MBA Core Learning Goals & Objectives

**Learning Goal #1: To understand the functions of business administration**

Learning Objectives:

Demonstrate knowledge and understanding of concepts, tools, and practices in

1.1 Financial management

1.2 Marketing management

1.3 Management of business processes

1.4 Strategic management

**Learning Goal #2: To acquire and practice leadership and negotiation skills**

Learning Objectives:

2.1 Ability to negotiate in order to meet objectives while maintaining positive working relationships

2.2 Ability to adopt conflict management behaviors appropriate to the situation such that whenever possible win-win solutions are reached.

2.3 Ability to make decisions in a socially responsible manner

2.4 Ability to take initiative and work effectively in a culturally diverse team

2.5 Skill in making a well-organized, formal presentation to an audience.

**Learning Goal #3: To demonstrate analysis and information literacy skills**

Learning Objectives:

3.1 Ability to conduct an individual research project that demonstrates skills in obtaining information, evaluating the quality of that information, analyzing the information collected, drawing conclusions, and communicating the results in clear written form.

3.2 Ability to interpret, analyze, and draw conclusions from financial statements and other business and economic information presented through graphs and charts.

**Learning Goal #4: To solve problems and make decisions in a global context**

Learning Objectives:

4.1 Demonstrate an understanding of the global environment in evaluating a business problem or opportunity.

4.2 Demonstrate skill in arriving at logical conclusions after weighing evidence and using theoretical frameworks for an international case scenario.