MBA Core Course Waiver Policy
Updated January 2020

MBA students may waive up to 10 credit hours of core course requirements. The following core courses are eligible for waiver: ACCT609, ACCT 611, BNAL 606, BNAL 610, ECON607, ECON618, FIN613, FIN616, FIN619, IT614, MKTG608, and OPMT615.

To waive a core class, a student:
1. Must have majored in the subject (graduated within the last three years), except FIN 616 (see description for details)  
   OR
2. BNAL 606, ECON 607 and ECON 618 are eligible for waiver exam (must be taken within the first 2 semesters of enrollment in the MBA program; contact Prior Learning Assessment at 757-683-6554 for details and fees)  
   OR
3. Must have completed the 3 – 12 credit hours of classes detailed below within the last 3 years of matriculating into the MBA program and earned a grade of “B” or better in the specified classes

Waiving a class:
When a student successfully satisfies any of the above conditions, the class is waived from the requirements necessary to complete the MBA degree. Both the class and the credit hours are waived. Please note that a waived class will not appear on a student’s ODU transcript (as it is waived, no credit is given). The waiver will be noted in DegreeWorks only. For example, if a student waives ACCT609, s/he is no longer required to take this core course, and his/her total program requirement is reduced by 2 credit hours from 40 credit hours to 38.

If a student passes the departmental exam, item 2 above, the course will be noted as transfer credit on the transcript and count toward the maximum 12 credit hours of transfer credit allowed into the MBA program and maximum of 6 credit hours allowed as prior learning credits at ODU.

For option 3, students must complete the Waiver Request Form. 3 -12 undergraduate level credit hours are required as follows:

ACCT 609 Managerial Accounting (2 courses-6 credit hours)
1. Equivalent of ACCT202, Principles of Managerial Accounting: Elementary managerial accounting concepts and procedures; operational accounting; and use of accounting data for special-purpose internal decision making.
2. Equivalent of ACCT311, Managerial Accounting: This course focuses on recording and allocating costs within traditional managerial accounting systems. Common and joint cost allocations are performed under job order, process and standard costing systems. Income models are developed for exploring cost-volume-profit relationships.

ACCT 611 Financial Accounting (2 courses-6 credit hours)
2. Equivalent of ACCT301, Intermediate Accounting I: Preparation of financial statements and other reports in accordance with prevailing accounting standards established by the accounting profession.
BNAL 606 Statistics for Managers (2 courses-6 credit hours)
1. Equivalent of BNAL 206, Probability, Decision Analysis and Business Statistics: An introduction to methods of probability assessment and statistical inference. Topics include descriptive statistics, normal and binomial distributions, decision making under uncertainty and under risk, decision analysis incorporating sample information, sampling distributions and Central Limit Theorem, interval estimation, and hypothesis testing. Business and economic applications are emphasized. Computer software, as a tool for problem solving, is utilized where appropriate.

2. Equivalent of BNAL 306, Statistical Data Analysis and Management Science: Quantitative methods for solving business problems. Topics include advanced hypothesis testing, analysis of frequency data, correlation analysis, simple and multiple regression, time series forecasting, linear programming formulation and managerial analysis, distribution models, and PERT/CPM models. Computer software, as a tool for problem solving, is utilized throughout the course. Emphasis is on the interpretation of the varied aspects of quantitative solutions.

OR

Pass the course departmental exam. Contact Prior Learning Assessment at 757-683-6554 for details and fees. If credit is awarded, the course will be noted as transfer credit on the transcript and count toward the maximum 12 credit hours of transfer credit allowed into the MBA program and 6 credit hours of prior learning credits allowed at ODU.

BNAL 610 Fundamentals of Business Analytics
Can be waived for only for recent majors. Others who think they have related coursework can petition for waiver (contact Prior Learning Assessment at 757-683-6554 for details and fees). If credit is awarded, the course will be noted as transfer credit on the transcript and count toward the maximum 12 credit hours of transfer credit allowed into the MBA program and 6 credit hours of prior learning credits allowed at ODU.

ECON 607 Managerial Economics (3 ODU courses-9 credit hours)
1. ECON202, Principles of Microeconomics: An examination of how individuals and businesses interact in a market economy. Emphasis is placed on consumer behavior, price and output decisions of firms, the economic efficiency of the resulting allocation of society’s resources, and the gains from international trade and impact of trade barriers.

