

2009

Management (MGMT)

Montclair State University

Management

an established administrator on some limited function of the position, approved through mutual agreement among the student, the administrator and the university supervisor. This experience is not to be construed as an internship, as it will not encompass the total job description of the media specialist. A written report on the activity will be approved by the administrator and presented to the university supervisor, who will evaluate the total experience.

MGMT231	Title	Management Processes.
MGMT231	Prerequisites	ENWR 105 or HONP 100. Starting Fall 2016: ENWR 105 or HONP 100; Not open to Business Administration or Accounting majors.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	To provide undergraduate students a review of classical and modern approaches to the managerial process as it relates to the manager's functions of planning, organizing, communication, motivation, leading, controlling, and managing change. Emphasizing new forces in the managerial environment such as workplace diversity and economic globalization, these reviews will be tied to the open-system model and the contingency approach as overall frameworks for understanding organizations and management.
MGMT300	Title	Integrated Core: Management.
	Prerequisites	BUGN 295. Business Administration majors only.
	Corequisites	FINC 300, MKTG 300 and INFO 300.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Management is viewed as a skill that goes into every function within organizations that involve people, be it marketing, finance or operations. Whether supervisory level management or top level management, students need to understand how organizations work, how to lead, work with, and motivate people within organizations, and how to integrate and manage the dynamic interrelationships among the functional areas of business such as marketing, finance, and operations. The course also stresses current management issues such as workplace diversity, globalization, and digitization of today's firms,

		and how these forces influence the manager's functions. Topics to be discussed will include manager's functions of planning, organizing, communicating, motivating, leading, controlling and managing change.
MGMT305	Title	Negotiations in the Workplace.
	Prerequisites	MGMT 231 or BUGN 295; and major within the School of Business. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	This course is designed to help students better understand the theory, processes, and practices of negotiation, conflict resolution and relationship management so that students can be more effective negotiators in a wide variety of situations. It will examine the fundamentals of negotiating within today's business world. Topics include both distributive and integrative bargaining. Additionally, time will be spent on facilitating the best practices for communication.
MGMT314	Title	Contemporary Corporate Social Responsibility (CSR).
	Prerequisites	MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	This course examines the foundation and evolution of Corporate Social Responsibility (CSR) as a movement and practice in Management. The course will explore interconnected and interdependent realities and explore tools for situational analysis and decision-making. Students will learn how small and large firms address social impact questions through CSR and related paradigms, e.g., sustainability, corporate citizenship, and creating shared value. Analysis of different formal and informal program mechanisms for measuring and reporting will be included, e.g., grassroots activities, structured corporate reporting and other mechanisms. Students will gain insight into current debates in the literature, including different perspectives on the role of CSR, the relationship between CSR and profitability, innovation, strategy,
MGMT314	Course Description	governance, values, ethics and sourcing.

MGMT315	Title Prerequisites Special Fee Number and type of credits Course Description	Organizational Behavior. MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major. Special fee. 3 hours lecture. Major approaches to the study of organizations. Organizational systems and structure, systems of communication, power and influence, organizational conflict, coordination and control, leadership, motivation, interpersonal dynamics and change and renewal.
MGMT316	Title Prerequisites Special Fee Number and type of credits Course Description	Human Resource Management. MGMT 231 or BUGN 295; junior standing; Business Administration, Allied Health, Recreation Profession, Fashion Studies or Nutrition and Food Science with concentration in Food Management majors only. Special fee. 3 hours lecture. Motivating managerial and non-managerial employees; effective use of human resources in the organization. The personnel function, techniques of job analysis, description and evaluation, and overall organizational development particularly with minority group members and female employees. Meets the University Writing Requirement for majors in Business Administration with a Concentration in Management.
MGMT318	Title Prerequisites Special Fee Number and type of credits Course Description	Leadership. MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major. Special fee. 3 hours lecture. In-depth analysis of personality and the development of practical models to assist in the solution of leadership problems. Special attention to techniques of analysis and the interpretation of research findings. Examination of different leadership problems facing managers today in various organizations and industries. Focus of the course is on using theory for the development of skills for practical application.
MGMT327	Title Prerequisites	Training, Development, and Career Planning. MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016:

	Special Fee	MGMT 231 or BUGN 295; Business Administration major.
	Number and type of credits	Special fee.
	Course Description	3 hours lecture.
		Theory and design of training, development and career planning programs. Assessment of training needs, training and development methods and procedures for evaluating training are considered. Some emphasis is placed on the development of managerial skills through student workshops.
MGMT331	Title	Family Business.
	Prerequisites	MGMT 231 or BUGN 295. Major within School of Business, Fashion Studies. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major, Fashion Studies.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Family businesses are an important force in the U.S. economy, contributing over 50% of the country's gross domestic product. This course explores unique challenges and opportunities involved in managing a family business. Some key issues to be covered are dynamics of family interactions with family business culture, market strengths and weaknesses of family-owned firms, and leadership succession. May be repeated once for a total of six credits.
MGMT332	Title	Minorities in Business.
MGMT332	Prerequisites	MGMT 231, MKTG 240. Major within School of Business, African-American Studies Minor. Starting Fall 2016: MGMT 231 and MKTG 240; Business Administration major, African-American Studies Minor.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Methods and techniques for solving problems minority group members may encounter in business. New or existing personnel in managerial and non-managerial positions in established firms; minority group members as entrepreneurs; relationships with other members of an organization. Meets World Cultures Requirement.
MGMT335	Title	Small Business Management.
	Prerequisites	MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016:

	Special Fee	MGMT 231 or BUGN 295; Business Administration major.
	Number and type of credits	Special fee.
	Course Description	3 hours lecture.
		The problems and opportunities of starting and operating a small business. Capital accumulation, adapting technologies to specialized needs, assessing local market opportunities, governmental aids, establishing working relationships with large organizations and problems of growth.
MGMT363	Title	Business and Society.
	Prerequisites	MGMT 231 or BUGN 295. Major within School of Business. Starting Fall 2016: MGMT 231 or BUGN 295; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Business as an institution in our pluralistic society; its relationship with other societal elements such as government, academia, labor and the consumer. American business past, present and future; strengths, weaknesses and overall contribution to society; ecology, minority groups and the quantity and quality of economic growth.
MGMT392	Title	Management Cooperative Education.
	Prerequisites	Departmental approval; BUGN 295 or MGMT 231; major within School of Business.
	Special Fee	Special fee.
	Course Description	The Management Co-op Ed posts the student to a real business to perform actual management tasks in a going business concern. The student focuses on the practical needs of the business while maintaining liaison with a course coordinator in the Department of Management. Compensation for the assignment is at the discretion of the firm. The firm will assign and monitor meaningful intern tasks and achievements. The primary evaluator of student achievement is the host business. It provides students with a professional work experience before completing their degree. Enables students to apply their course work knowledge to a professional work setting. Students gain work experience in the areas of oral and written communication, critical thinking, global awareness, leadership, technology, self-directed learning, career readiness, decision-making, social responsibility and responsiveness.
MGMT414	Title	Management Theories: Behavioral Approaches.
	Prerequisites	MGMT 231. Starting Fall 2016: MGMT 231; Business Administration majors only.

	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Advanced analysis of the most recent developments in the behavioral sciences as a basis for practical applications in the management of organizations. Special emphasis on techniques drawn from several behavioral models including approaches such as transactional analysis and behavior modification.
MGMT415	Title	Organizational Theory: Macro Approaches.
	Prerequisites	MGMT 231 or 315. Starting Fall 2016: MGMT 231 or MGMT 315; Business Administration majors only.
MGMT415	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	A detailed analysis using the most up-to-date theories in the field of organizational analysis as it pertains to the management of organizations. Emphasis is placed on the application and understanding of macro models of human behavior in organizations to include such approaches as natural, rational and open systems models.
MGMT416	Title	Global Talent Management.
	Prerequisites	MGMT 316. Major within School of Business. Starting Fall 2016: MGMT 316; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Global Talent Management course focuses on designing, developing and implementing talent management strategies for organizational effectiveness in the highly competitive and global business environment. The course will have a global perspective in talent management and topics covered in this course include talent analysis, talent acquisition strategies, onboarding, talent development, succession planning, talent retention, talent engagement and the use of data analytics for talent management.
MGMT417	Title	Compensation Management.
	Prerequisites	MGMT 316; Business Administration major. Major within School of Business. Starting Fall 2016: MGMT 316; Business Administration major.
	Special Fee	Special fee.

