA 6330 to engage in real-world consulting. Short-term, team-based projects are scoped by faculty for completion during this course. Restriction: This course is reserved for graduate students in the One Year MBA program. For more information, please contact the program at 303-315-8800. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6560 - Executive Briefings (1.5 Credits)

Students interact and learn directly from executives from a wide variety of organizations, with a particular emphasis on leadership. The course is highly interactive, with students gaining insight that will further their own leadership agendas. Restriction: Restricted to AMBA majors within the Business School. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 1.5.

Restrictions: Restricted to AMBA majors within the Business School.

AMBA 6800 - Special Topics (1.5 Credits)

Courses offered irregularly for the purpose of presenting new subject matter in business. Consult the current 'Schedule Planner' for semester offerings. Restricted to graduate majors within the Business School with the AMBA major code. Max hours: 1.5 Credits.

Grading Basis: Letter Grade

Restricted to graduate majors within the Business School with the AMBA major code.

AMBA 6840 - Independent Study (1-3 Credits)

Independent study. Limited to OYMBA students only. Allowed only under special and unusual circumstances. Permission of Program Director required. Prereq: Limited to OYMBA students only. Allowed only under special and unusual circumstances. Permission of Program Director required. Max Hours: 3 Credits.

Grading Basis: Letter Grade

Restrictions: Restricted to AMBA majors within the Business School.