MGMT 060: Business and Society (3 Credits)
This course explores the role of business in communities, societies, and cultures. It examines traditional ways in which business can contribute positively, by creating jobs, income and wealth, and explores how business can have an even greater impact by integrating social and environmental responsibility as core values. It also examines the ways that businesses can harm society by focusing narrowly on financial results, failing to consider impacts on key stakeholders, and ethical lapses. Critical thinking and communication skills are emphasized in business case analysis.

Meets the following Core requirements: Critical Analysis, Race, Gender & Power, Written and Oral Communication II
Meets the following Gen Ed requirements: Multicultural Perspectives, Written Communication

MGMT 073: Introduction to Financial Accounting (3 Credits)
Elementary accounting theory, with emphasis on the preparation and interpretation of financial statements.

Note(s): Open to undergraduates only. Open to juniors and seniors only.
Crosslisted with: MGMT 214

MGMT 101: People and Organizations (3 Credits)
This course explores how to build workplace communities and contexts (jobs, processes, organizational cultures) that respect individual differences, enable employees and diverse teams to thrive, and foster innovation. This course emphasizes written and oral communication and its role in leadership and management. Students learn to write concise and compelling memos and papers, prepare and present persuasive oral presentations, and effectively use powerpoint, and videos. Students hone their critical thinking skills through analysis of business cases.

Note(s): Open to undergraduates only. Open to juniors and seniors only.
Meets the following Core requirements: Critical Analysis, Written and Oral Communication II
Meets the following Gen Ed requirements: Written Communication

MGMT 112: Intermediate Financial Accounting (3 Credits)
This course expands upon the elementary concepts developed in the first financial accounting course ECON 073/MGMT 214. It further covers the detailed rules of GAAP, their interpretation, real-world application, and their impact on the readers of the financial statements.

Prerequisite(s): ECON 073
Crosslisted with: MGMT 212

MGMT 115: Managerial Accounting (3 Credits)
This course describes and analyzes the tools available for measurement, control, and planning of business firms. Emphasis will be on the accounting of costs in business.

Prerequisite(s): MGMT 073
Note(s): Open to undergraduates only. Open to juniors and seniors only.
Crosslisted with: MGMT 215

MGMT 123: Digital Marketing (3 Credits)
This course introduces and develops the skills for managing digital marketing strategy. Students will learn to create and execute strategy for successful customer engagement using paid, owned, and earned digital media platforms. This will include creative strategy and content marketing and methods for measuring and testing campaign effectiveness across digital platforms.

Note(s): Open to juniors and seniors only. Limit 25 students. Open to undergraduates only. Open to juniors and seniors only.

MGMT 127: Negotiations (3 Credits)
The course examines the dynamics that occur before, during, and after negotiations and the theory behind various negotiation approaches. Topics to be addressed will include: claiming versus creating value (also known as distributive and integrative bargaining); preparation strategies; the nature of power; psychological aspects of negotiation; experience and expertise; multi-party/group negotiations; culture and gender; communications and perception; mediation and other alternative dispute resolution systems; working with lawyers; and organizational change and salary negotiations.

Note(s): Open to undergraduates only. Open to juniors and seniors only.

MGMT 128: Governmental Accounting and Nonprofit Accounting (3 Credits)
This course is a comprehensive examination of the basic accounting concepts and practices used in governmental and nonprofit agencies. The course is designed to teach the preparation of financial statements for nonprofit and governmental organizations; the student will gain a thorough understanding of the financial activities of nonprofit and governmental agencies through an analysis of the basic financial statements—specifically, the balance sheet, the income statement, and the statement of cash flows.

Prerequisite(s): ECON 073
Crosslisted with: MGMT 228

MGMT 130: Marketing Management (3 Credits)
Applies the case study method to marketing management and problem solving in a multicultural environment. Teaches methods for managing product positioning, pricing, distribution, and external communications. Examines customer behavior, demand determination, and marketing research. Emphasis is on developing fully integrated marketing programs.

Note(s): Open to sophomores, juniors, and seniors. Limit 25 students. Open to undergraduates only. Open to sophomores, juniors, and seniors only.

MGMT 133: Marketing Research (3 Credits)
The course is targeted for students who are expecting to be marketing managers or marketing researchers. By the end of the course, students will be able to translate a marketing problem into a feasible research question, understand various types of research that exist and the conditions under which each of them is appropriate; and interpret the results of marketing research to make actionable recommendations for decision makers.