	Number and type of credits	3 hours lecture.
	Course Description	Theory and practice in employee wage and salary administration in both business and non-business organization. Traditional job evaluation methods and survey techniques are presented with emphasis on both the economic and behavioral effects of compensation practices.
MGMT431	Title	Strategic Business Execution.
	Prerequisites	MGMT 300 and Major within School of Business, or Departmental approval required. Starting Fall 2016: MGMT 300; Business Administration major; or departmental approval.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	This course is an advanced management course that provides students with the principal challenges of strategic business execution (SBE) in contemporary business. Strategic business execution is an emerging field of Strategy Implementation that focuses on the discipline, competency, enabling processes, and culture and behavior required to achieve execution excellence. As an extension of strategy implementation, SBE provides concrete and relevant steps that organizations and managers can take to enable business execution and achieve sustainable execution excellence.
MGMT433	Title	Entrepreneurship and Innovation.
	Prerequisites	MGMT 231, FINC 321, MKTG 240. Major within School of Business. Starting Fall 2016: MGMT 231, FINC 321, MKTG 240; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	Attitudes and perspectives for effecting meaningful and profitable change. Concepts of creativity, optimum use of resources, and the impact of technological change. Anticipating needs and wants of all groups influenced by the enterprise; examples of successful entrepreneurship, role-playing and situational exercises.
MGMT434	Title	Comparative Management Systems.
	Prerequisites	MGMT 231. Starting Fall 2016: MGMT 231; Business Administration majors only.
	Special Fee	Special fee.

MGMT434	Number and type of credits Course Description	3 hours lecture. Multi-national corporations expanding into areas with new sociological and cultural constraints. Problems of management in the public sector as contrasted with the private sector. Management in newly-developed economies and in highly-industrialized economies; public corporations, non-profit organizations, mixed enterprise.
MGMT435	Title Prerequisites Special Fee Number and type of credits Course Description	Organizational Development and Change. MGMT 231, majors only, instructor's permission. Starting Fall 2016: MGMT 231; Business Administration majors only, instructor's permission. Special fee. 3 hours lecture. Purpose of this course is to develop an understanding of and some skill in the process of planning, introducing, and managing change in organizations. Considerable time will be devoted to the role of the manager as a change agent. Cases and experiential exercises will be used to illustrate the various phases of the change process as well as the different change techniques available.
MGMT436	Title Prerequisites Special Fee Number and type of credits Course Description	Strategic Project Management. MGMT 300; major within School of Business. Starting Fall 2016: MGMT 300; Business Administration major. Special fee. 3 hours lecture. This course provides students with the principal challenges of managing projects across a wide range of industries based on case studies, latest research and project management toolkit to manage the issues, risks, changes confronted throughout the course. Designed as an integrated course, students will exercise their strategic thinking as well as practical use of project management tools. As a part of the analysis, the course will discuss multiple project management approaches and methodologies and its application in today's competitive environments and how organizations execute its strategies.
MGMT439	Title Prerequisites	Applied Business Strategy. MGMT 300, FINC 300, INFO 300 and MKTG 300; or ACCT 202 or ACCT 204 and FINC 321 and MGMT 231 and MKTG 240 and INBS 250. Starting Fall 2016: MGMT 300, FINC 300, INFO 300 and MKTG 300; or ACCT 202 or ACCT 204 and FINC 321 and MGMT

