MANAGEMENT (MGT)

MGT 1XXX. Management Elective. 1-21 Credit Hours.

MGT 2106. Legal, Social, Ethical Aspects of Business. 3 Credit Hours.
Development and function of the law, court organization, procedure, and substantive law in contracts, business organizations, and agencies. Also exposes social responsibility and ethics in business.

MGT 2210. Information Systems and Digital Transformation. 3 Credit Hours.
How information and information systems support business operations, decision-making, and differentiation, and transform organizations and industries. Hands-on experience with current tools for working with data.

MGT 2250. Management Statistics. 3 Credit Hours.
This is the introduction to basic statistics for management students.

MGT 2255. Quantitative Analysis for Business. 3 Credit Hours.
This course focuses on the problem-solving and decision-making processes that use quantitative management science concepts and techniques. Credit will not be awarded for both MGT 2255 and MGT 2251.

MGT 2598. Management Internship. 1-12 Credit Hours.
Recognition for a paid, full or part time, employment experience that is relevant to a student's management education.

MGT 2599. Internship and Independent Study. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member in association with an unpaid internship.

MGT 2698. Undergraduate Research Assistantship. 1-12 Credit Hours.
Independent research conducted under the guidance of a faculty member.

MGT 2699. Undergraduate Research. 1-12 Credit Hours.
Independent research conducted under the guidance of a faculty member.

MGT 2803. Special Topics. 3 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in any other course.

MGT 2910. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 2911. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 2912. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 2XXX. Management Elective. 1-21 Credit Hours.

MGT 3000. Accounting for Decision Making. 3 Credit Hours.
A foundation course in measuring and reporting the financial performance and status of the firm as well as basic concepts in cost and managerial accounting. No credit allowed for MGT majors. No credit allowed for MGT 3000 and ACCT 2101. Credit not allowed for MGT 3000 and ACCT 2102.

MGT 3062. Financial Management. 3 Credit Hours.
An introduction to finance. Topics include: time value of money, capital budgeting, risk and return, capital structure, dividend policy, and working capital management. No credit allowed for MGT 3062 and MGT 3078.

MGT 3075. Security Valuation. 3 Credit Hours.
The valuation of securities using fundamental and technical analysis. Topics include: DCF valuation, price multiples, free cash flow, and the construction of quantitative trading models.

MGT 3076. Investments. 3 Credit Hours.
Introduction to the securities markets and a study of the theory and practice of security analysis and portfolio management as applied to stocks and bonds. Credit not allowed for MGT 3076 and MGT 3078.

MGT 3078. Finance and Investments. 3 Credit Hours.
An introduction to finance and to the securities markets. Topics include: time value of money, risk and return, capital budgeting, security analysis and portfolio management of stocks, bonds, and derivatives. No credit allowed for MGT majors. Credit not allowed for MGT 3078 and MGT 3062. Credit not allowed for MGT 3078 and MGT 3076.

MGT 3079. Management of Financial Institutions. 3 Credit Hours.
Introduction to the various risks faced by financial institutions and a detailed analysis of the tools used to manage these risks.

MGT 3082. Fundamentals of Real Estate Development. 3 Credit Hours.
An overview of the real estate development process from concept through design, feasibility, financing, construction, marketing, management and ultimate sale or long term financing.

MGT 3084. Derivative Securities. 3 Credit Hours.
An introduction to options, futures, and swaps is provided. Concepts of arbitrage, index trading, and portfolio insurance are discussed.

MGT 3101. Organizational Behavior. 3 Credit Hours.
Introduction to how the behavior of individuals, groups, and organizations affects organizational effectiveness. Credit not allowed for both MGT 3101 and 3150.

MGT 3102. Managing Human Resources within a Regulatory Environment. 3 Credit Hours.
Analysis of various frameworks for understanding the social regulatory environments of human resources management and how they influence management decision making.

MGT 3103. Leadership in a Changing Environment. 3 Credit Hours.
The course focuses on the leadership challenges posed by recent changes in the business environment, and on the skills needed to adapt to those changes.

MGT 3118. Cross-cultural Management. 3 Credit Hours.
This course develops students' global awareness to better understand and cope with the issues and challenges that managers face when working across international boundaries.

MGT 3150. Principles of Management. 3 Credit Hours.
Course explores functions of management; planning, organizing, staffing, leading, and controlling. Lectures, case studies, and business exercises are used to reinforce principles that are taught. Credit not allowed for both MGT 3150 and MGT 3101.

