

SCHELLER COLLEGE OF BUSINESS

Established in 1913 as the School of Commerce

The College of Business offers a full range of undergraduate and graduate programs. The undergraduate program in business administration leads to the Bachelor of Science degree. The College offers five master's degree programs:

- the Master of Business Administration (MBA), which can be completed in two years as a full-time program or in three years as a part-time evening program;
- the Master of Business Administration in Management of Technology;
- the MBA-Global Business Program, which are offered in weekend formats and can be completed in less than two years;
- A Master of Science in Quantitative and Computational Finance; and
- an undesignated Master of Science degree.

The doctoral program leads to a PhD in Management. Students admitted to the graduate management programs are admitted only on a degree-seeking basis. The College is accredited by AACSB International The Association to Advance Collegiate Schools of Business (AACSB) International.

The College is a recognized leader in developing business leaders to succeed in today's high-tech business world. Programs combine excellence in the functional areas of business education with the multidisciplinary focus on management of technology, international business, and entrepreneurial and innovative processes for a global economy. Students learn to create value that will make a social and economic difference in the lives of individuals, groups, communities, and societies. With a curriculum that emphasizes collaborative learning based on real-world experience, the College offers the resources of centers focusing on global business, leadership, and entrepreneurship to foster research, teaching excellence, and discussion across the major functional areas of business.

The College of Business and all of its degrees are accredited by the Association to Advance Collegiate Schools of Business (AACSB) International.

Minors

- Minor in Computing and Business (<http://www.catalog.gatech.edu/programs/minor-computing-business>)
- Minor in Engineering and Business (<http://www.catalog.gatech.edu/programs/minor-engineering-business>)
- Minor in Technology and Business (<http://www.catalog.gatech.edu/programs/minor-technology-business>)
- Minor in Leadership Studies (<http://www.catalog.gatech.edu/programs/minor-leadership-studies>)

Bachelor's Degree

- Bachelor of Science in Business Administration (<http://www.catalog.gatech.edu/programs/business-administration-bs>)

Master's Degree

- Master of Business Administration (<http://www.catalog.gatech.edu/programs/mba>)
- Master of Science in Analytics (<http://www.catalog.gatech.edu/programs/analytics-ms>)
- Master of Science in Quantitative and Computational Finance (<http://www.catalog.gatech.edu/programs/quantitative-computational-finance-ms>)
- Master of Business Administration in Global Business - Executive (<http://www.catalog.gatech.edu/programs/mba-global-business-executive>)
- Master of Business Administration in Management of Technology - Executive (<http://www.catalog.gatech.edu/programs/mba-management-technology-executive>)
- Master of Science with a Major in Management (<http://www.catalog.gatech.edu/programs/management-ms-executive>)

Doctoral Degrees

- Doctor of Philosophy with a Major in Management (<http://www.catalog.gatech.edu/programs/management-phd>)

MGT 2255. Quant. Anlys. for Bus. 3 Credit Hours.

This course focuses on the problem-solving and decision-making processes that use quantitative management science concepts and techniques.

MGT 3118. Cross-cultural Mgt. 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 3659. Foundations of Strategy. 3 Credit Hours.

This course covers the basic concepts and frameworks of strategy analysis and strategy formulation.

MGT 3664. Corporate Strategy. 3 Credit Hours.

Provides frameworks and case studies to understand how companies create value across different businesses.

MGT 3742. Spreadsheet Modeling-Bus. 3 Credit Hours.

Using advanced spreadsheet capabilities, macros, and add-ons to create decision support systems for business applications. Not an introductory course.

MGT 4196. Strategy Consulting Prac. 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. 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.

Can you correct the title of this course. It was approved with this title, but I think it was a typo on the NCP. I want it to say Leadership and not Leadersip.

MGT 3103. Leadersip-Changing Env. 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 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 2200. Management Applications of Information Technology. 3 Credit Hours.

An introduction to management computing with a focus on the support of management functions through information technology. Students are introduced to database and spreadsheet applications.

MGT 2250. Management Statistics. 3 Credit Hours.

