

# MANAGEMENT (MGT)

## **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 through financial reports and their construction, as well as basic concepts in cost and managerial accounting, valuation of assets, and revenue recognition..

## **MGT 6010. Business Taxation. 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. Credit not allowed for both MGT 4010 and MGT 6010.

## **MGT 6015. Advanced Managerial Accounting. 3 Credit Hours.**

The course covers cost estimation, relevant costs, transfer pricing, capital budgeting, profitability analysis, performance evaluation, and activity-based management. Credit not allowed for both MGT 4015 and MGT 6015.

## **MGT 6020. Financial Reporting and Analysis I. 3 Credit Hours.**

Study of the techniques and concepts surrounding the construction of financial reports, including 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. Credit not allowed for both MGT 4026 and MGT 6020.

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

Advanced topics on the techniques and concepts surrounding the construction and investigation of financial reports, including tax reporting, leases, pensions, liabilities, shareholders equity, and off-balance sheet items.

## **MGT 6029. Financial Statement Analysis. 3 Credit Hours.**

Students will learn to use financial statements and related data to forecast profitability, assess credit risk, model earnings quality, and estimating intrinsic value. Credit not allowed for both MGT 4029 and MGT 6029.

## **MGT 6030. International Accounting. 3 Credit Hours.**

An overview of accounting techniques and concepts surrounding the construction of financial reports related to issues arising from the increased internationalization of business. Topics include comparative financial reporting among countries and accounting treatments of international transactions. Credit not allowed for both MGT 4030 and MGT 6030.

## **MGT 6033. Analysis of Unstructured Data. 3 Credit Hours.**

Provides tools extract insights from unstructured data and make business decisions.

## **MGT 6042. Auditing and Financial Control Systems. 3 Credit Hours.**

This course covers professional issues surrounding auditing and financial control systems with a primary focus on financial statement analysis and auditor decision-making based on this analysis. Topics include management fraud, auditing standards, sampling methods, and collection of audit evidence. Credit not allowed for both MGT 4041 and MGT 6042.

## **MGT 6043. Advanced Financial Reporting. 3 Credit Hours.**

Financial reporting techniques and concepts for mergers and acquisitions; consolidated financial statements; international transactions; 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. Credit not allowed for both MGT 4045 and MGT 6045.

## **MGT 6046. Applications of Data Analytics in Accounting. 3 Credit Hours.**

Students will learn to apply advanced analytical techniques in business settings to facilitate better decision making, with a particular focus on financial and managerial reporting. Credit not allowed for both MGT 4046 and MGT 6046.

## **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, including data modeling, warehousing, normalization, and SQL. 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. 3 Credit Hours.**

This course examines the business and technical issues related to electronic commerce applications and transactions that involve the use of computer networks. The course offers insight into digital business model analysis and design.

## **MGT 6057. Business Process Analysis and Design. 3 Credit Hours.**

This course covers the analysis and redesign of business processes through technology. Special emphasis is given to enterprise information systems, such as ERP, and the application of emerging technologies to process redesign.

## **MGT 6058. Information Technology Practicum. 3 Credit Hours.**

Students will work with participating organizations on a strategic question based on a current technology management issue that the company is facing. The strategic question will involve the business use of technology and will utilize the skills that students typically learn in the core IT management class.

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

Teaches students a structured approach for analyzing emerging technologies and their business implications. To illustrate the approach, multiple emerging technologies are explored.

## **MGT 6060. Financial Management. 3 Credit Hours.**

This introductory finance course prepares you to analyze the financial aspects of firms, banks, and households. You'll build foundational skills in areas like cash valuation, bond term structures, risk, accounting principles, and financial analysis, while learning to apply probability theory and statistical methods to assess financial models. Flexible assignments and exams range from defining basics (e.g., interest rates) to advanced applications, such as calculating the net present value of investments with complex cash flows.