Prerequisite(s): MGMT 130
Note(s): Open to juniors and seniors only. Limit 25 students. Open to undergraduates only. Open to juniors and seniors only.
Meets the following Core requirements: Written and Oral Communication II
MGMT 147: Project Management (3 Credits)
Projects are increasingly the way that work gets done in organizations. In this highly interactive course, students will work in teams to develop hands-on project management techniques. Through case studies, simulations, and real-world scenarios, students will hone the skills required to keep their projects on time and on budget, while delivering value to the customer. Students will also learn how to manage change and risks in the least disruptive way for multiple stakeholders. The course will provide exposure to specific software applications, thus leaving students with a concrete job skill.
Prerequisite(s): ECON 081
Note(s): Open to undergraduates only. Open to juniors and seniors only.

MGMT 170: Nonprofit Management (3 Credits)
Designed for individuals who plan to provide leadership within the nonprofit sector, either as funders, managers, or board members. Provides an overview of the nonprofit sector, followed by several sessions focused on the importance of mission and strategy. Discusses marketing/branding, nonprofit sources of income including fundraising and earned income, governance and nonprofit boards, managerial control and financial statements, organizational evolution and strategic change, and the future of the sector.
Note(s): Open to juniors and seniors only. Limit 25 students. Open to undergraduates only. Open to juniors and seniors only.

MGMT 172: Socially Responsible Business (3 Credits)
This course examines the goals, opportunities, challenges, and impacts of socially responsible business. It examines diverse strategies and organizational models developed for launching, building, and sustaining socially responsible businesses or business initiatives, ranging from corporate and mid-size companies to hybrid ventures. While the scope of the course encompasses the four pillars of socially responsible business—people, communities, planet, and profits—emphasis is given to efforts to generate positive economic and social impacts on people, communities, and society.
Note(s): Open to juniors and seniors only. Limit 25 students. Open to undergraduates only. Open to juniors and seniors only.

MGMT 174: Innovation in Business, Social, and Government Organizations (3 Credits)
Innovation, achieved through the common language and shared tools of design thinking, uses a human-centered lens to address today’s business, government, and societal challenges. Students will be introduced to ethnographic interviewing, observation analysis and synthesis, persona creation, ideation processes, rapid prototyping, concept testing, iterative design and narrative communication. Students will work collaboratively to understand and then solve problems that drive product, service, business and social innovation.
Note(s): Limit 20 students.
Meets the following Core requirements: Community Engagement, Create, Innovate & Experiment

MGMT 175: Social Entrepreneurship (3 Credits)
This course provides a survey of social entrepreneurship and small business ownership – including the social venture creation process, developing the business plan, funding a business launch, and entrepreneurial decision-making. This is a highly participatory, integrative class, with case studies, guest speakers, extensive discussions, and student presentations. A key aspect of this course is the critical role of values and culture in driving successful business formation and operations. Students will gain exposure to the methods and practices that foster social impact.
Note(s): Open to undergraduates only. Open to juniors and seniors only.

MGMT 180B: Financial Statement Analysis (3 Credits)
This course integrates concepts and principles learned in financial accounting in the analysis of the four basic financial statements: the balance sheet, statement of operations, cash flow and equity statements. Our fundamental examination includes trend and ratio analysis, reformulation of the balance sheet and statement of operations, and an in-depth understanding of cash flow. We will use real world financial statements to assess an organization’s liquidity, solvency and management’s effectiveness in utilizing financial resources.
Prerequisite(s): MGMT 073
Note(s): Prerequisite: MGMT 073 Financial Accounting. Requires permission of instructor. Limit 30 students. Open to undergraduates only. Open to juniors and seniors only.
Instructor Consent Required: Y

MGMT 186: The Business of Being an Artist (3 Credits)
This course provides essential business skills for artists, writers, and performers. Topics include copyright, negotiating contracts, marketing, and accounting/finance. The course brings in guest speakers who are practitioners in their fields.
Note(s): Open to undergraduates only. Open to juniors and seniors only.