This is the introduction to basic statistics for management students.

MGT 2251. Introduction to Management Science. 3 Credit Hours.

This course focuses on the problem-solving and decision-making processes that use quantitative management science concepts and techniques.

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 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 I. 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 Commercial 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 course introduces students to ethical aspects of the business decision-making process, including: theoretical underpinnings of ethics, stakeholders, and decision-making strategies.

MGT 3608. Technology Law and Ethics. 3 Credit Hours.

This class will examine some of the ethical, legal, and social issues associated with computers, information systems, and public and private networks including the Internet.

MGT 3609. Legal Aspects of Real Estate. 3 Credit Hours.

Legal Aspects of Real Estate introduces students to legal considerations in real estate, including ownership, sale transactions, leasing, title insurance, financing, zoning and environmental laws.

MGT 3614. Law for Entrepreneurs. 3 Credit Hours.

This course will focus on legal issues which entrepreneurs face while growing a start-up business from infancy to a publicly held company.

MGT 3616. Corporate Governance. 3 Credit Hours.

This course focuses on the U.S. corporate governance model examining the governance and management of business organizations, including board of director and officer responsibility.

MGT 3659. Foundations of Strategy. 3 Credit Hours.

This course covers the basic concepts and frameworks of strategy analysis and strategy formulation. Credit will not be awarded for both MGT 3659 and MGT 4195.

MGT 3660. International Business. 3 Credit Hours.

Examines the position of the U.S. in world markets, various types of international business transactions, and the relationship of business to global economic, political-legal and cultural forces.

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.

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 3XXX. Management Elective. 1-21 Credit Hours.**MGT 4010. Business Taxation. 3 Credit Hours.**

Comprehensive survey of federal taxation of business. A focus on tax planning and decision making will extend to the study of the tax code and regulations.

MGT 4015. Advanced Managerial Accounting. 3 Credit Hours.

The course will examine current issues in managerial accounting.

MGT 4026. Financial Reporting and Analysis I. 3 Credit Hours.

Intermediate-level treatment of revenue recognition, inventories, contracts, interest capitalization, property and equipment, intangibles, long-term liabilities, and shareholder's equity. Significant emphasis on financial analysis.

MGT 4027. Financial Reporting and Analysis II. 3 Credit Hours.

Advanced topics including tax reporting, leases, pensions, foreign currency transactions, hedging, statement translation, and business combinations and consolidations. Significant emphasis in financial analysis.

MGT 4028. Financial Analysis and Reporting of Technology Firms. 3 Credit Hours.

An in-depth look at reporting standards for and the financial characteristics of technology firms, with an emphasis on the financial analysis of such firms.

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 multimedia 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 4106. Teams in Organizations. 3 Credit Hours.

This course introduces students to the critical concepts and frameworks required to implement and diagnose effective team processes.

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 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 mgt., 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 4195. Integrated Management Systems. 3 Credit Hours.

The use of cases, guest lecturers, and gaming to integrate analysis and measurement tools, functional areas, and public policy issues. The objective is to develop skills in broad areas of rational decision-making in the administrative context of uncertainty.

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 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 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 courses.

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.**MGT 6000. Financial and Managerial Accounting I. 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.

MGT 6010. Individual Taxation: Analysis and Planning. 3 Credit Hours.

Comprehensive survey of federal taxation of business. A focus on tax planning and decision making will extend the study of the tax code regulations.

MGT 6015. Managerial Accounting II. 3 Credit Hours.

The course covers cost estimation, standard costs, variable costing, relevant costs, transfer pricing, performance evaluation, cost of quality, and activity-based costing for service.

MGT 6020. Accounting Theory & the Analysis and Interpretation of Financial Statements. 3 Credit Hours.

Intermediate-level treatment of revenue recognition, inventories, contacts, interest capitalization, property and equipment, intangibles, long-term liabilities, and shareholders' equity. Significant emphasis on financial analysis.

MGT 6022. Financial Reporting and Analysis II. 3 Credit Hours.