MGT 3300. Marketing Management I. 3 Credit Hours.
The course presents and develops the primary marketing variables that are used in designing an overall marketing program. A systems approach is taken with the variables managed to optimize overall results.

MGT 3310. Marketing Research: Qualitative Aspects. 3 Credit Hours.
This course covers the fundamentals of the qualitative aspects of marketing research. The course has an applied orientation with application to contemporary issues in marketing.
MGT 3312. Pricing Strategy and Analytics. 3 Credit Hours.
The course introduces the conceptual underpinnings of the price setting process and discusses ways to leverage modern marketing analytic tools/methods to improve pricing decisions.

MGT 3325. Product Planning. 3 Credit Hours.
Overviews issues inherent in product development and product management. These include product strategy, idea generation, market development, product positioning, test marketing, launch, and brand management.

MGT 3501. Operations Management. 3 Credit Hours.
This course focuses on the issues and techniques relevant to the management of the operations function within an organization, emphasizing its strategic significance.

MGT 3510. Management of Technology. 3 Credit Hours.
Focus on managing the design, assessment, and implementation-change strategy of a firm's manufacturing and information-based technological capabilities to improve competitive performance.

MGT 3599. Career Development Workshop. 1 Credit Hour.
This workshop style class focuses on skills and strategies for identifying a career path and conducting a successful job search in the field of management.

MGT 3605. Principles of Commerical Law. 3 Credit Hours.
Course offers an in-depth examination of contracts, negotiable instruments and creditor/debtor issues, all essential for making informed decisions in commercial and financial business environments.

MGT 3606. International Business Law. 3 Credit Hours.
International Business Law focuses on the legal environment of international trade and private commercial transactions.

MGT 3607. Business Ethics. 3 Credit Hours.
This courses introduces students to ethical aspects of the business decision-making process, including: theoretical underpinnings of ethics, stakeholders, and decision-making strategies.

MGT 3742. Spreadsheet Modeling for Business Decision Support. 3 Credit Hours.
Using advanced spreadsheet capabilities, macros, and add-ons to create decision support systems for business applications. Not an introductory course.

MGT 3743. Analysis of Emerging Technologies. 3 Credit Hours.
Analysis of emerging technologies and their impacts for firm practice, market practice, policy, and society. Credit not allowed for both MGT 3743 and ME 3743 or CS 3743.

MGT 3744. Managing Product, Service & Technology Development. 3 Credit Hours.
Analysis of the managerial challenges of the product development process.

MGT 3745. Business Programming. 3 Credit Hours.
An introduction to the basic concepts and skills of software programming and their applications to solving business problems.

MGT 3770. Business Decisions for Sustainability and Shared Value. 3 Credit Hours.
The WEF Global Risks Report and UN SDGs are used as frameworks to explore the role of basic human needs in shaping long-term business value.

MGT 3XXX. Management Elective. 1-21 Credit Hours.

MGT 3661. Advanced Concepts in International Business. 3 Credit Hours.
Covers significant aspects of international business with a particular focus on the challenges associated with transnational corporations.

MGT 3662. Management in the Healthcare Sector. 3 Credit Hours.
An exploration of the healthcare sector in its most comprehensive sense, analyzing the healthcare "system" and resulting management issues.

MGT 3663. Technology Strategy. 3 Credit Hours.
Provides understanding of economic and strategic factors that guide firms' strategic decisions regarding the generation, commercialization, protection, and adoption of the technological innovations.

MGT 3664. Corporate Strategy. 3 Credit Hours.
Provides frameworks and case studies to understand how companies create value across different businesses.

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MGT 4030. International Accounting. 3 Credit Hours.
An overview of accounting issues arising from the increased internationalization of business. Topics include comparative financial reporting among countries and accounting treatments of international transactions.

MGT 4041. Auditing and Financial Control Systems. 3 Credit Hours.
This course covers professional issues surrounding auditing and financial control systems. Topics include management fraud, legal liability, audit evidence, etc.

MGT 4043. Advanced Financial Reporting. 3 Credit Hours.
Financial reporting and accounting for: mergers and acquisitions; consolidated financial statements; international transactions and hedges of exchange-rate fluctuations; partnerships; and governmental and not-for-profit organizations. Credit not allowed for both MGT 4043 and MGT 6043.