MGMT 187: Internship in Business Administration (3 Credits)
This individualized course provides Business Administration majors with the option of earning course credit toward the major with an internship for an external organization. The student works with faculty and on-site advisors to develop learning goals and deliverables that provide value to the client organization and professional business experience for students.
Note(s): Available only to declared Business Administration majors. Proposal must be approved by faculty supervisor and Program Director(s) of the Business Administration major. Limit 30 students. Open to undergraduates only. Open to juniors and seniors only.
Instructor Consent Required: Y
Pass/No Pass Only

MGMT 190: Senior Project (4 Credits)
In this course, student teams will work on consulting projects for external client organizations. Students will apply skills in specific content areas such as management, finance, accounting, and marketing as well as learn new skills in business processes and data analytics. In case studies, students will frame problems, analyze information, weigh the risks of potential resolutions, make a recommendation, and provide supporting arguments for their recommendation. Each student team will present its recommendations to the external client organization.
Note(s): Open to undergraduates only. Open to juniors and seniors only.
Meets the following Core requirements: Community Engagement
MGMT 200: Microeconomic Theory (3 Credits)
A comprehensive introduction to advanced principles of microeconomics, including consumer and firm behavior. Conceptual emphasis is on price-directed markets and resource allocation, with additional treatment of welfare economics and government regulation.
Note(s): Open to graduate students only.
Crosslisted with: ECON 100

MGMT 201: Macroeconomic Theory (3 Credits)
Theory of income and employment, role of the monetary system, history of business fluctuations; analysis of the “cycle”, and fiscal, monetary, and direct measures for mitigating fluctuations.
Note(s): Open to MBA, MBA/MA Ed. Leadership, MPP, and MPP/MBA students only. Limit 40 students. Open to graduate students only.
Crosslisted with: ECON 101

MGMT 209: Economics for Managers (3 Credits)
This course introduces students to economic concepts relevant for business and organizational decision-making. Students will study demand and supply, price determination, measures of economic well-being, and market failures. This course emphasizes applications of economic concepts, insights from behavioral economics, and organizational goals other than profit maximization. The course prepares decision-makers to understand how an economy functions and to help them interpret, analyze, and operate within a changing economic environment.
Note(s): Limited to MBA, MBA/MA Ed Leadership, and MPP/MBA students only Limit 35 students. Open to graduate students only.

MGMT 211: Money and Financial Institutions (3 Credits)
An introduction to the study of financial institutions. The American banking system as an industry and its relationship to the behavior of the economy is the primary subject. Other financial institutions, such as savings and loan firms, credit unions, savings banks, and financial markets in common stocks, bonds, and commodities are also examined.
Prerequisite(s): MGMT 209
Note(s): Open to graduate students only.
Crosslisted with: ECON 113

MGMT 212: Intermediate Financial Accounting (3-3 Credits)
This course expands upon the financial accounting concepts and principles developed in the first financial accounting course ECON 073/MGMT 214. It further covers the detailed rules of GAAP, their interpretation, real-world application, and their impact on the readers of the financial statements.
Prerequisite(s): MGMT 214
Note(s): Open to graduate students only.

MGMT 214: Financial Accounting (3 Credits)
Elementary accounting theory, with emphasis on the preparation and interpretation of financial statements.
Note(s): Open to graduate students only.

MGMT 215: Managerial Accounting (3 Credits)
This course describes and analyzes the tools available for measurement, control, and planning of business firms. Emphasis will be on the accounting of costs in business.
Prerequisite(s): ECON 073 or MGMT 214
Note(s): The course is open to MBA, MBA/MA EdL & MPP/MBA students only. Open to graduate students only.

MGMT 216: Corporate Finance I (3 Credits)
An introduction to the concepts and tools of corporate finance, and a discussion of the practical realities of financial decisions. Topics, among others, include present value and the internal rate of return, portfolio theory, debt-versus-equity financing, and the efficiency of capital markets.
Note(s): Open to graduate students only.

MGMT 218: Financial Derivatives (3 Credits)
Covers derivatives markets, including options, futures contracts, and swaps. Explores methods for valuing derivatives and developing risk management strategies. Develops analytical tools such as binomial trees, the Black-Scholes model, and values at risk.
Prerequisite(s): ECON 116 or MGMT 216
Note(s): Open to graduate students only.
Crosslisted with: ECON 118

MGMT 219: International Finance (3 Credits)
A comprehensive introduction to international financial markets and international financial strategy for multinational business. Foreign exchange and international capital markets are discussed in detail, as well as practical issues such as financing international trade, international investment, joint ventures, and foreign currency management.
Note(s): Open to graduate students only.