Advanced topics including tax reporting, leases, and pensions.

MGT 6028. Advanced Topics in Financial Reporting and Analysis for Technical Firms. 3 Credit Hours.

An in-depth look at reporting standards for, and the financial characteristics of technology firms, with an emphasis on the financial analysis of such firms.

MGT 6030. Intl Acct And Taxation. 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 6042. 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 6043. Advanced Financial Reporting. 3 Credit Hours.

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

MGT 6045. Seminar in Advanced Accounting Topics. 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 6047. Ethics and Accounting. 3 Credit Hours.

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

MGT 6051. Database Development and Applications. 3 Credit Hours.

The role of databases in the modern enterprise. Design and development of database systems. Applications in accounting marketing, operations, and human resource systems.

MGT 6053. Business Data Communications. 3 Credit Hours.

Introductory data communication concepts. Data communication applications in organizations. Overview of data communications products and services available from a technology consumer perspective.

MGT 6056. Electronic Commerce-Conducting Business on the Internet. 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 6057. 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.

MGT 6058. Information Technology Practicum. 3 Credit Hours.

Student teams will work on information technology management projects at participating organizations. They will identify key IT management issues and develop solutions.

MGT 6059. Emerging Technologies. 3 Credit Hours.**MGT 6060. 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.

MGT 6066. Mergers and Acquisitions. 3 Credit Hours.

This course seeks to give students an understanding of issues in corporate restructuring. Topics include valuation, mergers, acquisitions, spin-offs, financial distress, corporate governance, and high leveraged transactions.

MGT 6067. Financial Aspects of Commercial Real Estate. 3 Credit Hours.

The course will examine commercial real estate assets from two perspectives: the unique nature of the financing and ownership structures and their role as an asset class in investment portfolios.

MGT 6070. 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 investments.

MGT 6071. 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 case discussion and analysis.

MGT 6078. Basic Finance and Investments. 3 Credit Hours.

An introduction to finance, including the fundamental concepts of financial accounting, corporate finance and portfolio optimization. This course emphasizes basic concepts related to both equities and fixed income securities. Credit not allowed for MGT 6078 and MGT 6080.

MGT 6080. Investments. 3 Credit Hours.

Introduction to securities markets and study of theory and practice of security analysis and portfolio management concepts as applied to equities and fixed-income securities. Credit not allowed for MGT 6078 and MGT 6080.

MGT 6081. Investments II. 3 Credit Hours.

An introduction to options, futures, and swaps is provided. Concepts of arbitrage, index trading, and portfolio insurance are discussed.

MGT 6082. 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 6083. Real Estate Practicum. 3 Credit Hours.

Designed for graduate students with an interest in real estate. It consists of a one semester case study for a specific company or competitive program.

MGT 6086. Entrepreneurial Finance and Private Equity. 3 Credit Hours.

This course teaches future managers and entrepreneurs the financial perspective of value creation. Issues related to venture capital and private equity industry are emphasized. Credit not allowed for both MGT 6086 and MGT 4072.

MGT 6090. Commercial Bank Management. 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 6100. Leadership and Organizational Behavior. 3 Credit Hours.

The focus of this course is on behavioral issues in the management of individual, team, and organizations' performance.

MGT 6101. Contemporary Issues in Human Resource Management. 3 Credit Hours.

An examination of the tools and procedures used by organizations to attract, select, and retain employees within the context of the legal and regulatory environment.

MGT 6106. Group Processes in Organizations. 3 Credit Hours.

The focus of the course is on understanding the use, management, and performance of teams and teamwork in organizational settings.

MGT 6107. Leadership and Organizational Change. 3 Credit Hours.

An examination of theories and practices for designing and implementing major organizational change and the role played by leadership, power, and influence in change process.

MGT 6110. Bargaining and Negotiation. 3 Credit Hours.

This course covers the theory and process of negotiation and conflict resolution as it is practiced in different settings.

MGT 6111. Innovation and Entrepreneurial Behavior. 3 Credit Hours.

