

Masters of Business Administration: Illustrative Courses per Semester

Course Number and Title	Number of Credits	Required	Elective	Concentration Required Elective
First year courses				
BUS050 Pre-term Quantitative Methods	0	✓		
BUS051 Effective Communications	0	✓		
MBA 1 Fall				
BUS320 Data Analysis for Business Decisions	3	✓		
BUS345 Financial Accounting	3	✓		
BUS380 Operations & Process Management	2	✓		
MBA 1 Spring				
BUS346 Managerial Accounting & Control	2	✓		
BUS305 Managing People & Organizations	3	✓		
BUS330 Financial Management	3	✓		
MBA 1 Summer				
BUS360 Marketing Management	3	✓		
BUS322 Managerial Economics	3	✓		
Second year courses				
MBA 2 Fall				
ELECTIVE				
BUS300 Introduction to International Competitive Strategy	2		✓	
BUS378 Business Intelligence	2		✓	
BUS348 Financial Statement Analysis	3		✓	✓
BUS336 Management of Financial Institutions	3		✓	
BUS366 Advertising Management	3		✓	
BUS365 Marketing Research	2		✓ *	✓ *
BUS353 Audit Evaluation & Control	3		✓	
BUS369 Special Topics in Marketing: Price Competition	2		✓	
BUS307 Human Resource Management	3		✓	

BUS391 Start-up Management	2		✓	
BUS382 Supply Chain Management	2		✓	
BUS369 Special Topics in Marketing: Digital Marketing	2		✓	
MBA 2 Spring				
BUS385 Project Management	2		✓	
BUS369 Special Topics in Marketing: Strategic Marketing	2		✓	
BUS306 Managerial Negotiations	2		✓	
BUS351 Cost Accounting	2		✓	
BUS327 Micro-foundations of Competitiveness	3		✓	
BUS321 Data Mining for Business Decisions	3		✓	✓
BUS332 Corporate Finance	3		✓	✓
BUS312 Legal Environment of Business	2		✓	
BUS338 Investment Management and Analysis	2		✓	
MBA 2 Summer				
BUS390 Entrepreneurship Innovation and Incubation	2		✓	
BUS324 Business Analytics	2		✓	
BUS309 Special topics in Management: Innovation, Creativity, and Design Thinking	3		✓	
BUS317 Leadership	2		✓	
More information on other electives can be found on https://cbe.aua.am/program-structure/				

* Marketing Research is required for a Marketing concentration but a possible elective for Business Analytics.

** This is an illustrative courses per semester and the courses may change from semester to semester driven by students' interests and Faculty availability.