**MGT 6066. Corporate Restructuring. 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. The valuation techniques require students to develop forecasting skills and evaluate transactions using analytical and statistical tools.

**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. Students will build financial models to mathematically analyze the impact of these different structures on required returns and portfolio diversification.

**MGT 6070. International Finance. 3 Credit Hours.**

This course extends the principles of finance to an international setting. We will focus on economic principles, mathematical tools, financial instruments, and coding techniques to understand market imperfections, the management of exchange risk exposure, and the expanded global opportunity set for international investments. Major topics of the course include foreign exchange markets, determination and forecasting of the exchange rates with different models, methods in foreign exchange risk management, and international 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 6074. Fintech & Cryptocurrencies. 3 Credit Hours.**

Digital innovation is disrupting Financial Intermediation like lending, payments, asset management, and insurance. This class gives a comprehensive understanding of the FinTech industry.

**MGT 6076. Valuing Technology Firms. 3 Credit Hours.**

The course involves valuing technology firms using the relative methods, discounted cash flow method and real options useful in mergers, acquisitions, and IPOs.

**MGT 6078. Finance & Investments. 3 Credit Hours.**

An introduction to finance, including the fundamental concepts of financial accounting, valuation, portfolio optimization, trading and investment strategies. The course develops and uses mathematical modeling, statistical analysis and programming tools. 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. Portfolio management relies on probability theory, statistical analysis, and computational methods. Credit not allowed for MGT 6078 and MGT 6080.

**MGT 6081. Derivative Securities. 3 Credit Hours.**

An introduction to mathematical models used to price 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 provides an introduction to financial theories and tools an entrepreneur needs to start, build, and harvest a successful venture. Cases and lecture will cover business evaluation and valuation, including the venture capital and the real option approach, forecasting models, quantitative and qualitative risk measurement methodologies, financing, venture capital funds, compensation structure and exit strategies. Credit not allowed for both MGT 6086 and MGT 4072.

**MGT 6090. 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. Course requires understanding of fundamentals of probabilities and statistics to conduct analysis of financial institutions.

**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. Managing Human Resources. 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. Teamwork 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. Negotiation and Conflict Resolution. 3 Credit Hours.**

This course covers the theory and process of negotiation and conflict resolution as it is practiced in different settings. Students develop understanding of other parties' interests and perspectives, personality, and conflict management styles, and learn to build effective relationships.

**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. NonProfit Team 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, leadership groups, personality assessment, and analysis of assessments relative to leadership and psychology of individuals and 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. 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 6164. Corporate Strategy. 3 Credit Hours.**

Corporate Strategy is the way a company creates value through the configuration and coordination of its multimarket activities.

**MGT 6165. Venture Creation. 3 Credit Hours.**

Students will learn theories and models to create new business ventures and how to apply the theories to predict venture performance. Requires completing a business plan, which describes and analyzes a proposed venture, including quantitative analysis to evaluate risk and how to shift probabilities toward success for the new 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 6182. Work, Equity and Wellness. 3 Credit Hours.**

This course suggests that sustainability is an overarching framework for understanding how to lead and model sustained equity in organizations.

**MGT 6185. International Business Environments. 3 Credit Hours.**

This course explores international environmental factors impacting firms' international operations and expansion. Concepts include economic, political, legal, socio-cultural and technology forces as well as data-driven corporate decisions under conditions of risk and uncertainty.

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

This course builds on the core strategic management course and strives to provide an in-depth and reflective coverage of current and emerging topics in strategic management, including theories such as real options, based on mathematical models applied to strategic business decisions. A key goal is to bridge the gap between rigorous strategy research based on advanced statistical techniques and managerial practice.

**MGT 6197. Global Strategic Management. 3 Credit Hours.**

This course provides a forum for the analysis of managerial and organizational demands associated with effectively competing in global industries. Students will learn strategic concepts, analytical frameworks, and heuristics for taking strategic decisions in the global context, such where to compete around the globe, which products and services to offer in which locations, where to locate business operations, and how to organize and effectively coordinate global activities .