An examination of organizational policies, practices, and cultures that foster innovative and entrepreneurial behavior even in the context of large organizations.

MGT 6113. ProBono Non-Profit Consulting Projects. 3 Credit Hours.

Teams work on a project developed in consultation with a not for profit organization, and present results to organizations and boards.

MGT 6114. Leadership Development. 3 Credit Hours.

Preparation for becoming leaders of organizations, to exercise leadership, and to embark on paths of personal leadership development through readings, lectures, speakers, and leadership groups.

MGT 6116. 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.

MGT 6118. 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 6119. Leading Teams in Organizations. 3 Credit Hours.

This course prepares students to be an effective leader and manager of teams by giving students frameworks to implement and diagnose effective team processes.

MGT 6123. Information Technology Management. 2 Credit Hours.

A study in understanding and managing information technology, strategic uses of IT, and electronic commerce.

MGT 6124. Legal Environment of Business. 2 Credit Hours.

This course involves an examination of laws, rules, and standards of regulation and conduct, guidelines, and systems of conflict resolution relating to business operations and administration.

MGT 6125. Strategic Management. 2 Credit Hours.

Designed to provide a view of business organizations, with the focus on the total enterprise - the industry and competitive environment in which the organization operates.

MGT 6126. Integrative Management Experience (IME). 1 Credit Hour.

IME is a team-based and project-based course that requires students to draw on all core skills areas for successful completion.

MGT 6127. Business Communications. 1 Credit Hour.

Designed to improve verbal and written communication skills and the use of effective visuals for presentation through the understanding and application of a wide range of techniques.

MGT 6128. Business Ethics. 1 Credit Hour.

A participative class consisting of lectures by the instructor, case analysis, discussion of contemporary ethical business issues and presentations by speakers.

MGT 6130. Managerial Economics. 1.5 Credit Hour.

This course is designed to provide students with an understanding of basic economic concepts and an ability to apply these concepts to business decision-making and public policy analysis.

MGT 6134. Managerial Economics II. 1.5 Credit Hour.

A continuation of MGT 6130. Microeconomics to include game theory, information economics, oligopoly and auction and bargaining models.

MGT 6135. Macroeconomics for Managers. 3 Credit Hours.

This course is designed to provide future managers with an understanding of macroeconomics as well as how macroeconomic shocks can effect business operations.

MGT 6165. New Venture Creation. 3 Credit Hours.

Focuses on creating a new business venture. Requires completing a business plan, which describes and analyzes a proposed venture.

MGT 6176. Managing the Growing Firm. 3 Credit Hours.

This course examines the challenges associated with the successful management of growth. Models and theories of firm growth will be reviewed.

MGT 6185. International Business Environments. 3 Credit Hours.

This graduate course explores international environmental factors impacting firms' globalizing operations. Factors covered range from economic, political, and legal, to socio-cultural and technology forces.

MGT 6190. Current Thinking In Strategy. 3 Credit Hours.

This course builds on the core strategic management course (MGT6125) and strives to provide an in-depth and reflective coverage of current and emerging topics in strategic management.

MGT 6197. Global Strategic Management. 3 Credit Hours.

This course provides a forum for the in-depth examination of the managerial and organizational demands associated with effectively competing in global industries.

MGT 6198. Corporate Entrepreneurship for Global Competitiveness. 3 Credit Hours.

This course examines how strategic pioneering actions and innovation are used by organizations to renew themselves, their markets, and their industries.

MGT 6203. Data Analytics in Business. 3 Credit Hours.

Teaches the scientific process of transforming data into insights for making better business decisions. It covers the methodologies, algorithms, and challenges related to analyzing business data.

MGT 6300. Marketing Management I. 3 Credit Hours.

This course focuses on the activities of managers who make the everyday decisions that guide the marketing of goods and services. Students take the principles that they learn and apply them directly to solving relevant case problems.

MGT 6302. Buyer Behavior. 3 Credit Hours.

This course exposes students to behavior science concepts and approaches in understanding, and predicting the behavior of consumers.

