

The Master of Business Administration - Master of Arts in Latin American Studies (MBA-LAS) is designed to provide students with a comprehensive understanding of a specific world area. Graduates who possess a working knowledge of a second language and familiarity with the corresponding cultures, as well as a comprehensive understanding of the business, economic, and political climates, are poised to move into positions of leadership in Latin American business arenas. Students completing the dual-degree program will earn a KU MBA and a Master of Arts from the College of Liberal Arts and Sciences.

Admission requirements:

Admission requirements for this program differ slightly from those of the full-time and part-time MBA options. Applicants will be reviewed by both the School of Business and the Latin American Studies department admission committees and must be accepted into both programs before entering the dual-degree program.

FOUNDATION CORE CLASSES: 19 credit hours

All of the following:

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| ACCT 701 | Financial Accounting | 2 credits |
| BE 701 | Managerial Economics | 2 credits |
| DSCI 701 | Statistical Decision Making | 2 credits |
| FIN 701 | Financial Management | 2 credits |
| MKTG 701 | Marketing Management | 2 credits |
| MGMT 701 | Organizational Behavior | 2 credits |
| MGMT 704 | Strategic Management | 2 credits |
| MGMT 705 | Managing in a Global Environment | 1 credit |
| MGMT 706 | Professional Development Skills I | 1 credit |
| MGMT 707 | Professional Development Skills II | 1 credit |
| MGMT 807 | Ethical Decision-making in Business | 2 credits |

ENVIRONMENTAL CORE CLASSES: 2 credit hours

One of the following:

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| BE 702 | Global Economic Environment of Business | 2 credits |
| BLAW 701 | Introduction to the Legal Environment of Business | 2 credits |

BREADTH CORE CLASSES: 6 credit hours

Three of the following:

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| ACCT 702 | Managerial Accounting | 2 credits |
| DSCI 702 | Operations Management | 2 credits |
| IST 701 | Managerial Information Systems | 2 credits |
| MGMT 702 | Human Resources Management | 2 credits |

AREA OF STUDY: 24 credit hours

Advanced Language Study 3 credits

The MA in LAS program requires at least one semester of advanced language study: third-year level in Portuguese or fourth-year level in Spanish. Students who are not at the advanced level of their target language when they enroll in the program will have to complete the necessary language study as additional coursework.

Disciplinary Courses 18 credits

Similar to students pursuing an Area Study MA, students in the dual-degree program will take courses in a range of disciplines grouped within thematic fields. A three-field distribution will concentrate students' coursework in distinct fields without restraining their interests, thus allowing them to gain an interdisciplinary understanding of Latin America. Students will be required to take at least one course at the 500-level or above in each of the three fields: history, culture (art history, literature, music history, philosophy, religion) and social sciences (anthropology, economics, environmental studies, geography, political science, sociology). Students can take their remaining courses (nine credits) in whichever field they prefer. A complete list of courses suitable for the LAS Area Studies components is provided on page 2 of this document.

Seminar Work 3 credits

Students will conclude the area studies portion of the program with a joint seminar on international political economy. The course will address the interrelation of state-specific political and social constraints, regional security issues, economic conditions, and global processes. The first 10 weeks of the seminar will be devoted to readings and discussion of these issues with particular attention to how these questions affect the business environment. In the final five weeks, students will complete research papers that address the concerns of their chosen region.

Exam

During the final semester of work in the Area Studies track, students will be required to complete a comprehensive written exam. The MBA degree does not require a final exam.

Prerequisite language courses may be required before fulfilling the language requirement for this dual-degree program. Courses taken as prerequisites do not count toward the credit hours required for the degrees.

MBA ELECTIVES: 16 credit hours

The remaining 12 hours of MBA courses can include several business-specific areas. Elective courses commonly available include advanced finance, human resources management, information systems, international business, marketing, and strategic management.

