



Master of Business Administration in Management

If critical thinking and managing change in a corporate environment are among your interests, this degree program provides a rich basis for growth and high-level advancement. You'll examine ethical theories and corporate responsibility, group and interpersonal processes, and the intricacies of starting your own venture or division of a company. You'll also learn how the most effective managers handle conflict and relationships in order to succeed.

Undergraduate Prerequisites – 9 credits (Credits not applied toward degree requirements)

ACC 305 Financial & Managerial Accounting

FIN 317 Financial Management*

*Prerequisite: ACC 305

MGT 340 Organization Theory and Behavior

Common Core Requirements – 9 credits

MBA Core Requirements – 15 credits

Major Requirements - 15 credits

Credits Required for Degree: 39

Major Course Descriptions

MGT 634 Entrepreneurship & Intrapreneurship

This course is an in-depth study of the issues and rewards of entrepreneurship and intrapreneurship. The entrepreneurship portion of the course explores the legal, financial, marketing, human resource, organizational and production aspects of starting, implementing, and successfully managing your own business venture. Intrapreneurs search for entrepreneurial opportunities within the existing organizations. Intrapreneurship allows organizations to creatively leverage existing capabilities in an effort to move into new markets or to create new products or services. Other topics include the balance between structure and strategy as it relates to patents, trademarks, copyrights, licensing, tax implications, and venture resources. A major outcome for this course is development of a comprehensive business plan.

LDR 625 Leading Organizational Change

The one element that is constant in today's environment is change. For effective leaders, leading successful change is vital. But leading successful change is not just about getting to the final destination; it requires an understanding of the dynamics of change. This course challenges assumptions by exploring personal feelings about change, understanding resistance to change and examining change methods for fostering high performance organizations.

MGT 665 Corporate Power, Politics, and Negotiation*

This course focuses on various forms of power, interpersonal skills, personal and management style strengths and weaknesses, and conflict resolution techniques and determines the necessary negotiation and political strategies used by successful employees/managers. Evaluating perception versus reality and how it affects the decision-making process is addressed. Different business environments are simulated and discussed using past and present business situations, personal experiences, and case studies. This course illustrates how successful employees and managers ultimately "manage" not only their subordinates, but also superiors and peers as well, in order to succeed.

*Prerequisite: MGT 625

MGT 675 Management of Innovation and Creativity*

This course examines techniques for encouraging and managing creativity and innovation within an organization. Organizational creativity and innovation are among the many key factors that increases an organization's odds of being the market leader; thereby, ensuring its long-term sustainability. Special emphasis is placed on generating, managing and adopting new product/services, business intelligence, creativity, new technologies and new structures within the organizational objectives and strategies. Innovative and creative management techniques are discussed through cases, research, class discussion, student feedback, group collaboration and actual company examples.

*Prerequisite: MGT 625

MGT 671 Executive Strategy

This course is designed to prepare managers for executive responsibility by reinforcing skills learned throughout the program and applying them to real-



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time business environment. A key focus will be the analysis of quantitative data as it applies to a variety of scenarios. Areas of study will also include, but are not limited to, legal environment, competitive dynamics, and corporate strategy. Students will also blend theory and practice, by conducting business and competitive analyses. As this course builds on content gained in previous courses within the major, students are urged to take this course at the end of the program.