2. ECON201, Principles of Macroeconomics: Development of the theory of supply and demand, and their interaction in a market economy. Classical, Keynesian, and monetarist explanations of inflation and unemployment are presented and analyzed. Emphasis is placed on income determination, fiscal policy, monetary policy, and the issue of government efforts to improve economic performance.

3. ECON304, Intermediate Microeconomic Theory (must have “B” or better in this class): Develops methods of microeconomic analysis beyond the principles level. Major emphasis is placed on consumer behavior and demand, production and cost, market organization, distribution theory, and welfare theory,

Or

ECON 301, Managerial Economics (must have “B” or better in this class): Examines the application of economic theory and methodology to managerial decision making and strategy. Key topics are demand analysis, economic forecasting, production, cost analysis, the economics of organization, market structure and strategic behavior, pricing techniques, and government regulation and its implications for firm behavior. Emphasis is placed on the global context of managerial decisions.

OR

Pass the course departmental exam. Contact Prior Learning Assessment at 757-683-6554 for details and fees. If credit is awarded, the course will be noted as transfer credit on the transcript and count toward the maximum 12 credit hours of transfer credit allowed into the MBA program and 6 credit hours of prior learning credits allowed at ODU.
ECON 618 Global Macroeconomics (3 ODU courses-9 credit hours)

1. **ECON202, Principles of Microeconomics**: An examination of how individuals and businesses interact in a market economy. Emphasis is placed on consumer behavior, price and output decisions of firms, the economic efficiency of the resulting allocation of society’s resources, and the gains from international trade and impact of trade barriers.

2. **ECON201, Principles of Macroeconomics**: Development of the theory of supply and demand, and their interaction in a market economy. Classical, Keynesian, and monetarist explanations of inflation and unemployment are presented and analyzed. Emphasis is placed on income determination, fiscal policy, monetary policy, and the issue of government efforts to improve economic performance.

3. **ECON305, Intermediate Macroeconomic Theory**: Provides an overall “big picture” of the economy, focusing on the central problems of unemployment, inflation, the business cycle, and economic growth. Important issues include national income accounting, fiscal policy, monetary policy, the money supply, the money market, interest rates, saving rates, labor markets, productivity, budget surpluses/deficits, trade deficits, and exchange rates.

OR

Pass the course departmental exam. Contact Prior Learning Assessment at 757-683-6554 for details and fees. If credit is awarded, the course will be noted as transfer credit on the transcript and count toward the maximum 12 credit hours of transfer credit allowed into the MBA program and 6 credit hours of prior learning credits allowed at ODU.

FIN 613 Financial Management (3 courses-9credit hours)


2. Equivalent of **FIN431, Investments**: This course develops the financial tools and knowledge needed to select among alternative financial assets. The emphasis is on the individual investor. Real world experience includes stock analysis, portfolio simulations, and interactions with professionals in the securities industry.

3. Equivalent of **FIN432, Intermediate Financial Management (Corporate Finance)**: Theoretical framework relevant to decision making in financial management; capital structure, cost of capital, and working capital management.

FIN 616 Investments and Portfolio Management (2courses-6 credit hours)

(Finance major students don’t automatically get a waiver for this course; they must have also earned a “B” or better in the equivalent of FIN 323 and FIN 431)


2. Equivalent of **FIN431, Investments**: This course develops the financial tools and knowledge needed to select among alternative financial assets. The emphasis is on the individual investor. Real world experience includes stock analysis, portfolio simulations, and interactions with professionals in the securities industry.
FIN 619 Business Law and Ethics (1 course-3 credit hours)
1. Equivalent of FIN 331, Legal Environment of Business: Introduction to the legal environment of business, providing the student with an understanding of the nature of public law and the regulation of business and of the basic principles which control business practices.

OR

2. Equivalent of PHIL 230E, Introduction to Ethics: An introduction to the study of ethics through philosophical reflection on a variety of moral issues of contemporary significance. Topics covered will vary by semester and instructor and may include issues drawn from professional fields such as business, medicine, and information technology, plus matters of public concern like the environment, the treatment of animals, the use of military force, social justice, and civil and human rights.

IT 614 – Information and Knowledge Management (3 courses-9 credit hours)
1. Equivalent of IT415, Business Telecommunications and Networks: Telecommunications, hardware, software, transmission facilities and methods, industry general structure of network design, implementation, and management. Emphasis on state-of-art technology and current business environments.