	Special Fee	231 and MKTG 240 and INBS 250; Business Administration majors only. Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	This is the capstone course in the business curriculum that requires students to integrate and build on the knowledge and skills acquired in the business core courses. The course emphasizes the use of business skills in the formulation and implementation of strategy through processes such as industry analysis, value chain analysis, SWOT analysis, and analysis of strategic success including financial performance.
MGMT491	Title	Business Consulting.
	Prerequisites	MGMT 300, Major within School of Business, Departmental approval. Starting Fall 2016: MGMT 300; Business Administration major; departmental approval.
	Special Fee	Special fee.
	Course Description	Students learn the principles of management consulting from how companies frame business problems, select outside consulting partners, and work together to achieve the organizational goals of the consulting assignment. The course combines lectures, case studies, and may include experiential-based learning in a real-world field environment that provides hands-on, tangible business consulting experience to our business school students including sponsor company site visits. This course is not for everyone, it requires a commitment to work hard, to invest time and energy required to address and
MGMT491	Course Description	solve business problems, and to overcome obstacles that are inherent in the contemporary business today.
MGMT492	Title	Selected Topics in Management.
	Prerequisites	Departmental approval; and MGMT 315 or MGMT 316 or MGMT 318. Major within School of Business. Starting Fall 2016: MGMT 315 or MGMT 316 or MGMT 318; and departmental approval; Business Administration major.
	Special Fee	Special fee.
	Course Description	The content of this course varies with each offering. Its purpose is to provide for the comprehensive development and study of an advanced topic of current interest not covered in-depth in the regular curriculum. This course may be repeated for credit as long as the "special topic" in each course

		differs from topics previously taken. May be repeated for a maximum of 15.0 credits as long as the topic is different.
MGMT495	Title	Contemporary Issues in Management.
	Prerequisites	Senior standing; MGMT 231, MKTG 346, and INFO 371. Major within School of Business. Starting Fall 2016: MGMT 231, MKTG 346, and INFO 371, senior standing; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	The capstone course in management that addresses issues at the forefront of management practice and scholarship. Delivered in a seminar and experiential format, this course will cover topics such as Teams and Teamwork, Learning Organizations and Creativity, and New Forms of Organizing such as telecommuting.
MGMT499	Title	Honors Seminar.
	Prerequisites	Departmental approval; and MGMT 315 or MGMT 316 or MGMT 318. Major within School of Business. Starting Fall 2016: Departmental approval; and MGMT 315 or MGMT 316 or MGMT 318; Business Administration major.
	Special Fee	Special fee.
	Number and type of credits	3 hours seminar.
	Course Description	Opportunity for a select number of students to study management issues in a small, intimate classroom environment. Students will be given a broad range of opportunities for exploration of the literature as well as of investigation of the problems selected out for detailed study.
MGMT501	Title	Fundamentals of Management.
	Special Fee	Special fee.
	Number and type of credits	3 hours lecture.
	Course Description	To provide graduate students with a review of classical approaches to the managerial functions and of current literature from the behavioral sciences that are directly applicable to the managerial process of planning, organizing, motivating, and controlling. These reviews will be tied with the open-system model or the contingency approach as an overall framework for understanding organizations and their management. Skills are developed which facilitate situational diagnosis leading to managerial action that is appropriate in specific circumstances.

MGMT502	<p>Title</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Behavior in Organizations.</p> <p>Special fee.</p> <p>3 hours lecture.</p> <p>Major behavioral concepts as they relate to complex organizations are reviewed with emphasis on current theory and research. Topics include employee motivation, learning, group behavior, job design, and leadership.</p>
MGMT505	<p>Title</p> <p>Prerequisites</p>	<p>Management Process and Organizational Behavior.</p> <p>Only M.B.A.and D.Env.M.students, M.A.Fine Arts majors with concentration in Museum Management (FAMM) or M.A.Theatre majors with concentration in Arts Management (THAM).</p>
MGMT505	<p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Special fee.</p> <p>3 hours lecture.</p> <p>Review of classical and modern approaches to the managerial process as it relates to the manager's functions of planning, organizing, staffing, leading, and controlling. These reviews will be tied to the open-system model and the contingency approach as an overall framework for understanding the management of organizations.</p>
MGMT512	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Organizational Development.</p> <p>MGMT 505.</p> <p>Special fee.</p> <p>3 hours lecture.</p> <p>The purpose of the course is to enhance the student's understanding and skill in the process of change in organizations. Students will be introduced to intervention techniques which will allow them to recognize the need for organizational change as well as develop skill in implementing a program change.</p>
MGMT561	<p>Title</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Achieving Competitive Advantage.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>This course provides students with a basic understanding of competitive strategy and the role of a general manager in an organization. The focus of this course is on strategy at the business level and how firms achieve a</p>

