



**Master of Management with concentration in Human Services Nonprofit Management  
(31 semester credit hours)**

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**BUS 5000 | Introduction to Graduate Studies | 1 credit**

This course will prepare the student for successful graduate study. Topics covered will include an orientation to the program, online learning etiquette, library research tools, and computer research tools. There is no prerequisite for the course (3 weeks)

**BUS 5250 | Business Analytics and Research Methods | 3 credits**

Today's business environment requires managers to be able to make decisions based on data and draw inferences through the use of software and other analytical tools. This Business Analytics and Research Methods course will introduce the students to business research methodology and the analytical tools used to collect and assess different types of data. This course will include a review of the basics of statistics. This course will also cover concepts related to hypothesis testing, statistical inferencing, and simulation modeling. Through an integrated approach, students will be able to analyze realistic examples from other business disciplines and demonstrate the understanding of concepts by using software to construct charts, graphs, and tables. (8 weeks)

**MGT 5250 | Ethical Issues in Management | 3 credits**

A manager has to consider ethical behavior when making decisions. This course provides an understanding of business and the legal/regulatory environment in which today's business organizations function. Special consideration is given to ethical and international issues that affect business decision making and the interpretation of United States case law. The students will develop a decision making process for dealing with business and moral issues. (8weeks)

**MGT 5430 | Organizational Behavior and Management | 3 credits**

This course covers the fundamentals of organizational behavior, emphasizing the relationship of personal values to the organization, how to influence members of the organization to complete tasks, and how to manage conflict within the organization. (8 weeks)

**MGT 5420 | Organizational Information | 3 credits**

Managers must understand data reports. This course will evaluate the various financial and operational reports generated by organizations. Particular emphasis will be placed on analyzing and interpreting data for the purpose of making both operational and strategic management decisions. (8 weeks)

**MGT 5310 | Human Resource Management | 3 credits**

This course will provide the student the opportunity to examine the multiple aspects of human resource management including human resources policies, procedures and regulations. The course will also provide students with approaches to attracting, selecting, and retaining qualified job candidates. Also studied will be techniques that allow for the improving of the employee via training and development in order to meet the goals and objectives of the organization. These acquired skills will allow the student, via research, to analyze and resolve human resource issues and challenges facing business today. (8 weeks)



**MGT 5500| Nonprofit Management and Leadership | 3 credits**

This course will examine the principles of management and practice for nonprofit organizations. This course will cover the various structures and types of nonprofit organizations, development of policies and procedures, board development and dynamics, and global and international aspects of nonprofit organizations. Additionally, leadership development and administration will be covered. Special attention will be given to Human Services nonprofit organizations. (8 weeks)

**MGT 5510| Nonprofit Fundraising and Resource Development | 3 credits**

This course will provide the student the opportunity to examine fundraising strategies and concepts, grant writing, donor motivation, and the ethics of fundraising. The components of fundraising in the nonprofit sector will be explored. Students will also learn the process of organizational budgeting and planning and reporting requirements of a nonprofit organization. (8 weeks)

**MGT 5520| Nonprofit Marketing and Community Relations | 3 credits**

This course covers the principles of marketing and public relations. Students will learn marketing strategies best suited for the nonprofit sector, communication and media management, and the relationship between marketing and donor development. Students will also explore mission driven marketing and service marketing. Special attention will be given to Human Services Organizations. (8 weeks)

**MGT 5530| Nonprofit Volunteer Management | 3 credits**

This course covers the fundamentals of volunteer management, emphasizing topics such as volunteer administration, designing a volunteer program, recruiting volunteers, training volunteers, and managing risk. (8 weeks)

**MGT 6830| Strategic Management | 3 credits**

This course is the capstone for the Master of Management degree and will provide students with the opportunity to examine the components required to strategically manage an organization. Topics covered in this course include business and corporate level strategy, managing innovation, and international strategy. Through analysis of literature, students will be able to provide comprehensive evaluations of strategic management case studies. And, through the development of a final thesis paper (regarding a contemporary management issue), students will demonstrate the mastery of concepts learned throughout the Master of Management program. (8 weeks)