MGMT 220: Games and Behavior (3 Credits)
This course applies game theory and behavioral economics toward understanding interactive human behavior, otherwise known as strategic decision-making. A major theme of the course is that game theory describes how people should behave in order to achieve certain objectives, while behavioral economics highlights many ways in which actual behavior deviates from what is individually optimal—primarily because of cognitive limitations and perceptual biases. By investigating these two subfields of economics, the course provides fundamental insights into human motivation and interaction in markets.
Prerequisite(s): ECON 100 or MGMT 200
Note(s): This course is open to MBA students only. Open to graduate students only.

MGMT 223: Digital Marketing (3-3 Credits)
This course introduces and develops the skills for managing digital marketing strategy. Students will learn to create and execute strategy for successful customer engagement using paid, owned and earned digital media platforms. This will include creative strategy and content marketing and methods for measuring and testing campaign effectiveness across digital platforms.
Note(s): Open to graduate students only.

MGMT 224: Persuasive Communications (3 Credits)
This course explores the elements of persuasive writing and oral presentations. Students will have many opportunities to present material, to persuade an audience, and to receive feedback. Each student will set a personal development plan highlighting her oral and written presentation goals. Course work includes presenting data effectively, and presenting in times of change and under crisis conditions. Students will also learn to handle Q&A more effectively. Each student will practice her persuasive skills for use in situations ranging from job interviews to CEO-level presentations.
Note(s): This course is open to MBA, MBA/MA EdL, and MPP/MBA students only. Limit 16 students. Open to graduate students only.
MGMT 225: Simulation & Modeling in the Social and Policy Sciences (3 Credits)
In this advanced hands-on class students are introduced to computer applications used for simulation and analysis in the social and policy sciences. Topics vary, but typically include advanced applications of standard desktop software, statistical packages, relational databases, network analysis, geographic information systems, intelligent agent models, and systems dynamics simulation. Data and examples are drawn from economics, history, political science, public policy, anthropology, and sociology.

Notes: Students expected to possess basic computer skills and an openness to things mathematical, and to have undertaken previous course work in social sciences beyond the introductory level. Limit 15 students. Open to graduate students only.

MGMT 226: Management Information Systems (3-3 Credits)
Provides future business managers a deeper understanding of technology and its role in organizations. Will map of the process by which new technology is implemented and adopted, while providing students with tool kit for using technology safely, ethically, and efficiently in the workplace. Previous technology experience is not expected or required.

Notes: This course is open to graduate students only. Limit 25 students. Open to graduate students only.

MGMT 227: Negotiations (3 Credits)
The course examines the dynamics that occur before, during, and after negotiations and the theory behind various negotiation approaches. Topics to be addressed will include: claiming versus creating value (also known as distributive and integrative bargaining); preparation strategies; the nature of power; psychological aspects of negotiation; experience and expertise; multi-party/group negotiations; culture and gender; communications and perception; mediation and other alternative dispute resolution systems; working with lawyers; and organizational change and salary negotiations.

Notes: Course also offered in the Winter term. Limit 30 students. Open to graduate students only.

MGMT 228: Governmental Accounting and Nonprofit Accounting (3-3 Credits)
This course is a comprehensive examination of the basic accounting concepts and practices used in governmental and nonprofit agencies. The course is designed to teach the preparation of financial statements for nonprofit and governmental organizations; the student will gain a thorough understanding of the financial activities of nonprofit and governmental agencies through an analysis of the basic financial statements—specifically, the balance sheet, the income statement, and the statement of cash flows.

Prerequisite(s): MGMT 214
Notes: Open to graduate students only.

MGMT 230: Marketing Management (3 Credits)
Applies the case study method to marketing management and problem solving in a multicultural environment. Teaches methods for managing product positioning, pricing, distribution, and external communications. Examines customer behavior, demand determination, and marketing research. Emphasis is on developing fully integrated marketing programs.

Notes: Open to graduate students only.

MGMT 232: Operations Management (3 Credits)
Introduces operations as a functional area of management and examines its link with other functional areas of the firm. Teaches about the acquisition and allocation of resources to support the production and delivery of goods and services. Both manufacturing and service systems will be covered. Introduces contemporary issues faced by operations managers today, such as total quality management, just-in-time approaches, and process reengineering to improve productivity and control costs. The case method is emphasized and computer applications are used.