MGT 6303. Sales and Promotion 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 6304. Customer Relationship Management. 3 Credit Hours.

Provides an understanding of analytic techniques and computer models in analyzing customer-centric data and developing customer relationship management (CRM) strategy.

MGT 6306. Business-to-Business Marketing. 3 Credit Hours.

This course studies the marketing of products or services for resale, for use in producing other goods and service operations of an enterprise.

MGT 6307. Integrated Marketing Communications. 3 Credit Hours.

An exploration of frameworks, processes, and tools used by organizations to develop and sustain effective marketing communications, with an emphasis on emerging communication channels.

MGT 6308. Strategic Brand Management. 3 Credit Hours.

This course teaches students about the importance of brands, and makes them knowledgeable about and able to apply instruments to create, monitor and manage brands.

MGT 6310. Marketing Research and Analysis. 3 Credit Hours.

A state-of-the-art course focusing on the qualitative aspects of marketing research. The course has a strong managerial orientation emphasizing applications in several areas including international marketing research.

MGT 6311. Digital Marketing. 3 Credit Hours.

An applied overview of digital marketing tools and strategy, emphasizing the diverse ways that contemporary marketers use digital channels to achieve strategic business objectives.

MGT 6315. Marketing Analysis. 3 Credit Hours.

This course seeks to impart an understanding of the various applied multivariate techniques available for analyzing and interpreting marketing data.

MGT 6320. Building Implementable Market Response Models. 3 Credit Hours.

Knowing that a company can take actions that affect its own sales market response models can be used to aid in planning and forecasting. The models are estimated by regression techniques.

MGT 6325. Product Planning. 3 Credit Hours.

Examines issues inherent in product development and product management. These include product strategy, idea generation market development, product positioning, and test marketing, and launched brand management.

MGT 6326. Collaborative Product Development. 3 Credit Hours.

Examines issues inherent in product development and product management. These include product strategy, idea generation, market development, product positioning, test marketing, and launched brand management.

MGT 6335. International Marketing. 3 Credit Hours.

Students will obtain an understanding of marketing across national borders and cultures. The differences and similarities throughout marketing functions are explored.

MGT 6345. Marketing Practicum. 3 Credit Hours.

The course is designed to help MBA students gain hands-on experience in solving marketing problems faced by companies by working on projects under faculty supervision.

MGT 6350. Production and Operations Management I. 3 Credit Hours.

This course focuses on the issues and techniques relevant to the management of the organization within and recognizing its strategic significance.

MGT 6351. 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 6352. International Practicum. 3 Credit Hours.

A semester long project-based course that includes travel to a foreign country during the semester break.

MGT 6353. Manufacturing 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 6357. Service Operations Management. 3 Credit Hours.

This course analyzes operational performance for the service sector and service support functions of manufacturers. Industries include information services, health care, banking, transportation, distribution, and retail.

MGT 6359. Business Strategies For Sustainability. 3 Credit Hours.

Introduces business strategies such as eco-efficiency, product stewardship, green marketing and sustainable development. Cases, speakers reflect current issues such as electronics waste and global warming.

MGT 6360. 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 6369. Sustainable Business Practicum. 3 Credit Hours.

Students work on real-world consulting projects focused on sustainability related challenge for companies, non-profits, and/or government organizations.

MGT 6400. Pricing Analytics and Revenue Management. 3 Credit Hours.

Focus in on increasing profit by measuring price responses and controlling capacity. Topics include forecasting, price optimization, and revenue management. Credit not allowed for both MGT 6400 and MGT 6362.

MGT 6401. Supply Chain Modeling. 3 Credit Hours.

Focus on development and implementation of successful Supply Chain Strategies. Topics include: supply chain design, supply chain coordination, capacity management, retailing, and supplier management. Credit not allowed for both MGT 6401 and MGT 6362.

MGT 6450. Project Management. 3 Credit Hours.

Provides exposure to the concepts, frameworks and techniques for managing projects, with real world examples from Information Technology and other types of projects.

MGT 6451. Business Intelligence and Analytics. 3 Credit Hours.