Approved area studies courses:

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| ANTH 501 | Feminist Theory | 3 credits | POLS 562 | Women & Politics | 3 credits |
| ANTH 506 | Ancient American Civilization: Mesoamerica | 3 credits | POLS 600 | Contemporary Feminist Theory | 3 credits |
| ANTH 508 | Ancient American Civilization: Andes | 3 credits | POLS 651 | Women and Politics of Latin America | 3 credits |
| ANTH 520 | Archaeological Ceramics | 3 credits | POLS 658 | Theory of Politics in Latin America | 3 credits |
| ANTH 563 | Cultural Diversity in the U.S. | 3 credits | POLS 663 | Protest & Revolution | 3 credits |
| ANTH 586 | Visual Anthropology | 3 credits | POLS 670 | U.S. Foreign Policy | 3 credits |
| ANTH 595 | The Colonial Experience | 3 credits | POLS 850 | Comparative Politics | 3 credits |
| ANTH 695 | Cultural Ecology | 3 credits | POLS 870 | International Relations | 3 credits |
| ANTH 704 | Political Anthropology | 3 credits | PORT 509 | Phonetics | 3 credits |
| ANTH 775 | Feminist Theory | 3-9 credits | PORT 740 | Survey of Brazilian Literature | 3 credits |
| ANTH 785 | Peoples of South America | 3 credits | PORT 742 | Brazilian Novel | 3 credits |
| ECON 550 | Environmental Economics | 3 credits | PORT 746 | Brazilian Short Story | 3 credits |
| ECON 584 | Economic Development in Latin America | 3 credits | PORT 750 | Brazilian Poetry | 3 credits |
| ECON 600 | Money and Banking | 3 credits | PORT 760 | Contemporary Brazilian Literature | 3 credits |
| ECON 604 | International Trade | 3 credits | PORT 780 | Readings in Portuguese and Brazilian Literature | 1-3 credits |
| ECON 605 | International Finance | 3 credits | REL 602 | Politics and Religions of Latin America | 1-4 credits |
| ECON 740 | Theory of Economic Growth and Development | 3 credits | SOC 531 | Third World Social Change | 3 credits |
| ECON 750 | Theory of International Finance | 2-3 credits | SOC 627 | School & Society | 3 credits |
| ENGL 570 | Topics in Literature: Borderland and Border Crossing | 1-3 credits | SOC 873 | International Political Economy | 3 credits |
| GEOG 570 | Geography of American Indians | 3 credits | SOC 980 | Special Topics in Sociology: Women & Work | 1-3 credits |
| GEOG 575 | Geography of Population | 3 credits | SPAN 500 | Brazilian & Portuguese Women in Cinema Translations | 3 credits |
| GEOG 591 | Geography of Latin America | 3 credits | SPAN 520 | Structure of Spanish | 3 credits |
| GEOG 670 | Cultural Geography | 3 credits | SPAN 522 | Advanced Studies in Spanish Language | 3 credits |
| GEOG 775 | Proseminar in Population Geography | 3 credits | SPAN 540 | Colloquium in Hispanic Studies | 3 credits |
| GEOG 791 | Latin American Regions | 3 credits | SPAN 720 | Syntax and Composition | 3 credits |
| GEOG 975 | Seminar in Population Geography | 2-3 credits | SPAN 770 | Spanish-American Drama | 3 credits |
| GEOG 980 | Seminar in Cultural Geography | 1-3 credits | SPAN 771 | Spanish-American Literature | 3 credits |
| HAIT 501 | Directed Studies in Haitian Culture | 1-15 credits | SPAN 774 | Spanish-American Poetry | 3 credits |
| HIST 510 | Topics in Latin America | 2-3 credits | SPAN 776 | Spanish-American Short Story | 3 credits |
| HIST 571 | Spanish Borderlands in North America | 3 credits | SPAN 781 | Spanish-American Colonial Studies | 3 credits |
| HIST 575 | History of Mexico | 3 credits | SPAN 784 | Spanish-American Modernism | 3 credits |
| HIST 576 | History of Central America | 3 credits | SPAN 785 | Special Topics in Spanish-American Literature | 2-3 credits |
| HIST 581 | Pop Culture in Africa and Latin America | 3 credits | T&L 743 | Multicultural Education | 3 credits |
| HIST 696 | U.S.-Latin American Relations | 3 credits | UBPL 756 | Seminar in Urban Transport Planning | 3 credits |
| HIST 822 | Colloquium in Urban History of Latin America | 3 credits | WS 696 | Seminar in Women's Studies | 3 credits |
| HIST 827 | Colloquium in Social History of Latin America | 3 credits | | | |
| HIST 950 | Seminar in Latin American Political Economy | 3 credits | | | |
| HA 515 | History of Latin American art from 1492-1992 | 3 credits | | | |
| HA 706 | Seminar in Latin American Modernism | 1-6 credits | | | |
| JOUR 538 | International Marketing Communications | 3 credits | | | |
| LAA 500 | Directed Studies in Latin America | 1-3 credits | | | |
| LAA 501 | Multilingual Latin America | 3 credits | | | |
| LAA 700 | Latin American Library Resources | 3 credits | | | |
| LAA 701 | Seminar in Latin American Political Economy | 3 credits | | | |
| LING 565 | Mesoamerican Writing | 3 credits | | | |

