BUSINESS ADMINISTRATION, MBA: MARKETING

Designed especially for students who need scheduling options, the Lubar School’s Flexible Format MBA can accommodate career and personal priorities.

MBA students following the Flexible format may choose one of the career-focused concentrations to enhance their program. Each concentration requires the completion of fifteen elective credits, and the concentration will be noted on the transcript upon graduation.

Admission Requirements

Application Deadlines
Application deadlines vary by program, please review the application deadline chart (http://uwm.edu/graduateschool/program-deadlines) for specific programs. Other important dates and deadlines can be found by using the One Stop calendars (https://uwm.edu/onestop/dates-and-deadlines).

Admission
An applicant must meet Graduate School requirements (http://uwm.edu/graduateschool/admission) plus the following program requirements to be considered for admission:

1. Submission of score on the Graduate Management Admission Test (GMAT) (http://uwm.edu/graduateschool/admission/#gmat) or Graduate Record Examination (GRE) (http://uwm.edu/graduateschool/admission/#gre).
2. Review by the MBA Program Committee to assess academic achievement and the ability to do intensive graduate-level work.

MBA foundation coursework provides the basis for the theory and practice of business. The MBA Program requires BUS ADM 701, and BUS ADM 703. BUS ADM 701 is waived for individuals who have completed an appropriate academic course in their background, or have earned an appropriate Quantitative sub-score on the GMAT (http://uwm.edu/graduateschool/admission/#gmat) or GRE (http://uwm.edu/graduateschool/admission/#gre), or have passed the proficiency exam. BUS ADM 703 is waived for individuals who have completed an appropriate course in their background, or have passed the proficiency exam. BUS ADM 701 and BUS ADM 703 do not count toward the degree. Students are also assumed to have basic proficiency in information technology (IT), including the use of word processing, spreadsheets, presentation software, and web browsers. Online resources are available for BUS ADM 701, BUS ADM 703, and IT.

Credits and Courses

The degree requirements for the Master of Business Administration degree are 33-39 credits. Students with a BBA degree and a major in accounting, finance, marketing, information technology management, or supply chain and operations management will be waived from the 3-credit Core course that corresponds to their major field of study. Students with an undergraduate double major in business, from an AACSB accredited institution, may be waived from two Core courses.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUSMGMT 704</td>
<td>Accounting Analysis and Control</td>
<td>18-24</td>
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</table>

Electives

Select 15 elective credits

Total Credits 33-39

Integrating course

Students in the MBA program have two options for completion of elective credits. The first route is to complete any approved Bus Adm or BusMgmt elective course. The second option is to choose a Career-Focused Concentration, completion of which will be documented on the transcript.

See http://uwm.edu/business/academics/graduate/mba-programs/flexible-mba/ for additional details.

Marketing Concentration

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUS ADM 762</td>
<td>Marketing Research</td>
<td>9</td>
</tr>
<tr>
<td>BUS ADM 765</td>
<td>Strategic Product and Brand Management</td>
<td></td>
</tr>
<tr>
<td>BUS ADM 894</td>
<td>Internet Marketing</td>
<td></td>
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Electives – Choose two courses from the list below

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUS ADM 544</td>
<td>New Product Development</td>
<td>6</td>
</tr>
<tr>
<td>BUS ADM 761</td>
<td>Seminar in Marketing:</td>
<td></td>
</tr>
<tr>
<td>BUS ADM 763</td>
<td>Marketing Analytics</td>
<td></td>
</tr>
<tr>
<td>BUS ADM 764</td>
<td>Buyer Behavior and Marketing Communications</td>
<td></td>
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<tr>
<td>BUS ADM 766</td>
<td>Marketing for Nonprofit Organizations</td>
<td></td>
</tr>
<tr>
<td>BUS ADM 769</td>
<td>Database Marketing</td>
<td></td>
</tr>
<tr>
<td>BUS ADM 806</td>
<td>International Marketing</td>
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</tr>
</tbody>
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Program Requirements

Major Professor as Advisor

The student in the MBA program is not assigned an advisor or major professor. Questions about the student’s program of study, courses or regulations should be directed to Lubar School Graduate Program Services Office, Lubar N251, (414) 229-5403.