Master of Management
31 semester credit hours

BUS 5000 | Introduction to Graduate Studies | 1 credit
This course will prepare the student for success within a Graduate Business Program. Topics covered will include an orientation to the program, tips for using library research tools, guidelines for APA writing, and techniques for time management. (3 weeks)

BUS 5210 | Business Research Methods | 3 credits
Business Research Methods will introduce the students to business research methodology. The student will learn how to create a research approach to a management issue and know the tools necessary to perform the research. The ethics of research from the point of view of the experimenter, subject, and sponsor will also be discussed. Finally, the student will create a research project, perform the data collection, analyze the data and report the results. (8 weeks)

MGT 5050 | Art of Negotiation | 3 credits
This course will focus on effective oral and written communication skills required for successful negotiation. Topics covered will include the nature of negotiation, communication, and the “power of talk”. Through exercises and case studies, student will have the opportunity to analyze and evaluate rules for negotiation. (8 weeks)

MGT 5200 | Effective Management | 3 credits
This course will serve as the foundation course for the management major. The course will evaluate classical as well as contemporary management theories. Topics covered will include the function of management, the different types of managers, and the manager’s role within the organization. Through self-assessments and weekly exercises, students will analyze the components required for effective management practices. (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. (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 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 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)

BUS 6750 | International Management | 3 credits
The global connectivity of the contemporary marketplace demands that managers develop a broad view when developing and implementing cross-cultural business ventures. The course analyzes the similarities and differences in the management functions, processes, and structures in the international environment. Emphasis is given to the knowledge and attitudes required for the development of effective, intercultural management skills (8 weeks)

MGT 6720 | Developing Effective Decision Models | 3 credits
Success demands good judgment. This is an interdisciplinary course designed to help students integrate practical experience and theoretical insights to develop creative, imaginative, flexible, and practical actions. Emphasis will be placed on evaluating and selecting appropriate tools, procedures and behaviors for solving organizational problems and making sound managerial decisions. (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 in a competitive environment. Topics covered in the course will 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)