		competitive advantage in head-to-head competition with rivals in the same industry. It provides a rigorous examination of the tools of strategy analysis. The course is application oriented and also integrative in nature, emphasizing the linkages among the various functional areas of an organization.
MGMT562	Title	Organizational Behavior.
	Special Fee	Special fee.
	Number and type of credits	1.5 hours lecture.
	Course Description	This course provides students an understanding of behavior in organizations within a management context. This course examines organizational systems and structure, leadership, power and influence, teambuilding, organizational conflict, systems of communication, motivation, interpersonal dynamics and values, and organizational change and renewal. This course explores the role of new forces in the organizational environment such as workplace diversity and economic globalization.
MGMT565	Title	Project Management.
	Special Fee	Special fee.
	Number and type of credits	1.5 hours lecture.
	Course Description	This is an introductory course to project management with a focus on providing students with real world knowledge of managing projects in today's competitive environment. Throughout this course, we will introduce project examples from a wide variety of industries and functions including information technology, marketing, organization capability enhancement, training, etc. As a hybrid course, class will meet four times in person and the remaining periods online.
MGMT566	Title	Negotiation in the Workplace.
	Special Fee	Special fee.
	Number and type of credits	1.5 hours lecture.
	Course Description	This course will examine the fundamentals of negotiating within today's business world. Topics include both distributive and integrative bargaining. Additionally, time will be spent on facilitating the best practices for communication.
MGMT567	Title	Managing the Multi-Business Firm.
	Special Fee	Special fee.

MGMT567	Number and type of credits Course Description	<p>1.5 hours lecture.</p> <p>This course deals with issues related to corporate-level strategy. This is the companion course to MGMT 561 Achieving Competitive Advantage that deals with strategy at the business level. This course provides students with an understanding of the issues that companies face when they transform themselves from a single business company to a multi-business company. Topics include diversification, vertical integration, portfolio management, international strategy and corporate governance. This course is an application-oriented and integrative in nature.</p>
MGMT570	Title Prerequisites Special Fee Number and type of credits Course Description	<p>Strategic Human Resource Management.</p> <p>MBA degree students only or departmental approval.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>This course examines how managers can utilize modern Human Resource practices in order to improve company performance and efficiencies. Topics include staffing for quality, outsourcing, use of core and contingent work force, managing workforce commitment and performance, legal issues, managing careers, and reward systems.</p>
MGMT571	Title Prerequisites Special Fee Number and type of credits Course Description	<p>Leadership.</p> <p>MBA degree students only or departmental approval.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>Successful leaders must understand how to influence individuals in order to meet organizational goals. This course reviews classical and modern approaches to leadership with a focus on the application of these theories to organizations. Among topics discussed are: leadership development motivation, influence, power, decision making, and leadership effectiveness.</p>
MGMT572	Title Prerequisites Special Fee Number and type of credits Course Description	<p>Entrepreneurship I: Developing and Testing the Business Concept.</p> <p>MGMT 505 or MGMT 561; MBA degree students only.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>This course introduces the student to the field of entrepreneurship, both launching independent ventures as well as new ventures within an existing</p>

