Procurement and Acquisitions Management (MA)

This program is offered by the Walker School of Business & Technology. It is available online and at select U.S. campuses, but it is not available at the St. Louis home campus. Please see the Campus Locations and Offerings section of this catalog for a list of campuses where this program is offered.

Program Description

The curriculum is designed to provide a broad theoretical and applied background in the managerial disciplines required to manage effectively the development, procurement, contracting and channeling of material, services and major systems.

Program Learning Outcomes

- Students will be able to explain the important terminology, facts, concepts, principles, analytic techniques and theories used in the field of procurement and acquisitions management.
- Students will be able to effectively apply important terminology, facts, concepts, principles, analytic techniques and theories used in the field of procurement and acquisitions management when analyzing complex factual situations.
- Students will be able to effectively integrate (or synthesize) important facts, concepts, principles and theories in the field of procurement and acquisitions management when developing solutions to multifaceted procurement and acquisitions management problems in complex factual situations.

Program Curriculum

The 36 credit hours required for the master of arts (MA) in procurement and acquisitions management must include the following courses:

- PROC 5000 Procurement and Acquisitions Management (Requisite Course) (3 hours)
- PROC 5810 Acquisitions Law (3 hours)
- PROC 5820 Operations Management (3 hours)
- PROC 5830 Pricing (3 hours)
- PROC 5840 Negotiations (3 hours)
- PROC 5850 Logistics (3 hours)
- PROC 6000 Integrated Studies in Procurement and Acquisitions Management (3 hours)

In addition, the student chooses elective courses offered in this major and/or from the program curricula of other George Herbert Walker School of Business & Technology majors.

If the requisite course is waived, the student must choose an elective course from this major or from the program curriculum of another George Herbert Walker School of Business & Technology major. Students pursuing dual majors who have the requisite course(s) waived will complete only the remaining required courses for the dual majors.

Dual Degree Option: MBA/MA in Procurement and Acquisitions Management

45 Credit Hours

The MBA/MA procurement and acquisitions management dual degree option requires the completion of 45 credit hours consisting of the nine required courses (27 credit hours) in the master of business administration (MBA) and the additional required courses (18 credit hours) in the master of arts in procurement and acquisitions management, as listed in the respective sections of the catalog.

Upon completion of the 45 credit hours, two separate diplomas are issued at the same time. The two degrees cannot be awarded separately or sequentially under this arrangement.

- BUSN 5760 Applied Business Statistics (3 hours)
- BUSN 6070 Management Accounting (3 hours)
- BUSN 6110 Operations and Project Management (3 hours)
- BUSN 6120 Managerial Economics (3 hours)
- BUSN 6200 Strategy and Competition (3 hours)
- FINC 5000 Finance (3 hours)
- FINC 5880 Advanced Corporate Finance (3 hours)
- MNGT 5590 Organizational Behavior (3 hours)
- MRKT 5000 Marketing (3 hours)
- PROC 5000 Procurement and Acquisitions Management (Required Course) (3 hours)
- PROC 5810 Acquisitions Law (3 hour)
- PROC 5830 Pricing (3 hours)
- PROC 5840 Negotiations (3 hours)
- PROC 5850 Logistics (3 hours)
- PROC 6000 Integrated Studies in Procurement and Acquisitions Management (3 hours)

Admission

Students who are interested in applying to either of these programs should see the Admission section of this catalog for general requirements.

Send all admissions materials to:

Office of Admission
Webster University
470 E. Lockwood Ave.
St. Louis, MO 63119

Applicants to the procurement and acquisitions management (MA) must have completed a business or business-related undergraduate degree meeting the following criteria:

- University/college is regionally accredited
- The business school must have a business-related accreditation (e.g. AACSB, ACBSP, IACBE, etc.)

Applicants who do not meet these qualifications must do one of the following:

- Successfully complete BUSN 5000.
  - Note: BUSN 5000 will count as an elective in the program. This option is only available for students who are required to take BUSN 5000.
- Complete all of the following undergraduate courses (or their equivalents) with a grade of C- or better (17 credit hours total, not including individual course prerequisites:"
  - MNGT 2100 Management Theory and Practices
  - ACCT 2010 Financial Accounting
  - BUSN 2750 Introduction to Statistics
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• ECON 2000 Survey of Economics
• MNGT 3500 Marketing
• BUSN 3500 Business and Global Issues
• BUSN 4500 Ethical Issues in Business

Advancement to Candidacy
Students are admitted to their graduate program upon completion of all admission requirements. Students are advanced to candidacy status after successfully completing 12 credit hours of graduate credit, with grades of B- or better. In the MBA program and other specialized programs, courses required as prerequisites to the program do not count toward the 12 credit hours required for advancement.