

# MANAGEMENT OF TECHNOLOGY (MOT)

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## **MOT 6102. Economic Analysis for Managers. 2 Credit Hours.**

Studies the economic concepts that describe and explain the environment within which firms operate.

## **MOT 6103. Financial and Managerial Accounting. 2 Credit Hours.**

Covers the basic concepts that underlie the use of accounting information. Includes balance sheet, income statement, alternative costing systems.

## **MOT 6104. Financial Management in an Environment of Technological. 2 Credit Hours.**

Change. Course focuses on financial concepts and how they are used to maximize the value of the firm and choose among alternative courses of action.

## **MOT 6105. Analytical Tools for Decision Support. 2 Credit Hours.**

This course focuses on statistics and mathematical modeling of use to decision makers in technology environments with significant uncertainty.

## **MOT 6106. Processes of Technological Innovation. 2 Credit Hours.**

This course addresses the processes involved in technological innovation, focusing on models, sources, flows, and the protection of innovation.

## **MOT 6107. Technology Strategies in Information Systems. 2 Credit Hours.**

This course examines information systems and their impact in manufacturing and service operations.

## **MOT 6109. Managing People in a Technical Environment. 2 Credit Hours.**

This course focuses on the management and leadership of people and human resource systems in modern organizations.

## **MOT 6110. Technology and Transformational Work Processes. 2 Credit Hours.**

This course focuses on how work processes within organizations can be designed and managed to optimize output effectiveness.

## **MOT 6111. Strategy Execution. 2 Credit Hours.**

This course introduces methods to adapt, evolve, or create change in the way organizations structure themselves to increase effectiveness in responding to competitive demands.

## **MOT 6112. Marketing in a Technical Environment. 2 Credit Hours.**

This course focuses on the marketing function, its relationship to other functions within the firm, and its strategic significance to high-tech organizations.

## **MOT 6114. Seminar in the Management of Technology. 2 Credit Hours.**

This seminar features senior executives from organizations that develop or use technology discussing current practices, policies, and issues.

## **MOT 6115. AI & Machine Learning for Business. 2 Credit Hours.**

This course examines key emerging technologies, their development patterns, and the associated impact on industries, industrial competitiveness, and society.

## **MOT 6116. Strategy in Management of Technology. 2 Credit Hours.**

This course examines and discusses how technology-based firms develop and implement business, functional, and technology strategies.

## **MOT 6122. Management of Technology Project III. 2 Credit Hours.**

Participants complete their MOT project research, submit a written report, and present their results to their organization.

## **MOT 6124. Business and Leadership Skills. 3 Credit Hours.**

Participant's technological, business, and leadership skills (communications, teamwork, conflict resolution, diversity) are enhanced.

## **MOT 6125. Creating Technology Ventures. 3 Credit Hours.**

This course covers the issues associated with the earliest stages of new technology venture formation.

## **MOT 6126. International Issues in the Management of Technology. 4 Credit Hours.**

Global business issues and strategies are explored through an international study tour.

## **MOT 6127. Building Technology Ventures. 2 Credit Hours.**

The focus of this course is on learning how to manage rapid growth in a technology venture.

## **MOT 6128. Venture Financing. 2 Credit Hours.**

In this course students learn various methods for raising capital to fund new ventures.

## **MOT 6129. International Business and Finance. 2 Credit Hours.**

The purpose of this course is to develop students' understanding of global business and finance.

## **MOT 6130. Management of Technology Project I. 3 Credit Hours.**

Participant's develop and present a proposal for a technology-based team venture project.

## **MOT 6131. Management of Technology Project II. 3 Credit Hours.**

Participant's execute their MOT venture project, including marketing and financial analyses.

## **MOT 6132. Management of Technology Project I. 2 Credit Hours.**

First in a sequence of three courses where students execute their new venture project. During this segment, they focus on concept definition and team formation.

## **MOT 6133. Ethical Decision Making. 1 Credit Hour.**

This course focuses on understanding and applying ethical decision making practices in business.

## **MOT 6134. Management of Technology Project II. 2 Credit Hours.**

Second in a sequence of three courses where students execute their new venture project. During this segment, they focus on marketing and financial analyses of their new technology venture.