STRATEGY
(UNDERGRADUATE) (SABU)

SABU 2142. Statistical Decision-Making. (3 Credits)
SABU 3437. ST: History of Business. (3 Credits)
This course will focus on the interrelationships between the business community and the development of the United States of America. The course is divided into three sections that will cover such topics as the colonization of America by the Europeans, industrialization in the United States and the civil war and creating an environment of business regulation.

SABU 3441. Intro Health Care Systems. (3 Credits)
This course will describe the different elements of the healthcare system and highlight the role of the payers, providers, patients, healthcare service workers and the industry (pharmaceutical, devices, supplies and diagnostics) within the context of a larger social system governed by local regulations and different demographic realities. While the emphasis will be on the United States key differences with other systems such as in Europe, Canada, Brazil and China will also be presented. The role of key associations in the US such as the AMA, IOM, PhRMA, patient advocacy groups and unions will be described. Emerging trends in the system in the United States will be presented as will the impact of other countries on the US.

Prerequisites: MGBU 3223 or SABU 3223.

SABU 3447. ST: Current Topics Healthcare. (3 Credits)
Healthcare management operates in a very dynamic environment. As healthcare policies change with new administrations so do the priorities of providers and payers. The patients feel the impact of these changes the most while the industry has to continuously re-assess the validity of its business models. Further, new technologies, scientific breakthroughs and system innovations keep healthcare administrators on their toes. This course provides an opportunity to discuss the most prevalent issues in healthcare as they are happening. Guest lecturers and professors provide their views on different challenges that the healthcare industry faces including policy, operations, risk taking and decision-making uncertainties and the developing solutions. Students will participate in these discussions and do a final paper on one of the topics of their choosing. Each formal lecture will be followed by one or two in-depth discussion sessions.

Prerequisites: MGBU 3441 or SABU 3441.

SABU 3448. Health Business Practicum. (3 Credits)
This course offers students concentrating in Healthcare Management to do an internship at an approved healthcare institution or conduct research on a specific topic at Gabelli’s Global Healthcare Innovation Management Center.

Prerequisites: MGBU 3441 or SABU 3441.

SABU 3452. ST: Industry Analysis and Strategic Planning. (3 Credits)
Discusses techniques for analyzing the long-term attractiveness of different industries and develops a framework to understand the nature of competition and the relative competitive position of firms within industries. Emphasizes global factors that affect industry attractiveness and competitive positioning. In particular, highlights the impact of differences in and the competitive advantages of nations and trade, as well as the development of global standards for the long-term profit potential of industries. While this course emphasizes the industry level, it also includes competitive factors of firms within industries to introduce a framework for strategic planning at the firm level.

SABU 3552. ST: The Rose Program. (3 Credits)
This course is intended for students who want to learn more about regulation in the financial services industry and want to get actively involved in shaping the regulatory space. Top performing project teams will present their proposals to a panel of Wall Street executives and will be invited to Washington, DC (all expenses paid) to present to regulators.

SABU 3562. ST: Singapore Global Immersion: Entrepreneurship, Innovation and Economic Development. (3 Credits)
Innovation is generally believed to be a major driver of economic growth and development as it may increase the output of an economy for a given level of input. Entrepreneurs play an important role in translating technological inventions into commercially viable innovations, thereby contributing to economic growth and development. While this account of economic development seems simple enough to understand by policy makers, countries significantly vary in terms of prosperity and economic development.

SABU 4430. ST: Machine Learning Strategy. (3 Credits)
This course focuses on how Machine Learning (ML) can be used to address critical issues in corporate strategy, where strategy is defined as how, in the face of a changing competitive environment, firms mobilize their resources to create more value for their customers than their competitors do. The skills developed in this course will be immensely helpful in both the consulting and investment banking professions. Students will learn how to apply techniques such as clustering and random forest modeling to address the following issues: 1) When and how should firms redefine the value that they offer through their industry value chain? 2) Faced with technological challenges, how can they select the right alliance or acquisition partners to maximize their value creation and value capture potential? 3) How can firms predict the impact of their technology investments? Several lectures will be dedicated to clarifying the relevant concepts in strategic management. Students are required to know ML algorithms and be able to use ML libraries such as TensorFlow.

SABU 4431. ST: Blockchain: Industry Disruptor. (3 Credits)
Blockchain (the technology underlying Bitcoin and Ethereum) is a transformative technology that will up-end existing industries and spawn completely new ones. In this course, students will study the fundamentals of blockchain and examine its potential impact on industries as diverse as banking, energy, music and non-profits.

SABU 4432. ST: Managing Innovation and Technology. (3 Credits)
This course will introduce students to theoretical and practical aspects of the crossroads between technology and innovation. The course will take students on a journey through the different stages of the entrepreneurial process of technology innovation, including converting the innovation into a business model innovation, financing, and marketing. Students will practice and develop skills that include writing a full business plan (including financials and a marketing plan), negotiations with investors, and making a presentation in a startup pitch competition.

SABU 4441. Strategy. (3 Credits)
This integrated course brings together the student’s previous study of the functional areas of business. The course focuses on the activities of the chief executive's top management group in defining the objectives and goals of the organization and in developing programs for the achievement of those goals. Major attention is devoted to the sophisticated, contemplative action of top-level decision makers.
SABU 4444. ST: Adv Concepts In Strategy. (3 Credits)
The objective of the course will be to build upon the basic strategy skills developed during MGBU 4441. Companies are facing serious strategic challenges as the pace of technological change has increased, competitors have become more aggressive and customers have become more demanding. The course will examine advanced strategy concepts through case studies of companies at strategic crossroads, white papers and articles describing new strategy concepts and actual events occurring in the marketplace. Students will be asked to contribute to weekly lectures, take a traditional mid-term exam and participate in small teams to produce a final project. The final project will address a company at a strategic crossroads and propose a recommended course of action for that company to meet its current challenge or exploit a potential opportunity.

SABU 4999. Independent Study. (1 to 3 Credits)