Prerequisite(s): MGMT 215 and MGMT 263
Notes: Open to graduate students only.

MGMT 233: Marketing Research (3 Credits)
The course is targeted for students who are expecting to be marketing managers or marketing researchers. By the end of the course, students will be able to translate a marketing problem into a feasible research question; understand various types of research that exist and the conditions under which each of them is appropriate; and interpret the results of marketing research to make actionable recommendations for decision makers.

Prerequisite(s): MGMT 230
Notes: MGMT 230 or MGMT 263 may be taken concurrently with consent of instructor. Limit 20 students. Open to graduate students only.

MGMT 234: Management & Organizational Development (3 Credits)
In this course, we will explore how to build healthy workplace communities across all levels of the organization. We will focus on answering "how do you build contexts (jobs, organizational cultures, structures, processes) that enable employees and teams to thrive?" The core premise in this course is that managerial excellence is fundamentally tied to creating organizational contexts that build human strengths and unlock the positive and generative dynamics of vibrant human communities.

Notes: Open to graduate students only. Limit 25 students. Open to graduate students only.

MGMT 236: Managerial Economics (3 Credits)
This course develops methods for solving business and administrative problems. The course provides a link between economic theory and practice by showing—through examples, case studies, and discussion—how economic analysis can be usefully applied to managerial decision making. The topics to be covered include risk analysis, econometric studies of demand, costs and productivity, the design of optimal pricing schemes, strategic thinking, and global business issues.

Prerequisite(s): ECON 100 or MGMT 200
Notes: Open to graduate students only.
Crosslisted with: ECON 136

MGMT 239: Urban Economics (4 Credits)
Urban Economics uses economic analysis to explore why and where cities develop and how they grow. It also examines important issues cities face, including land use, transportation, education, housing, funding, crime, concentrated poverty, and segregation.

Notes: Open to graduate students only.
Crosslisted with: ECON 139
MGMT 244: Leadership and Ethics (3 Credits)
The course surveys key topics in leadership and business ethics, including examining and internalizing what it means to lead authentically, and how authentic leadership underpins ethical decision-making. We then turn to ethics in the workplace, considering prevalent theories of, and influences on, ethical business behavior. We explore "ethical awareness," drivers of ethical conflicts, and types of ethical issues faced in business. We examine impacts of individual moral philosophies and values on ethical outlook, as well as the influence of corporate culture and work group dynamics.

Note(s): This course is open to MBA students only. Limit 20 students. Open to graduate students only.

MGMT 247: Project Management (3 Credits)
Projects are increasingly the way that work gets done in organizations. In this highly interactive course, students will work in teams to develop hands-on project management techniques. Through case studies, simulations, and real-world scenarios, students will hone the skills required to keep their projects on time and on budget, while delivering value to the customer. Students will also learn how to manage change and risks in the least disruptive way for multiple stakeholders. The course will provide exposure to specific software applications, thus leaving students with a concrete job skill.

Note(s): Open to graduate students only.

MGMT 249: Business Analytics (3 Credits)
This course in data-driven decision making examines how data and analytics can be used to inform managerial decisions and covers a broad range of descriptive, predictive, and prescriptive analytics. Students learn to use both commercial and open-source computer software to analyze and visualize data. This course introduces Big Data and data mining and shows their relevance to making informed business decisions. Students will complete at least one hands-on client facing assignment, so specific models and statistical packages will be tailored to student interests and client needs.

Note(s): Open to graduate students. Limit 25 students. Open to graduate students only.

MGMT 250: Persuasive Oral Presentations (1 Credits)
This five-week course explores the basics of persuasive oral presentations. Each student will have at least three opportunities to present to the class, receive feedback, and develop a personal plan for improvement. The assignments will include at least one exercise requiring the use of slides and data to persuade. The course will be taught in a workshop style where each student will experience a safe environment in which to try new things, succeed, fail, and receive feedback.

Note(s): Open to graduate students only. Limit 15 students. Open to graduate students only.

MGMT 253: Environmental Economics (3 Credits)
This course will focus on the application of economic analysis to the problems of resource depletion and environmental pollution. Several fundamental questions will be addressed: Does economic growth necessarily imply environmental destruction? What are the optimal levels of pollution control and energy conservation? What policy options exist for achieving these goals? Should the government sell permits to pollute, tax polluters, or impose direct legal restrictions on the quantities of pollutants? We will also examine the effects of market structure and uncertainty on the rate of resource depletion.