Provides exposure to the concepts, frameworks and techniques for business intelligence and analytics, with real world examples from the business intelligence & analytics industry.

MGT 6500. Analytical Tools for Decisions. 1.5 Credit Hour.

Introduction to the most commonly use statistical and optimization-based analytical tools for decision support based on the data available.

MGT 6501. Operations Management. 1.5 Credit Hour.

This course focuses on the strategic design and management of operations processes and policies to match supply with demand in an economically sustainable manner. Credit will not be awarded for both MGT 6501 and MGT 6350.

MGT 6502. Leading People and Organizations. 1.5 Credit Hour.

This course focuses on how to lead individuals and teams within organizations. This course will develop a systematic understanding of behavior within formal organizational settings. Credit will not be awarded for both MGT 6502 and MGT 6100.

MGT 6503. Managing Information Resources. 1.5 Credit Hour.

Focuses on the information technology infrastructure in an organization, the information technology industry, and the tools to manage the information resources in an organization. Credit will not be awarded for both MGT 6503 and MGT 6123.

MGT 6504. Principles of Finance. 1.5 Credit Hour.

Basic principles of finance including time value of money, risk and return relationship, capital budgeting. Credit will not be awarded for both MGT 6504 and MGT 6060.

MGT 6505. Marketing Management. 1.5 Credit Hour.

This course discusses the core elements of the marketing and the major types of marketing decisions faced by organizations. Develop the relevant skills for critically analyzing marketing actions. Credit will not be awarded for both MGT 6505 and MGT 6300.

MGT 6506. Managerial Economics. 1.5 Credit Hour.

Microeconomics is about scarcity and how individuals make choices in the face of scarcity. Topics include supply/demand, markets and price system, risk/uncertainty, market limitations. Credit will not be awarded for both MGT 6506 and MGT 6130.

MGT 6507. Business Communications. 1.5 Credit Hour.

The purpose of this course is to provide future leaders and managers with the communication skills that enable them to sell themselves and their ideas. Credit will not be awarded for both MGT 6507 and MGT 6127.

MGT 6508. Strategic Management. 3 Credit Hours.

Strategic management builds on and integrates other functional core courses to understand how firms gain and sustain a competitive advantage. Credit will not be awarded for both MGT 6508 and MGT 6125 or MGT 6508 and MGT 6126.

MGT 6509. Legal and Ethical Considerations in Business. 1.5 Credit Hour.

Constitutional law; dispute resolution; torts; contracts; theories of ethical analysis; and the role of stakeholders. Credit will not be awarded for both MGT 6509 and MGT 6124 or MGT 6509 and MGT 6126.

MGT 6510. Leadership Development Workshop. 1.5 Credit Hour.

This course focuses on how to lead individuals and teams within organizations and will develop a systematic understanding of behavior within formal organizational settings.

MGT 6510P. Leadership Development Preparation. null Credit Hours.

This course focuses on how to lead individuals and teams within organizations and will develop a systematic understanding of behavior within formal organizational settings.

MGT 6600. Analytical Tools for Decision Support. 3 Credit Hours.

Exposes students to the most commonly used statistical and optimization-based analytical tools for decision support. The knowledge of these tools enables the decision maker to make informed decisions based on the data available.

MGT 6614. Law for Entrepreneurs. 3 Credit Hours.

This course will focus on legal issues which entrepreneurs face while growing a start-up business from infancy to becoming a publicly held company. Students will not receive credit for both MGT 6614 and MGT 3614.

MGT 6663. 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 technological innovations.

MGT 6664. Managing Innovation. 3 Credit Hours.

This course focuses on how firms (both new and old) can create and capture value from product, process, and service innovations.

MGT 6665. Strategy Execution. 3 Credit Hours.

This course, focusing on strategy execution, answers this question: After performing strategy analysis and strategy formulation, how do you succeed in achieving strategic results?.

MGT 6667. Strategic Entrepreneurship. 3 Credit Hours.

Strategic perspective on the entrepreneurial process, competition and strategic interactions between startups and incumbents, cooperation and open innovation strategies.