MGT 4045. Seminar in Advanced Accounting. 3 Credit Hours.
An intensive treatment of a selection of contemporary accounting topics. Topical coverage may span subject matter ranging across the fields of auditing, systems, managerial and tax accounting.

MGT 4047. Ethics & Accounting. 3 Credit Hours.
The course is designed to expose students to issues surrounding accountants' professional ethics. Credit not allowed for both MGT 4047 and MGT 6047.

MGT 4050. Business Analytics. 3 Credit Hours.
This course teaches the process of transforming data into business insights. It covers the methodologies, algorithms, issues, and challenges related to analyzing business data.

MGT 4051. Decision Support and Expert Systems. 3 Credit Hours.
This course discusses the basic features of decision support systems and expert systems. It covers the development tools and business applications.

MGT 4052. Systems Analysis and Design. 3 Credit Hours.
An introductory course on the development life cycle of business information systems. It covers analysis and design tools and methodology. Credit not allowed for both MGT 4052 and CS 4052.

MGT 4053. Business Data Communications. 3 Credit Hours.
Introductory data communication concepts. Data communication applications in organizations. Overview of data communication products and services available from a technology consumer perspective.

MGT 4055. International Issues in Information Technology Management. 3 Credit Hours.
An overview of international issues in the Information Technology Management (ITM) area. Topics include: offshore software development, transborder data flow restrictions, and global connectivity issues.

MGT 4056. Electronic Commerce. 3 Credit Hours.
This course examines the business and technical issues related to electronic commerce applications, such as the Internet, WWW, EDI, and electronic linkages between trading partners.

MGT 4057. Business Process Analysis and Design. 3 Credit Hours.
Business processes are the mechanisms by which work is organized and performed. This course covers the analysis of business processes and efficient redesign through technology. Credit will not be awarded for both CS 4057 and MGT 4057.

MGT 4058. Database Management Systems. 3 Credit Hours.
An introductory course on databases providing hands-on experience with a DBMS. Topics include data modeling, relational database design, and SQL.

MGT 4066. Corporate Restructuring. 3 Credit Hours.
This course examines the finance, economics, law, and business strategies that underlie major corporate restructuring transactions. Topics include valuation, acquisitions, divestitures, and high-leveraged transactions.

MGT 4067. Financial Markets: Trading and Structure. 3 Credit Hours.
The course focuses on liquidity, market structure and trading. Attention is given to the efficiency of trading systems and the role of intermediaries on market structure issues.

MGT 4068. Fixed Income. 3 Credit Hours.
This course covers the important securities that trade in the fixed income market and the valuation models that are used to price them.

MGT 4070. International Finance. 3 Credit Hours.
Financial management in an international setting. Topics include: foreign exchange markets, exchange risk management, international portfolio investment, and foreign direct investment.

MGT 4071. Multinational Financial Management. 3 Credit Hours.
This course emphasizes decision making for the multinational firm amidst exchange rate fluctuations, differing tax structures across countries, and political risk via lectures, case-discussion and analysis, and project-based learning.

MGT 4072. Entrepreneurial Finance. 3 Credit Hours.
This course has been developed to expand the student’s understanding and knowledge of the financial aspects of starting, funding, operating, and/or exiting an entrepreneurial venture. Credit not allowed for both MGT 4072 and MGT 6086.

MGT 4102. Management Consulting. 3 Credit Hours.
This course explores being a Management Consultant, and will introduce students to consulting frameworks and methods; simulate consulting activities and situations using cases.

MGT 4116. The Role of Gender, Race and Ethnicity in Organizational Behavior. 3 Credit Hours.
This course will examine how managers and employees become more effective leaders by understanding the role gender, race and ethnicity plays in the life of the organization. Credit not allowed for both MGT 4116 and MGT 6116.

MGT 4117. Global Workforce Management. 3 Credit Hours.
This course examines how an organization deploys and manages a global workforce while considering cultural and economic differences across the world.

MGT 4119. Leading Teams in Organizations. 3 Credit Hours.
This course prepares students to be an effective leaders and managers of teams by giving students frameworks to implement and diagnose effective team processes.

MGT 4181. Business Forecasting. 3 Credit Hours.
The course covers statistical tools to forecast using the past behavior of data. Topics include moving average and autoregressive models, trends, cycles and volatility.