MBA concentrations:

ENTREPRENEURSHIP & INNOVATION: 12 credit hours

Students must complete the following course:

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| ENTR 750 | New Venture Creation | 4 credits |
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Students must choose at least 8 credit hours among the following to complete concentration requirements:

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| BLAW 703 | Legal Aspects of Business Organizations | 3 credits |
| ENTR 895 | Profitable Entrepreneurial Growth | 2 credits |
| MGMT 785 | Business Consulting | 4 credits |
| FIN 750 | Entrepreneurial Finance I | 2 credits |
| FIN 751 | Entrepreneurial Finance II | 2 credits |
| MGMT 725 | Management of Technology I | 2 credits |
| MGMT 726 | Management of Technology II | 2 credits |
| MKTG 702 | New Product Management | 3 credits |

FINANCE TRACK: 12 credit hours

In terms of outside validation, completion of the finance track should prepare a student to master Level I material for the Chartered Financial Analyst exam. Routinely offered electives include:

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| ACCT 704 | Financial Statement Presentation and Analysis I | 2 credits |
| ACCT 705 | Financial Statement Presentation and Analysis II | 2 credits |
| FIN 705 | Investment Theory | 2 credits |
| FIN 706 | Investment Analysis | 2 credits |
| FIN 725 | Business Valuation | 3 credits |
| FIN 730 | Applied Portfolio Management | 4 credits |
| FIN 735 | International Finance | 2-3 credits |
| FIN 740 | Forwards, Futures, and SWAPS | 2 credits |
| FIN 741 | Options | 2 credits |
| FIN 745/ | Business Investing | 2 credits |
| FIN 746 | Business Financing | 2 credits |
| FIN 760 | Risk Analysis | 2 credits |
| FIN 895 | Mergers and Acquisitions | 2-3 credits |

MARKETING: 12 credit hours

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| MKTG 702 | New Product Management | 3 credits |
| MKTG 703 | Consumer Behavior | 3 credits |
| MKTG 704 | Marketing Research | 3 credits |
| MKTG 705 | Marketing Communications | 3 credits |
| MKTG 706 | Strategic Marketing, Planning, and Decision-making | 3 credits |
| MKTG 708 | Global Marketing | 3 credits |
| MKTG 711 | Pricing Strategies | 3 credits |
| MKTG 895 | Return on Investment Driven Marketing | 2 credits |