Prerequisites: MGMT 209

Note(s): Open to graduate students only. Crosslisted with: ECON 153

MGMT 255: International Trade (3 Credits)
A comprehensive introduction to the theory and institutions of international economic relations. Both classical and modern trade theories will be covered, and discussion will focus on current issues of U.S. trade and the world economy.

Note(s): Open to graduate students only.

MGMT 263: Quantitative Methods (3 Credits)
Introduction to standard statistical methods for analyzing business and policy-relevant data. Covers descriptive statistics, probability, sampling distributions, statistical inference and hypothesis testing, and multivariate regression analysis. Students will learn how to use probabilities to reflect uncertainty, and how to analyze data to support decision making in different contexts. Emphasis on developing proficiency with standard statistical software, and on becoming a critical consumer of statistical information. Examples are drawn from the management and public policy fields.

Note(s): Open to graduate students only.

MGMT 264: Econometrics and Business Forecasting (3 Credits)
A comprehensive introduction to statistical methods for economic and business decisions. Emphasis is on practical applications of statistical software and data interpretation.

Prerequisite(s): ECON 050 and (ECON 081 or MGMT 281)

Note(s): Open to graduate students only.

Crosslisted with: ECON 164

MGMT 267: Financial Statement Analysis (3-3 Credits)
This course integrates concepts and principles learned in financial and intermediate accounting in the analysis of the four basic financial statements: the balance sheet, statement of operations, cash flow and equity statements. Our fundamental examination includes trend and ratio analysis, reformulation of the balance sheet and statement of operations, and an in depth understanding of cash flow. We will use real world financial statements to assess an organization's liquidity, solvency and management's effectiveness in utilizing financial resources.

Prerequisite(s): MGMT 214

Note(s): This course is open to MBA, MBA/MA, and MPP/MBA students only. Open to graduate students only.

MGMT 270: Nonprofit Management (3 Credits)
Designed for individuals who plan to provide leadership within the nonprofit sector, either as funders, managers, or board members. Provides an overview of the nonprofit sector, followed by several sessions focused on the importance of mission and strategy. Discusses marketing/branding, nonprofit sources of income including fundraising and earned income, governance and nonprofit boards, managerial control and financial statements, organizational evolution and strategic change, and the future of the sector.

Note(s): This course if open to MBA students only Open to graduate students only.

MGMT 271: Funding Social Impact (3 Credits)
This elective focuses on how philanthropy and other sources of funding help drive impact, focusing on philanthropy and exploring how new models have emerged to be more strategic. The readings, discussions, and guest speakers will focus on a wide range of philanthropic models including “crowd-funding”, “corporate”, “venture”, and “engaged” philanthropy as well as traditional models. Other trends, tools, and fundamentals of funding impact (e.g. collective impact and impact investing) as well as common pitfalls, will be covered through readings, case studies, and guest speakers.

Note(s): Open to graduate students only. Open to graduate students only.

Crosslisted with: ECON 153
MGMT 272: Socially Responsible Business (3 Credits)
This course examines the goals, opportunities, challenges, and impacts of socially responsible business. It examines diverse strategies and organizational models developed for launching, building, and sustaining socially responsible businesses or business initiatives, ranging from corporate and mid-size companies to hybrid ventures. While the scope of the course encompasses the four pillars of socially responsible business—people, communities, planet, and profits—emphasis is given to efforts to generate positive economic and social impacts on people, communities, and society.
Note(s): Open to graduate students only.

MGMT 274: Innovation in Business, Social, and Government Organizations (3 Credits)
Innovation, achieved through the common language and shared tools of design thinking, uses a human-centered lens to address today’s business, government, and societal challenges. Students will be introduced to ethnographic interviewing, observation analysis and synthesis, persona creation, ideation processes, rapid prototyping, concept testing, iterative design and narrative communication. Students will work collaboratively to understand and then solve problems that drive product, service, business and social innovation.
Note(s): Limit 20 students.