MGT 4190. Strategic Quality Management and Competitiveness. 3 Credit Hours.
This course examines the philosophy and techniques of strategic quality management (e.g. cycle time mgmt., learning organizations, quality control) as means to promote individual productivity and improve organizational competitiveness.
MGT 4191. The Entrepreneurship Forum. 3 Credit Hours.
This course provides an understanding of the entrepreneurial process, explores the role of the entrepreneur, and identifies the critical issues in starting ventures and working in entrepreneurial organizations.

MGT 4192. Impact Speaker Series Forum. 3 Credit Hours.
With the a speaker series as an integral component, the class explores the competencies and aspects of making an impact. Through speakers, articles and case studies it presents examples for review and insights.

MGT 4193. Servant Leadership, Values & Systems. 3 Credit Hours.
An exploration of the nature and integration of individual and organizational values, systemic thinking, and the concept of servant leadership. Learning occurs through case studies, simulations, readings, personal reflection and team activities.

MGT 4194. Social Enterprise and Entrepreneurship. 3 Credit Hours.
Social Entrepreneurship applies innovative solutions to the world’s pressing social problems by having students utilize leadership and managerial skills to address major challenges.

MGT 4196. Strategy Consulting Practicum. 3 Credit Hours.
Provides experiential learning in strategy processes of analysis, design, and execution. Emphasis on issues currently confronted by major corporations.

MGT 4220. Integrative Management Experience. 3 Credit Hours.
Provides understanding of strategy implementation and the integration of different functional areas of the firm using lectures, cases, and a Capstone simulation. Credit will not be awarded for both MGT 4220 and MGT 4195.

MGT 4303. Personal Selling and Sales Management. 3 Credit Hours.
Students will obtain an understanding of the management of the sales function. The importance of the marketing-sales interface will be stressed.

MGT 4304. Strategic Brand Management. 3 Credit Hours.
This course teaches undergraduate students about the importance of brands, and makes them knowledgeable about, and able to apply instruments to create, monitor, and manage brands.

MGT 4305. Business-to-Business Marketing. 3 Credit Hours.
This course studies the marketing of products and services for resale, for use in producing other goods and services, and for the operations of an enterprise.

MGT 4307. Strategic Marketing. 3 Credit Hours.
Students will obtain an understanding of strategic marketing development and alternatives. Analysis and implementation through functional marketing strategies will be stressed.

MGT 4308. Advertising & Promotion: Integrated Marketing Communications. 3 Credit Hours.
This course is designed to focus on the primary marketing of communication through advertising and promotion implemented with an integrated approach. Strategic and tactical dimensions are covered for both traditional media such as broadcast, print, out-of-home and direct, as well as new media including the internet, mobile, and other trends in the industry.

MGT 4309. Services Marketing. 3 Credit Hours.
Explores how many of the traditional marketing models can be adapted to the marketing of services, as well as introducing entirely new concepts and frameworks specifically applicable to services and services marketing.

MGT 4311. Digital Marketing. 3 Credit Hours.
This course explores the various components of the digital channel including social, mobile, and search engine marketing to understand how to implement an effective digital marketing strategy.

MGT 4331. Consumer Behavior. 3 Credit Hours.
An applied course that provides a basic understanding of the behavioral science concepts to explain the behavior of consumers in the marketplace.

MGT 4332. Database and CRM Strategy. 3 Credit Hours.
Provides an understanding of analytic techniques and computer models in analyzing customer-centric data and developing customer relationship (CRM) strategy.

MGT 4335. International Marketing. 3 Credit Hours.
Students will obtain an understanding of marketing across national borders and cultures. The differences and similarities throughout the marketing functions are explored.

MGT 4341. Management of Healthcare Operations. 3 Credit Hours.
Explore the roles of operations management practices and health information technologies in addressing the challenges in the healthcare enterprise and harnessing opportunities for transforming it.

MGT 4345. Marketing Practicum. 3 Credit Hours.
This project based course provides practical experience addressing strategic marketing opportunities and helps develop high value skills for critically analyzing problems and providing tractable solutions.

MGT 4352. Operations Planning and Control. 3 Credit Hours.
The management of material flows within an enterprise will be covered by tracking the evolution of operational planning and execution systems through the enterprise resource planning (ERP) framework.

MGT 4353. Operations Strategy. 3 Credit Hours.
This course provides knowledge about developing, implementing and evaluating operations strategy. It stresses the relationships between the operations and other functions of the organization.

MGT 4360. Global Operations and Logistics. 3 Credit Hours.
This course is designed to present issues critical to the globalization of operations, and addresses strategic and tactical issues pertaining to an organization's global operations and supply chain activities.