MGT 6725. Information Security Strategies and Policies. 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 6725 and MGT 4725 or CS 4725 or CS 6725.

MGT 6726. 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 6726 and CS 4726 or CS 6726 or MGT 4726.

MGT 6748. Applied Analytics Practicum. 6 Credit Hours.

Practical analytics project experience applying ideas from the classroom to a significant project of interest to a business, government agency, or other organization.

MGT 6753. Principles of Management for Engineers. 3 Credit Hours.

The course will provide an introduction to selected topics needed to be successful in the technology industries. Crosslisted with ME 6753.

MGT 6769. Fixed Income Securities. 3 Credit Hours.

Description, institutional features, and mathematical modeling of fixed-income securities. Use of both deterministic and stochastic models. Crosslisted with ISYE 6769 and MATH 6769.

MGT 6772. MOT II: Managing Resources of the Technological Firm. 3 Credit Hours.

This course explores the competitive advantage manufacturing and service firms derive from effective management of their technology, workforce, materials, and information resources. Crosslisted with ISYE 6772.

MGT 6780. Knowledge Management. 3 Credit Hours.

The purpose of this course is to enable students to think conceptually about the modern organization as a knowledge-based, information-processing organization. Crosslisted with PUBP 6780.

MGT 6785. The Practice of Quantitative and Computational Finance. 3 Credit Hours.

Case studies, visiting lecturers from financial institutions, student group projects of an advanced nature, and student reports, all centered around quantitative and computational finance. Crosslisted with ISYE and MATH 6785.

MGT 6789. Technology Ventures. 3 Credit Hours.

Team discussion and case studies in biomedical engineering technology transfer, including licensing, financial capital, safety and efficacy studies, clinical trials and strategic planning. Crosslisted with BMED, ECE, CHE, and ME 6789.

MGT 6793. Advanced Topics in Quantitative and Computational Finance. 3 Credit Hours.

Advanced foundational material and analysis techniques in quantitative and computational finance.

MGT 6799. Legal Issues in Technology Transfer. 3 Credit Hours.

Study and analysis of U.S. law as it applies to the patenting and licensing processes. Crosslisted with BMED, CHE, ECE, and ME 6799.

MGT 6813. Economic Analysis for Managers. 3 Credit Hours.

Economic reasoning and principles useful in understanding and solving managerial and public policy questions. Practice in analyzing major domestic and international economic events is included.

MGT 6830. Fundamentals of Innovation I. 3 Credit Hours.

First of a two-course sequence on various approaches needed to understand the innovation process, including patterns of technological change and intellectual property protection.

MGT 6831. Fundamentals of Innovation II. 3 Credit Hours.

Second of two-course sequence on various approaches needed to understand the innovation process, including competitive market analysis and valuing new technology.

MGT 6832. Fundamentals of Technology Commercialization. 3 Credit Hours.

Follow-up to year-long course on Fundamentals of Innovation, emphasizing business planning and understanding the business, technology, and legal aspects of Venture Lab technologies.

MGT 6901. Management Consulting. 3 Credit Hours.

Students work in teams for client firms in a consulting capacity. The client firms are preselected, but the problem definition is derived from client-team negotiations.

MGT 6XXX. Management Elective. 1-21 Credit Hours.**MGT 7000. Master's Thesis. 1-21 Credit Hours.****MGT 7060. Theory of Finance. 3 Credit Hours.**

This Ph.D. course is an introduction to theoretical financial economics. This course focuses on individuals' consumption and investment decisions under uncertainty and their implications on the valuation of securities.

MGT 7061. Empirical Finance. 3 Credit Hours.

This Ph.D. course is a survey of selected current empirical research topics in finance and related econometric issues.

MGT 7062. Corporate Restructuring. 3 Credit Hours.

This PhD course is an analysis of empirical research in corporate finance with a focus on issues related to corporate restructuring.

MGT 7063. International Finance. 3 Credit Hours.

