MANAGEMENT MASTERS

(MMGB)

MMGB 6009. Financial Fundamentals. (3 Credits)
Introduces students to the current challenges managers are facing. It provides frameworks of competing theories on human nature and explores their consequences for managing organizations.

Mutually Exclusive: MKGB 6701.

MMGB 6620. Global Initiatives in Management. (2 to 3 Credits)
In this course, students will build on the insights gained in Introduction to Modern Management. Students will explore various global initiatives that are ongoing in terms of addressing global challenges, including climate change, social inequity, and poverty. Students will complete a research project and prepare a case study.

MMGB 6627. Modern Operations & Supply Chain Management. (3 Credits)
Operations/supply chain management is responsible for the design, daily operation, and improvement of operations/supply chain processes to provide a product, a service, or a product-service bundle. This course provides an introduction to this field to understand the major decisions made by operations/supply chain managers along these processes. Topics include operations strategy, process management, service operations, inventory management, quality management, lean supply chain, global sourcing, etc. The course will provide students many hands-on activities to understand the challenges on the supply chain and the impact of operations decisions on financial performance of an organization.

Mutually Exclusive: MGGB 6627.

MMGB 6630. Sustainable Bus Master Class. (3 Credits)
This three-credit intensive will help prepare students to be leaders in the rapidly emerging world of sustainable business. The world today is in crisis: 65 million refugees on the move, fleeing climate change and failed states; the climate crisis has thrown millions into collapse, and will get far worse; we are living in the sixth great extinction, with millions of species going extinct; inequality is so bad that 8 men have as much wealth as the bottom 3.5 billion people on earth... These and related crises are threatening economies across the planet, and business everywhere.

MMGB 6631. Social Innov Master Class. (3 Credits)
This class is a special offering for students deeply interested in understanding and experiencing the promise of social innovation. In partnership with leading global organizations like the Schwab Foundation, Ashoka, and the World Economic Forum students will learn from global leaders in the field how social innovation can shape business strategy for the 21st century.

MMGB 6632. Applied Innov Consulting. (3 Credits)
This course is a real-life consulting engagement for students with a leading Fair trade company (Fairtrasa). Its CEO, Patrick Struebi will present real-life challenges his company is facing and selected student teams will work on developing innovative solutions guided by peers and faculty. This course is a capstone for the management consulting concentration, the social innovation concentration, as well as the sustainable business minor.

MMGB 6633. Leadership in 21st Century. (3 Credits)
The challenges of leading organizations, especially businesses, in the current era are vast. Globalization requires competitive strategies and cultural sensitivity, the worsening environmental crisis calls for sustainable practices, and increasing social problems and inequalities increase pressure for social responsibility beyond traditional profit making. Many current management paradigms have to be rethought and remodeled to deal with these challenges effectively. In this course we look at challenges to organizations on the systemic level (environmental and social pressures), the organizational level (employee commitment and stakeholder trust), and the individual level (happiness) and examine ways of dealing with them proactively.
MMGB 6650. Advanced Business Communication. (3 Credits)
Communicating effectively is essential to successful management, yet many managers lack an understanding of their own communication skills. This course instructs students on what effective management communication means for teams and leadership styles, including communicating change, managing stakeholders, empowering others, and presenting compelling ideas. Students learn how to provide constructive feedback and how to examine their own communication style, applying theories and concepts via practical means in course activities and assignments.
Mutually Exclusive: CMGB 7550.

MMGB 6710. Purpose-Driven Marketing. (3 Credits)
This learning-by-doing course introduces students to purpose-driven marketing: the innovative use of marketing frameworks to enhance individual and societal well-being. Participants will learn how to develop stakeholder-oriented marketing strategies (using segmentation, targeting, differentiation, positioning), adapt the 4Ps of the marketing mix (product, price, placement, promotion), and balance the triple bottom line (people, planet, profit). Class discussions and course projects will address the full spectrum of marketing activities from conducting market research to creating, delivering, and communicating new services.
Mutually Exclusive: MKGB 6710.

MMGB 6820. Managerial Statistics. (3 Credits)
This course introduces students to the basic statistical concepts essential for business research and decision-making, including descriptive statistics, probability distributions, statistical inference, and simple and multiple regression.
Mutually Exclusive: DGGB 6820.

MMGB 7637. Crisis Communication and Leadership Strategies. (3 Credits)
Every organization faces crises. Yet, how crisis is handled is critical to helping its brand move forward. Students learn theoretical conceptualizations, public relations and crisis management skills to handle real world crises. Students assess how public-relations fits into the strategic management and decision-making of an organization during a crisis situation. Possible remedies for crisis are examined by applying best strategies for specific situations, using both traditional and new media, while also focusing on strategies and approaches for crisis prevention.
Attributes: ABIB, MEMG.

MMGB 7660. Business Strategy for the Modern World. (3 Credits)
This course focuses on defining an organization's mission, establishing its objectives, developing strategies for achieving those objectives, and assuring implementation and continual updating of long-term plans.
Mutually Exclusive: MGGB 7660.

MMGB 76AK. Persuasive Corporate Communications. (3 Credits)
Business professionals have long known that the ability to influence is a critical business skill. Developing long-term relationships with clients and developing an effective corporate culture is highly valued. Students will critically examine contemporary scholarship from the academic and applied field detailing effective and ineffective practices for persuading stakeholders at various levels. Students will examine how different communication channels can impact the degree to which an audience is persuaded. The course will focus on internal and external organizational communication.

MMGB 8999. Independent Study. (1 to 3 Credits)