MGT 4365. Quality Control and Improvement. 3 Credit Hours.
This course focuses on statistical process control, acceptance sampling, robust design, and other general methodologies for quality improvement.

MGT 4366. Service Operations Management. 3 Credit Hours.
This course analyzes operational performance for the service and for service-support functions of manufacturers. Industries include information services, health care, parking, transportation, distribution, and retail.

MGT 4367. Revenue Analytics. 3 Credit Hours.
This course examines how an organization deploys and manages model and data driven pricing techniques to maximize revenues.

MGT 4369. Sustainable Business Consulting Practicum. 3 Credit Hours.
Learn consulting skills and apply these to a sustainability issue for a client organization. Instructors and coaches offer expertise in corporate sustainability and management consulting.

MGT 4401. Supply Chain Modeling. 3 Credit Hours.
The objective of this course is to provide students with tools and models for matching supply and demand in the most cost effective way.
MGT 4450. Project Management. 3 Credit Hours.
Concepts, techniques, and tools from the project management body of knowledge covering initiating, planning, controlling, executing, and closing projects. Includes agile techniques and certification preparation. Credit will not be awarded for both MGT 4450 and MGT 6450.

MGT 4598. Management Internship. 1-12 Credit Hours.
Recognition for a paid, full or part time, employment experience that is relevant to a student's management education.

MGT 4599. Internship and Independent Study. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member in association with an unpaid internship.

MGT 4610. Law, Management, and Economics. 3 Credit Hours.
Interrelationships among law, economics, and management. Focuses on the legal and economic aspects of management decisions.

MGT 4611. Integrative Management Analysis. 3 Credit Hours.
Integrates the functional areas of management, economics, and the external environment in which businesses operate. The course is designed to broaden the student's perspective on management.

MGT 4670. Entrepreneurship. 3 Credit Hours.
Provides students with an understanding of the process of establishing a technology-based venture. Students learn how to evaluate market opportunities, conduct feasibility studies, create venture teams, and write business plans.

MGT 4698. Undergraduate Research Assistantship. 1-12 Credit Hours.
Independent research conducted under the guidance of a faculty member.

MGT 4699. Undergraduate Research. 1-12 Credit Hours.
Independent research conducted under the guidance of a faculty member.

MGT 4725. Information Security Strategies and Policy. 3 Credit Hours.
Information security vulnerabilities and risks; legal, cost, privacy, and technology constraints; derivation of strategies; technical and procedural means of achieving desired ends. Credit will not be awarded for both MGT 4725 and MGT 6725 or CS 6725 or CS 4725.

MGT 4726. Privacy, Technology, Policy, and Law. 3 Credit Hours.
This course takes a multi-disciplinary approach to privacy, a topic of great interest in the technology, policy, ethics, law, and business realms. Credit will not be awarded for both MGT 4726 and CS 4726 or CS 6726 or MGT 6726.

MGT 4741. Integrative Management Development-Project Preparation. 3 Credit Hours.
Individual and group-based experiential learning activities to develop integrated human system management skills that prepare students for more successful capstone collaboration and learning. Credit not allowed for both MGT 4741 and CS 4741 or ME 4741.

MGT 4742. Integrated Technology and Management Capstone Project. 4 Credit Hours.
Project-based course where students in the Technology and Management Program will work in inter-disciplinary teams on projects provided by corporate affiliates. Credit not allowed for both MGT 4742 and CS 4742 or ME 4742.

MGT 4803. Special Topics in Industrial Management. 3 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in any other course.

MGT 4811. Special Topics in Management. 1 Credit Hour.
Permits a group of students and a professor to pursue areas of management not extensively treated in other courses.

MGT 4812. Special Topics in Management. 2 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in other courses.

MGT 4813. Special Topics in Management. 3 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in other courses.

MGT 4814. Special Topics in Management. 4 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in other courses.

MGT 4815. Special Topics in Management. 5 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in other courses.

MGT 4823. Special Topics. 3 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in any other course.

MGT 4833. Special Topics. 3 Credit Hours.
Permits a group of students and a professor to pursue areas of management not extensively treated in any other course.

MGT 4910. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 4911. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 4912. Special Problems. 1-3 Credit Hours.
Independent study conducted for one student under the guidance of a faculty member.

MGT 4XXX. Management Elective. 1-21 Credit Hours.