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.

MGT 6022. Financial Reporting and Analysis II. 3 Credit Hours.
Advanced topics including tax reporting, leases, and pensions.

MGT 6028. 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 6030. 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 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. Data Communications for Management. 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.
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.
MGT 6080. Investments. 3 Credit Hours.
MGT 6081. 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 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.
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.
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. 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.

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. 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.
MGT 6302. Consumer 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 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 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.

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

MGT 6353. 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 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.

MGT 6400. Pricing Analytics and Revenue Management. 3 Credit Hours.
Focuses 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.
Focuses 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 used 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. 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 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 6653. 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 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.

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 6832. Fundamentals of Technology Commericalization. 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 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. 3 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 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.