### MBA Foundation Courses

Foundation courses are not applicable toward the credits required for the degree. These courses are required for students whose previous undergraduate education has not included the equivalent content. Each foundation course must be completed with a minimum grade of C (2.0). All 500-level courses are included in a student’s graduate grade point average. Undergraduate courses are not included in a student’s graduate grade point average.

Once admitted to the MBA program, students are expected to enroll in the MBA foundation courses rather than in undergraduate equivalent courses. In extenuating circumstances students may seek permission to substitute undergraduate course equivalents for MBA foundation course work.

Students for whom an MBA Foundation Course is not waived are encouraged to enroll in MBA Foundation Course once admitted to the program rather than take the undergraduate equivalent course(s). For students whose recollection of foundation course content is questionable, the faculty strongly recommend foundation courses be retaken, or, at a minimum, content material be reviewed independently prior to enrolling in core courses. Students may consult the School of Business website or course instructors for information on course content. All courses are 3 credit hours. Once matriculated, students who enroll in foundation courses are expected to enroll in the 500-level courses. However, matriculated students may petition the director for permission to enroll in undergraduate equivalent courses to meet foundation course requirements.

<table>
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<tr>
<th>MBA Foundation Courses</th>
<th>USM Undergraduate Equivalent(s)</th>
<th>Test Out Option</th>
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</table>
| BUS 340: Managing Organizational Behavior (3 cr.)  
  • Pre-requisite: none  
  • Offered: every fall and spring  
  OR  
  EDU 671: Organizational Behavior (3 cr)  
  • Pre-requisite: none  
  • Offered: fall and spring | BUS 340: Managing Organizational Behavior (3 cr)  
  • Pre-requisite: junior standing | Successful completion of the Dantes exam in Organizational Behavior |
| MBA 501: Economic Analysis (3 cr.)  
  • Pre-requisite: none  
  • Offered: fall only | ECO 102: Microeconomics (3 cr.)  
  • Pre-requisite: none  
  AND  
  ECO 101: Macroeconomics (3 cr.)  
  • Pre-requisite: none | Successful completion of the two CLEP exams, in Microeconomics and Macroeconomics |
| MBA 502: Financial Accounting (3 cr.)  
  • Pre-requisite: none  
  • Offered: fall only | ACC 110 Financial Accounting (3 cr.)  
  • Pre-requisite: 12 credits, english and math proficiency  
  AND  
  ACC 211: Managerial Accounting (3 cr.)  
  • Pre-requisite: ACC 110 (w/ C- or higher) | Successful completion of the CLEP exam in Financial Accounting may be used in lieu of ACC 110; however, there is no exam for ACC 211. Therefore, students are encouraged to enroll in MBA 502. |
| MBA 504: Probability and Statistics (3 cr.)  
  • Pre-requisite: none  
  • Offered: fall and spring | MAT 210: Business Statistics (4 cr.)  
  • Pre-requisite: MAT 108  
  AND  
  BUS 275: Applied Business Analysis (3 cr.)  
  • Pre-requisite: MAT 108 (w/ C- or higher) and MAT 210 (w/ C- or higher) | Successful completion of two exams, Dantes in statistics and CLEP in college algebra may be used; however, there is no exam for BUS 275. Therefore, students are encouraged to enroll in MBA 504. |
| MBA 505: Financial Management (3 cr.)  
  • Pre-requisite: MBA 501, 502, 504  
  • Offered: spring only | FIN 320: Basic Financial Management (3 cr.)  
  • Pre-requisite: ECO 101 or ECO 102, ACC 110 (w/ C- or higher), MAT 210 (w/ C- or higher), and junior standing | Successful completion of the in-house exam in Financial Management |

Students may elect to test out of some foundation courses using the CLEP, Dantes, or in-house exams. FMI on the CLEP and Dantes exams, please see the Prior Learning Assessment website at usm.maine.edu/pla. Dantes fact sheets can be found at getcollegecredit.com and clep.collegeboard.org/started. FMI on the in-house exam in Financial Management, contact Alice Cash, (207) 780-4184 or acash@usm.maine.edu