HUMAN RESOURCES MANAGEMENT: 12 credit hours

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| MGMT 721 | Management of Workforce Diversity | 3 credits |
| MGMT 732 | Recruiting and Selecting Effective Employees | 2 credits |
| MGMT 733 | Advanced Methods for Selecting Employees | 2 credits |
| MGMT 734 | Compensating and Rewarding Employees: Foundations | 2 credits |
| MGMT 735 | Compensating and Rewarding Employees: Alternative Approaches | 2 credits |
| MGMT 736 | Managing People: Applications and Skills | 2 credits |
| MGMT 737 | Internal Labor Markets and Incentive Systems | 2 credits |
| MGMT 738 | Training and Developing an Effective Workforce | 2 credits |
| MGMT 739 | Career Development and Management | 2 credits |
| MGMT 740 | Appraising and Managing Employee Performance | 2 credits |
| MGMT 741 | International Human Resources Management | 2 credits |
| MGMT 742 | Labor Markets and Human Capital | 2 credits |
| MGMT 743 | Legal Environment for Managing Employees | 2 credits |

INFORMATION SYSTEMS: 12 credit hours

Students must complete the following three courses:

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| IST 702 | Systems Development | 3 credits |
| IST 704 | Database Management | 3 credits |
| IST 706 | Systems Analysis and Design | 3 credits |

Students must choose one of the following to complete concentration requirements:

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| IST 708 | Strategic Information Systems Planning | 3 credits |
| IST 709 | Business Computer Networking | 3 credits |
| IST 710 | Developments in Software Technology | 3 credits |
| IST 712 | Information Security | 3 credits |

Students should consider coursework beyond minimum concentration requirements. Potential electives include:

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| IST 730 | IT Project Management | 3 credits |
| IST 895 | Telecommunications Management | 3 credits |
| IST 895 | Information Systems Consulting | 3 credits |
| IST 895 | E-Commerce: An Integrated Perspective | 1-5 credits |
| IST 895 | Web Development and Application | 3 credits |
| MGMT 725 | Management of Technology I | 2 credits |
| MGMT 726 | Management of Technology II | 2 credits |
| MKGT 710 | Internet Marketing | 3 credits |
| EECS 603 | Information Processing with C++ | 3 credits |
| EECS 663 | Introduction to Communication Networks | 3 credits |
| EMGT 840 | Systems Approach to Engineering | 3 credits |
| EMGT 844 | Managing Software Development Projects | 3 credits |

INTERNATIONAL BUSINESS: 12 credit hours

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| ACCT 895 | International Accounting | 3 credits |
| FIN 735 | International Finance | 2-3 credits |
| FIN 740 | Global Financial Risk Management I | 2 credits |

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| FIN 741 | Global Financial Risk Management II | 2 credits |
| IBUS 701 | International Business | 2 credits |
| IBUS 702 | International Business Strategy | 2 credits |
| IBUS 703 | Developing and Implementing a China Strategy | 2-3 credits |
| IBUS 705 | Doing Business in Europe: A French Perspective | 2-3 credits |
| IBUS 895 | International Business Law | 3 credits |
| IBUS 895 | Doing Business in Italy | 3 credits |
| MGMT 720 | Comparative and Cross-Cultural Management | 3 credits |
| MGMT 741 | International Human Resources Management | 2 credits |
| MGMT 746 | Global Business Environment | 2 credits |
| MKGT 708 | Global Marketing | 3 credits |

MANAGEMENT: 12 credit hours

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| MGMT 807 | Ethical Decision-making in Business | 2 credits |
| MGMT 715 | Management of Organizations | 3 credits |
| MGMT 716 | Organizational Change and Development | 3 credits |
| MGMT 717 | Organizational Problem Solving | 3 credits |
| MGMT 718 | Organizational Design | 3 credits |
| MGMT 720 | Comparative and Cross-cultural Management | 3 credits |
| MGMT 721 | Management of Workforce Diversity | 3 credits |
| MGMT 723 | Advanced Topics in Management of Organizations | 2-5 credits |
| MGMT 814 | Behavioral Research Methods | 4 credits |

Students should consider coursework beyond minimum concentration requirements. Potential electives include:

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| BE 710 | Organizational Economics | 3 credits |
| BE 712 | Political Strategy for Managers | 2 credits |
| DSCI 746 | Contemporary Issues in Operations Management | 3 credits |
| FIN 745 | Business Investing | 2 credits |
| FIN 746 | Business Financing | 2 credits |
| MKTG 702 | New Product Management | 3 credits |