**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 6201. Foundations of Business. 3 Credit Hours.**

An introductory course which provides students with a foundational understanding of five business disciplines: Accounting, Finance, Supply Chain Management, Marketing, and Business Strategy.

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

This course teaches the scientific process of transforming data into insights for making better business decisions. The use of examples places business analytics techniques in context and teaches students how to avoid the common pitfalls, emphasizing the importance of building proper models.

**MGT 6213. Business Analytics for Managers. 3 Credit Hours.**

This course covers the models, issues, and challenges of business analytics. Students develop business analytics models to business problems and understand the models' outputs.

**MGT 6214. Business Analytics Practicum. 3 Credit Hours.**

In this course, student teams work under the guidance of faculty practitioner on current real-world business challenges to apply business analytics skills & methods.

**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. Consumer Behavior. 3 Credit Hours.**

This course exposes students to fundamental concepts and approaches from the behavioral sciences that can be used to understand, predict, and influence.

**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.**

Enables a thorough understanding of important issues involved in the planning, implementation, and evaluation of brand strategies. Exposes students to the appropriate theories, models, and tools to make better branding decisions. Provides a forum in which students apply these principles to real-life projects and business situations.

**MGT 6310. Marketing Research: Analytics. 3 Credit Hours.**

This course covers the fundamentals of the analytical aspects of marketing research. The course has an applied orientation with application to contemporary issues in marketing.

**MGT 6311. Digital Marketing. 3 Credit Hours.**

An applied overview of modernized digital marketing tools and strategy, emphasizing the diverse ways that contemporary marketers use information technology through digital channels such as social media and the Internet to achieve strategic business objectives.

**MGT 6312. Marketing Research: Tools and Design. 3 Credit Hours.**

Introduce and explain the marketing research process including identifying the problem, establishing objectives, designing methodologies, collecting data, and presenting results.

**MGT 6314. Understanding Markets with Data Science. 3 Credit Hours.**

This course applies a data science approach using network and text analytics to model and analyze how individuals and various kinds of markets behave.

**MGT 6315. Marketing Analysis. 3 Credit Hours.**

This course seeks to impart an understanding of the various applications of pricing, advertising, platform ecosystems, and social media marketing available for analyzing and interpreting marketing data and analytics.

**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 the critical role that product and brand managers play in the organization, and issues inherent in managing product portfolios across a range of industries including consumer products, technology products, and consumer services. Topics include the new product development process, product portfolio strategies, brand/product positioning, and development of annual brand/product marketing plans.

**MGT 6326. Collaborative Product Development. 3 Credit Hours.**

Introduction to product development and product management topics through management science techniques and statistical analysis. These include product strategy, idea generation, experiment design, market development, managing product portfolios and positioning, testing of prototype systems, and brand management.

**MGT 6332. Database Marketing and CRM. 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 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 data analysis to solve marketing problems faced by companies. Students will meet regularly with companies 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 Resource Planning and Execution. 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 project-based course that provides an opportunity to apply decisions under uncertainty in global environments in the context of real and practical international business problems.

**MGT 6353. Operations Strategy. 3 Credit Hours.**

This course provides knowledge about developing, implementing, and evaluating operations strategy through conceptual frameworks and adaptive tools to impact operating decisions that impact profitability and adaptivity. Topics include managing technologies, capacities, and the supply chain.

**MGT 6357. Service Operations Management. 3 Credit Hours.**

This course analyzes operational performance for the service sector and service support functions of manufacturers. Includes the design, delivery, variability, and innovation of services across many industries.

**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. 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. Includes impact of technology, efficient vs responsive supply chains, and forecasting and sales and operations planning decisions.

**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 the design and implementation of successful supply chain strategies. Develop and recommend the right mix of operational levers through quantitative analysis for supply chain efficiency and effectiveness. 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 6405. Lean Six Sigma. 3 Credit Hours.**

This class will explore the DMAIC model, lean tools and how data analysis can be leveraged to solve real world problems.