MGMT573	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>organization. This is the first of two courses on the entrepreneurial process (Entrepreneurship II: Launching the Venture being the second). This course includes the topics of opportunity recognition and the processes that culminate in finalizing the business concept.</p> <p>Entrepreneurship II: Launching the Venture.</p> <p>MGMT 572; MBA degree students only or departmental approval.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>This course bookends Entrepreneurship I: Developing and Testing the Business Concept by introducing the student to the stages of entrepreneurship that come after the venture concept is finalized. The centerpiece of this course is the business plan and its components and it includes topics such as venture financing and growing the venture.</p>
MGMT574	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Business Leader Perspectives.</p> <p>MBA degree students only.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>Successful leader must understand how to influence individuals in order to meet organizational goals. This course reviews classical and modern approaches to leadership with a focus on the application of these theories to organizations. Among topics discussed are: leadership development, motivation, influence, power, decision making, and leadership effectiveness.</p>
MGMT575	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Course Description</p>	<p>Independent Study in Management.</p> <p>Departmental Approval. MBA degree students only.</p> <p>Special fee.</p> <p>Under faculty guidance and supervision, this tutorial course is open to students who wish to pursue individual study and research in a particular discipline.</p>
MGMT576	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p>	<p>Advanced Project Management.</p> <p>MGMT 565; MBA degree students only.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p>

Course Description

This is an advanced course in Project Management focusing on the intricacies of managing projects in today's competitive environment. This course is built on MGMT 565 Project Management. Topics in this course include project organization, stakeholder analysis, communication planning, risk and issue management, quality management, procurement, and leading projects. This course is further aligned within the broader context of business execution, which includes program and portfolio management, organization change, strategic business implementation, and project management office. Collectively these disciplines strive to achieve tangible business results. The approach of this course combines theories and concepts with industry best practices and real-life applications. As time permits, this course will also consider guest speakers to enrich the student's experience with project management.

MGMT577 Title
Prerequisites
Special Fee
Number and type of credits
Course Description

Selected Topics in Management.
MBA degree students only.
Special fee.
1 - 3 hours lecture.
An in-depth study of a selected topic, issue, problem or trend in management. The specific subject matter is not offered as an existing regular course or deserves more time-emphasis than is possible in a regular course. When offered, topics and prerequisites are announced in the course schedule book. May be repeated eight times for a maximum of 12 credits as long as the topic is different.

MGMT578 Title
Prerequisites
Special Fee
Number and type of credits
Course Description

International Strategic Management.
MGMT 505 or MGMT 561; MBA degree students only.
Special fee.
1.5 hours lecture.
This course explores the strategic and organizational challenges involved in managing activities across borders, in an increasingly interconnected world. The main question will be how to create competitive advantage on a regional or global scale. Main topics to be explored include electing market (where to expand); optimally configuring value chain activities across borders; timing and entry strategies: establishing and managing cross-border partnerships (partner selection, negotiating, setting up and managing alliance); and

MGMT579	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>strategies to deal with unique problems of doing business in emerging markets.</p> <p>Business Communications.</p> <p>MBA degree students only.</p> <p>Special fee.</p> <p>1.5 hours lecture.</p> <p>This course is an overview to the business principles with respect to communication. Topic include: the basic principles of communication, style and impact. One on one communication, communication in a group or team, communication within a meeting, virtual and email communication. The interactive session will involve the participants to learn and apply and develop better skills and to evaluate the impact they can have moving forward</p>
MGMT579	Course Description	as business.
MGMT580	<p>Title</p> <p>Prerequisites</p> <p>Special Fee</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Advanced Strategic Management.</p> <p>ACCT 502, INBS 501, ECON 505, FINC 501, INFO 505, MKTG 501, INFO 501, INFO 503 and MGMT 505. MBA degree students only. Starting Fall 2016: ACCT 502, INBS 501, ECON 505, INFO 505, MKTG 501, INFO 501, INFO 503 and MGMT 505. MBA degree students only.</p> <p>Special fee.</p> <p>3 hours lecture.</p> <p>The focus of this course is on actual business situations and their impact on the total organization including the role of top management in dealing with these problems. The structure of the course is based on the strategic management process which includes identification, evaluation, and implementation of policy and strategy.</p>
MGMT581	<p>Title</p> <p>Prerequisites</p> <p>Number and type of credits</p> <p>Course Description</p>	<p>Hospitality Management.</p> <p>MBA students only.</p> <p>1.5 hours lecture.</p> <p>This course provides students a fundamental understanding of the hospitality management by tracing the industry's growth and development in a global setting; reviewing the management of lodging, food and beverage, managed services, and casino gaming industries; understanding the importance of service industry and customer relationship management (CRM); and understanding</p>