MGMT 275: Social Entrepreneurship (3 Credits)
This course provides a survey of social entrepreneurship and small business ownership— including the social venture creation process, developing the business plan, funding a business launch, and entrepreneurial decision-making. This is a highly participatory, integrative class, with case studies, guest speakers, extensive discussions, and student presentations. A key aspect of this course is the critical role of values and culture in driving successful business formation and operations. Students will gain exposure to the methods and practices that foster social impact.
Note(s): Open to graduate students only Limit 25 students. Open to graduate students only.

MGMT 278: Social Impact Consulting (3 Credits)
This course will actively engage students in critical social challenges seeking innovative solutions. The class will be organized as a professional consulting agency, providing hands-on support to organizations. Student teams will support social ventures with analyses, recommendations and strategies critical to growth, viability, and impact. Students will gain a richer perspective on catalyzing social impact, develop skills in communication across social, cultural and disciplinary boundaries, and apply sound leadership and decision making principles within nontraditional environments.
Note(s): Open only to graduate students. Limit 25 students. Open to graduate students only.

MGMT 279: Applied Economic Analysis (3 Credits)
This integrative course extends the concepts learned in MGMT 209 to more complex situations and applies them to a variety of situations faced by managers and decision-makers. Topics covered include risk, pricing, shared value, strategic behavior, the use and interpretation of economic data, and the macroeconomic and international context in which organizations function. Through applications and cases we will analyze market outcomes and consider private and government responses to market failures.
Prerequisite(s): MGMT 209
Note(s): Open only to MBA, MBA/MA Ed Leadership, and MPP/MBA students Limit 35 students. Open to graduate students only.

MGMT 280: Topics in Business (1-3 Credits)
Discussion of a specific business topic(s).
Note(s): Open to graduate students only.

MGMT 280G: Special Topics (0.25-1 Credits)

MGMT 281: Introduction to Statistics (3 Credits)
Experimental design, descriptive statistics, probability, probability distributions, random variables, sampling, estimation, and hypothesis testing. Understanding statistical inference; examples drawn from social science.
Note(s): Open to graduate students only.
Crosslisted with: ECON 081, PPOL 201

MGMT 282: Modeling and Data Analysis (3 Credits)
This course provides students the tools needed to apply decision analysis to financial and other management problems. These tools allow one to choose the best course of action when presented with data on financial outcomes and probabilities. The tools and techniques learned in this class will help the student analyze real-world problems through the use of a broad range of financial planning tools and other models that foster sound decision-making. This will be a 'hands-on' course with extensive use of Excel.
Prerequisite(s): MGMT 263 or MGMT 281
Note(s): Open to graduate students only.

MGMT 286: The Business of Being an Artist (3 Credits)
This course provides essential business skills for artists, writers, and performers. Topics include copyright, negotiating contracts, marketing, and accounting/finance. The course brings in guest speakers who are practitioners in their fields.
Note(s): Open to graduate students only.

MGMT 288: Management Practicum (1-4 Credits)
Requires departmental approval. A faculty-supervised field practicum, which provides experience directly related to a student's career goals and academic program, may be taken for credit. The student is responsible for identifying the external organization, on-site supervisor, learning goals, project, and deliverables.
Note(s): Open to graduate students only.
Instructor Consent Required: Y

MGMT 290: Strategic Management (3 Credits)
This capstone course should be taken during the last year of the program. The course examines strategic issues central to organizations’ competitive positioning and long-term viability. Students are given the opportunity to perform real-world evaluations and present critical strategic recommendations regarding creation or reinforcement of sustainable positioning, from the perspective of key executive decision-makers or strategic advisors. A continuous theme throughout the course is the critical relationship between proper strategy development/execution and long-term value creation.
Prerequisite(s): MGMT 215 and MGMT 216
Note(s): Open to MBA, MBA/MA, and MPP/MBA graduate students only Limit 25 students. Open to graduate students only.
MGMT 292: Business, Policy, and Society (3 Credits)

With increasing interdependence between private, public, and non-profit sectors, it is important to understand how they act and interact—in regulation, contracting, and partnerships—and how the public interest may be affected by interactions and blurring boundaries. We will examine the predominant characteristics of the different sectors and will analyze productive versus unsuccessful interactions. This course is a capstone for 3rd-year MPP/MBA students and is available as an elective to MBA and MPP students in their last year of study, or with consent of instructor.

Note(s): This course is a capstone for students pursuing the joint MPP/MBA, and is available as an elective to MBA and MPP students in their final year of study, or with consent of instructor. Limit 25 students. Open to graduate students only.