**MGT 6450. Project Management. 3 Credit Hours.**

Provides exposure to the concepts, frameworks and techniques for managing projects. Coverage includes both general project management frameworks along with agile methodologies commonly used to manage IT projects. Cases, problems, activities, software tools, extra readings, and guest speakers focus specifically on IT project management practice.

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

Provides exposure to the concepts and methods of machine learning, frameworks and techniques for business intelligence and analytics, and real world applications.

**MGT 6452. Machine Learning for Business. 3 Credit Hours.**

This course introduces machine learning techniques and their applications in solving business problems. It covers core concepts, algorithm designs, and programming implementation with business.

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

Introduction to the most commonly use statistical and optimization-based analytical tools for data-based decision-making based on the data available, including descriptive statistics, probability and distributions, hypothesis testing, and regression.

**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 emerging trends and business models in organizational information technology infrastructure, the information technology industry, and the tools to manage the information resources in an organization through techniques related to data management, analytics, and visualization.

**MGT 6504. Principles of Finance. 1.5 Credit Hour.**

Mathematic 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. 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. 0 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 6512. Financial Accounting. 1.5 Credit Hour.**

A foundational course in financial accounting. Students learn how a firm provides meaningful quantitative financial information to external decision makers.

**MGT 6518. Strategy Fundamentals. 1.5 Credit Hour.**

This course covers concepts and frameworks for strategy analysis and formulation. Strategic management integrates perspectives to understand how firms gain and sustain competitive advantage.

**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 6655. Business Data Preparation and Visualization. 3 Credit Hours.**

This course helps business graduate students learn how to prepare and visualize data appropriately, to explore patterns and relations, and to convey these findings effectively.

**MGT 6663. Technology Strategy. 3 Credit Hours.**

Provides an understanding of economic and strategic factors that guide firms' strategic decisions regarding 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. To do so, this course will introduce students to analytical models and tools to guide strategic decision making related to 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? Students learn and apply theoretical models to execute strategies, including the use of a computer based quantitative simulation.

**MGT 6667. Strat Entrepreneurship. 3 Credit Hours.**

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

**MGT 6668. Behavioral Economics. 3 Credit Hours.**

Behavioral economics studies individual decisions-making using tools at the intersection of economics and psychology.

**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 or PUBP 4725 or PUBP 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. Information collection, transmission, and utilization in analog and digital formats raise specific issues about information classification and organization; information storage and processing; and information transmission, transfer, and signaling. In addition, privacy tech policy affects the way one builds a network and related systems planning and design; human interfacing and use analysis; database development; and related aspects of hardware, software, economics, social factors, and capacity. Credit will not be awarded for both MGT 6726 and CS 4726 or CS 6726 or MGT 4726.

**MGT 6727. Privacy for Professionals. 3 Credit Hours.**

This course takes a multi-disciplinary approach to the study of privacy—a current topic of international interest for those in technology, policy, law, and/or business.

**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. 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. Including risk analyses and hedging properties. Use of both statistical and stochastic models. Crosslisted with ISYE 6769 and MATH 6769.

**MGT 6772. 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, innovation, workforce, materials, and information resources as driven by uncertainty, global competition, and dynamic markets. 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.**

Biomedical science involves applying mathematical and scientific principles to the design, development, and operational evaluation of biomedical and health systems. Such discovery requires can lead to products such as integrated biomedical systems, instrumentation, medical information systems, artificial organs and prostheses, and health management and care delivery systems. But to take that discovery to patients and the market requires connecting that knowledge to legal questions about patentability, licensing, and ethics. This course studies and analyzes U.S. law as it applies to scientific discovery and the patenting and licensing processes. Crosslisted with BMED, CHE, ECE, and ME 6799.

