

REQUIRED CORE:

ECON 600 SEMINAR IN ECONOMIC TOPICS

Prerequisite: Economics 500 or equivalent. A brief introduction to a wide range of economic topics related to the operation of a modern organization. Topics may include international trade and finance, econometric applications, anti-trust and regulation, and public choice.

FIN 635 SEMINAR IN FINANCIAL THEORY AND POLICY

Prerequisite: GBUS 502 or equivalent. Examination of the theory of Finance and its application to financial management of business enterprise.

GBUS 600 ANALYSIS OF CONTEMPORARY ORGANIZATIONS (must be taken in the first semester)

An interdisciplinary course that introduces new graduate students to the field of business. The course focuses on the nature of organizations and the interrelatedness of the functional areas. The intellectual and historic roots of management theories are explored through readings of primary source materials. Students will develop communication and research skills through individual/group projects that focus on organizations and their environment.

IS 628 COMPUTER BASED MANAGEMENT INFORMATION SYSTEMS

Prerequisite: ACCT 501 or equivalent. An introduction to computer-based management information systems at a fairly sophisticated level. Emphasis will be on the understanding of computer concepts, computer applications in an organizational environment, and the analysis and design of information systems.

MGT 620 BEHAVIOR IN ORGANIZATIONS

Prerequisite: GBUS 600 (may be taken concurrently with MGT 620). Covers the behavioral issues facing organizations and their managers, the methods and systems for addressing these issues, and the interpersonal and analytical knowledge and skills to effectively apply these methods and systems. Focus is on practical experience, skill-building and theory on motivation, leadership, interpersonal communication, group processes and team building, decision making, and job and organizational design.

MGT 693 SEMINAR IN STRATEGIC MANAGEMENT

Prerequisite: Last semester of course work for MBA students or advisor's consent. An integrative seminar dealing with broad business policy problems via the case method. Definition and analysis of internal and external factors affecting the development of the objectives and policies of a firm. Emphasis is on the interrelationships of the major functional areas and the pervasive adjustments that may result from changes in a specific policy. Students are expected to use the background and analytic tools obtained from specialized courses in the solution of organization-wide problems.

MKT 640 MARKETING MANAGEMENT

Prerequisite: ECON 500, SOM 591 and GBUS 600. An advanced approach to marketing policy. Analyses of marketing management problems. Emphasis on development of competence in adjusting marketing policies to changes in the general economic, competitive, and social climate.

SOM 686 SEMINAR IN INTERNATIONALLY COMPETITIVE OPERATIONS MANAGEMENT

Prerequisite: SOM 591. Subjects include: productivity and global competitiveness of modern enterprises, diagnostic studies of production strategies, managerial implications and advanced operations technologies of world-class organizations (Flexible Manufacturing Systems [FMS], Computer Integrated Manufacturing Management [CIM]), Statistical Process Control [SPC], and Total Quality Management [TQM]. In-depth case analyses of progressive U.S. and international firms addressing these issues are also covered. A team case project is a key course activity.