This Ph.D. course is an introduction to the foundations of modern international finance. Topics include: international portfolio diversification, design of country funds, tests of asset pricing, and international corporate finance.

MGT 7064. Microeconomics Theory for Management. 3 Credit Hours.

This course focuses on behavior of individual economic agents and how they interact to form markets. Topics include organizations, efficiency, and equilibria with incomplete information.

MGT 7101. Human Resources Management. 3 Credit Hours.

A Ph.D. course that covers an analysis of advanced practice, research, and theory in human resource management. Topics will vary by instructor and student interest.

MGT 7102. Organization Behavior Research Methods. 3 Credit Hours.

This Ph.D. course is an overview and analysis of research methodologies used in conducting scientific research of organizational behavior.

MGT 7105. Individual Behavior in Organizations. 3 Credit Hours.

This Ph.D. course is designed to investigate organizational behavior research topics at the individual level of analysis.

MGT 7106. Group Dynamics. 3 Credit Hours.

This Ph.D. course provides a fundamental understanding of group processes in organizations by analyzing and critiquing classic and contemporary theories and research on groups.

MGT 7107. Organizational Theory. 3 Credit Hours.

This Ph.D. course provides a review of contemporary organizational theories, and empirical studies of them to provide a framework to understand organizational structures, environments, and goals.

MGT 7305. Marketing Management and Strategy. 3 Credit Hours.

This Ph.D. course provides a survey of research and theory in the marketing management and strategy literature.

MGT 7306. Buyer Behavior. 3 Credit Hours.

Doctoral course in consumer behavior. Provides an introduction to the major theories in consumer behavior and discusses current research and methodology on theory development.

MGT 7308. Theory Construction in the Social Sciences. 3 Credit Hours.

Provides an understanding of key elements of a theory, and how influential theories are developed; a small part surveys topics in philosophy of science. Credit not allowed for both MGT 7308 and MGT 7307.

MGT 7320. Marketing Science. 3 Credit Hours.

This doctoral course addresses the literature on the state-of-the-art research on quantitative approaches to marketing problems.

MGT 7350. Operations Strategy I. 3 Credit Hours.

This Ph.D. seminar will discuss research papers dealing with strategic issues in operations management.

MGT 7352. Operations Planning and Control I. 3 Credit Hours.

This doctoral seminar will discuss research papers dealing with tactical and operational (planning and control) issues in operations management.

MGT 7353. Operations Planning and Control II. 3 Credit Hours.

This doctoral seminar is a continuation of MGT 7352 and will discuss advanced papers dealing with tactical and operational (planning and control) issues in operations management.

MGT 7354. Research Methods in Operations Management. 3 Credit Hours.

This doctoral seminar will discuss papers dealing with research methods in operations management.

MGT 7400. PhD Strategic Management Research I. 3 Credit Hours.

Ph.D.-level research seminar in strategic management.

MGT 7501. Managerial Econometric Modeling. 3 Credit Hours.

The linear regression model in managerial research: topics include ordinary and generalized least squares, panel data, instrumental variables, discrete choice and censored data.

MGT 8803. Special Topics in Management. 1-21 Credit Hours.

Topics of current interest in the field of management.

MGT 8811. Special Topics. 1 Credit Hour.

Topics of current interest.

MGT 8812. Special Topics. 2 Credit Hours.

Topics of current interest.

MGT 8813. Special Topics. 3 Credit Hours.

Topics of current interest.

MGT 8853. Research Topics in Marketing. 3 Credit Hours.

Coverage of special research topics of current interest in marketing.

MGT 8873. Special Topics in Organizational Behavior. 3 Credit Hours.

Special research topics of interest in organizational behavior.

MGT 8903. Special Problems in Management. 1-21 Credit Hours.

Provides project work experience in the field of management.

MGT 8997. Teaching Assistantship. 1-9 Credit Hours.

For graduate students holding graduate teaching assistantships.

MGT 8998. Research Assistantship. 1-9 Credit Hours.

For graduate students holding graduate research assistantships.

MGT 9000. Doctoral Thesis. 1-21 Credit Hours.