**MGT 6801. TI:GER Innovation Analysis. 3 Credit Hours.**

This TI:GER course focuses on the analysis of technology innovation.

**MGT 6802. TI:GER Innovation and Business Model Design. 3 Credit Hours.**

This TI:GER course focuses on the design of business models for technology innovation.

**MGT 6803. Innovation Execution. 3 Credit Hours.**

This course focuses on the execution of launching and scaling technology innovation.

**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 6821. TI:GER Innovation Research Methods 1. 1.5 Credit Hour.**

This TI:GER course is the first of two courses focusing on research methods for technology innovation.

**MGT 6822. TI:GER Innovation Research Methods 2. 1.5 Credit Hour.**

This TI:GER course is the second of two courses focusing on research methods for technology innovation.

**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. 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, mathematical tools and techniques 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, and analyses based in mathematical models, 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 cross-level classic and contemporary theories, and research utilizing quantitative models on groups.

**MGT 7107. Organizational Theory. 3 Credit Hours.**

This Ph.D. course provides a review of contemporary organizational theories, and analysis of 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 in the managerial sciences. A small portion surveys topics in the philosophy of science.

**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 7601. Financial Accounting & Reporting Research Seminar. 3 Credit Hours.**

A program that focuses on financial accounting research utilizing analytical methods and/or theories. It includes instruction on how to create, mathematically analyze, and critique such research.

**MGT 7602. Management Accounting Research Seminar. 3 Credit Hours.**

This doctoral course will help students develop an in-depth understanding of contemporary research topics, quantitative methods, and analytical techniques in management accounting and control.

**MGT 7603. PhD Seminar in Auditing Research. 3 Credit Hours.**

This course will expose doctoral students to the design of research studies, quantitative measurement of variables, data analysis, and formulation of mathematical models in audit-related research.

**MGT 7604. Seminar in Modern Capital Markets Research. 3 Credit Hours.**

Doctoral research seminar focused on contemporary topics in capital markets research, including recent topics in disclosure, valuation, asset pricing, and forecasting.

**MGT 7605. Advanced Empirical Methods for Information Systems. 1.5 Credit Hour.**

This course introduces advanced empirical methods for Information Systems research through lecturing and paper discussion. Examples include structural econometric models, probability models, and Bayesian inference.

**MGT 7606. Analytical Modeling Foundations for IS. 1.5 Credit Hour.**

Introduces analytical models and methods, stochastic processes, and optimization techniques for modeling and solving relevant IS problems, and drawing meaningful inferences from the results.

**MGT 7607. Economics of Artificial Intelligence, and Machine Learning. 1.5 Credit Hour.**

This is a Ph.D. seminar that covers fundamental topics in the economics of artificial intelligence, and machine learning.

**MGT 7608. Experimental Research in Information Systems. 1.5 Credit Hour.**

This course is designed to provide doctoral students an introduction to experimental research methods in information systems.

**MGT 7609. Observational Studies in IS. 1.5 Credit Hour.**

Surveys literature in IS and related disciplines on observational studies with a focus on causal inference.

**MGT 7610. Best Practices in Teaching. 1 Credit Hour.**

This course offers insights into diverse topics critical to Ph.D. students' success in educational evaluation and research.

**MGT 7611. PhD Seminar in Entrepreneurship. 3 Credit Hours.**

The seminar aims to provide an in-depth analysis of recent theoretical and empirical advances in entrepreneurship research. It covers relevant analytical approaches that inform the creation and growth of entrepreneurial ventures and their strategic interactions with incumbents, preparing doctoral students to contribute to the field with rigorously developed, impactful research.

**MGT 8803. Special Topics in Management. 3 Credit Hours.**

Topics of current interest.

**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 8823. Special Topics. 3 Credit Hours.**

Topics of current interest.

**MGT 8831. Special Topics. 1 Credit Hour.**

**MGT 8832. Special Topics. 1.5 Credit Hour.**

**MGT 8833. 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.**