2. Equivalent of IT450, Database Concepts: Introduction to database concepts. Historic development, data organization and structure, data security, recovery, and retrieval system design, study of existing database systems.

3. Equivalent of IT 473, Systems Design & Implementation: A case-study-based presentation of system life cycle phases subsequent to systems analysis. The student will utilize Computer-Aided Systems Engineering (CASE) tools to design logical and physical models to define business requirements. Factors relevant to the creation of business information systems through development and implementation will be examined in detail. Topical issues examined include: CASE-based methodologies, project management, feasibility analysis, database design, on-line system design, prototyping, development/testing strategies, and implementation/training strategies. Students, potentially working in teams, are expected to apply these design strategies to industry case studies, resulting in new and comprehensive system designs, the result of which will be delivered in formal presentations fashion in a classroom setting.

MKTG 608 Fundamentals of Contemporary Marketing (3 courses-9 credit hours)
1. Equivalent of MKTG402, Consumer Behavior: The effects of personality, motivation, perception, learning, attitudes, cultural and social influence, and lifestyle on buying situations and how knowledge of these factors enables the marketer to better meet the needs of the marketplace.

2. Equivalent of MKTG407, Marketing Research: Emphasis is given to the development of a strong theoretical base in the systematic selection, collection, and interpretation of marketing information leading to sound policies and strategies. Students are required to carry out a group project involving a marketing problem (or opportunity) for a company or involving a real market situation. The project will satisfy the practicum experience requirement of the college (CAP).

3. Any 3-credit upper level marketing elective course (i.e., beyond the intro MKTG311, Marketing Principles course).
OPMT 615 (3 courses-9credit hours)

1. Equivalent of BNAL306, Statistical Data Analysis & Management Science: Quantitative methods for solving business problems. Topics include advanced hypothesis testing, analysis of frequency data, correlation analysis, simple and multiple regression, time series forecasting, linear programming formulation and managerial analysis, distribution models, and PERT/CPM models. Computer software, as a tool for problem solving, is utilized throughout the course. Emphasis is on the interpretation of the varied aspects of quantitative solutions.

2. Equivalent of OPMT303, Operations Management: Examines strategic, tactical and operational issues in the planning and control of manufacturing and service delivery systems. This course examines such topics as process design, capacity and materials planning and control, inventory management, facility layout, quality and work management.

3. Equivalent of BNAL / DSCI /MSCM 441, Supply Chain Management and Logistics: Supply chain management integrates all activities associated with the flow of materials and information from product start to customers. Examples include order processing, warehousing, inventory management, transportation and logistics, and the costs and information systems supporting these activities. Particular application is made to global logistics systems supporting port and maritime activities. Supply chain relationships can be improved through effective integration of management and via such technologies as the World Wide Web, electronic data exchange, and enterprise resource planning (ERP).

OR

Equivalent of BNAL 432, Forecasting: Techniques for preparing business forecasts. Applications include both shorter term forecasting for sales and operations management as well as forecasting for long term planning. Emphasis is on statistical methods to obtain and evaluate forecasts. Statistical models are implemented using standard software such as MINITAB or EXCEL.
Students requesting a waiver of a core class based on undergraduate study, must provide the required information in the space below and submit the completed form to: mbainfo@odu.edu, mail to ODU MBA Program, 1026 Constant Hall, Norfolk, VA 23529 or fax 757-683-5750.

Name: __________________________________________ UIN: _______________________

A separate form for each course you are attempting to waive is required.

Core Course I am attempting to waive (please circle one):

ACCT609   ACCT611   BNAL606   BNAL610   ECON607   ECON618   FIN613
FIN616   FIN619   IT614   MKTG608   OPMT615

Please make sure that you meet all the following requirements (ALL are REQUIRED):

I have taken the following classes within 3 years of matriculating into ODU’s MBA program, and
I earned a grade of “B” or higher in each class and
I am providing course descriptions for classes taken outside of Old Dominion University and
to the best of my knowledge, they meet the requirements outlined in the Course Waiver Policy attached.

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* Students may waive a maximum of 10 credit hours of core classes.

* Select core courses noted in the policy may also be waived by two alternative methods: 1) Based on undergraduate major, and/or 2) Waiver exam. If you are going to attempt to waive or have already waived a class via one of these methods, you do not need to complete this form.