

Master of Science in Business Administration: Leadership Studies (30 - 31 s.h.)

ACC 5150 Financial Accounting 3 s.h.

Fundamental principles of external reporting emphasizing the accounting concepts, procedures, and standards that guide the preparation, interpretation and reporting of financial accounting information.

ACC 5250 Managerial Accounting for Decision Making 3 s.h.

Prerequisite: CIS 5580 & ACC 5150 or two semesters of undergraduate accounting. The development and use of accounting information used to make improved managerial decisions in the areas of planning, controlling, and performance evaluation. Emphasis is placed on analyzing cost management systems and improving organizational performance in order to enhance the administrative and leadership functions.

BR 5170 Quantitative Methods for Leadership Roles 3 s.h.

Prerequisites: Waived by examination only. Introduction to the pragmatic uses of statistical methods in business. Emphasis on statistical analysis, statistical software, interpretation of data from printouts, and quantitative/qualitative approaches to business research.

BR 6430 Managerial Research Design 3 s.h.

(MSBA – must be taken the semester before MGT 6840) Prerequisite: Completion of BR 5170, waived by examination only. Study of quantitative and qualitative research processes as used in academia and business environments. Course content includes: research topic development, hypotheses, instrumentation development, sampling, literature review techniques, statistical analysis, computerization of data input and analysis, focus group methodology, graphics construction and report writing. Integral to the course is a research topic of the student's choosing; in many cases this topic will be expanded in the following term to become the capstone MSA project or thesis.

Important note to students: A statistics competency examination will be given at the first class meeting (or previously in course MGT 5220); a passing score will be required of all students in order to remain enrolled in the BR 6430 class.

BR 6840 Project Research Study 2 s.h.

Prerequisite: BR 6430. Continuation and completion of research started as part of BR 6430. Completed research is presented at the conclusion of the course.

ECN 6300 Management Perspectives on Economics 2 s.h.

Examination and application of theoretical and analytical tools economic use. Determination of the significance of macro and micro economic principles on the management of organizations. Emphasizes the applications of economic analysis through examination of empirical studies and cases involving actual managerial situations at many levels of commerce, for profit, non-profit and government. Areas of analysis include unemployment, inflation, monetary and fiscal policy, the pricing system, capital structure strategies and government regulations.

MGT 5220 Issues in Leadership 1 s.h.

This course must be taken as the first course in the MSBA & MS programs. An assessment of the student's leadership and managerial competencies, resulting in an individual plan of development; overview of information sources, including the library and basic graduate research tools; assessment of computer literacy skills.

Master of Science in Business Administration: Leadership Studies (30 - 31 s.h.)

MGT 5300 Leadership Behavior in Organizations 3 s.h.

Focus on the types of individual and group behaviors, along with related behavioral problems, experienced by managers. Students develop competencies based on understanding the processes responsible for specific behaviors, especially when compounded by effects of environmental forces and diverse individual differences and perform in-depth analysis of the social and ethical issues which influence managerial constraints.

MGT 5400 Organization Effectiveness and Change Management 3 s.h.

Theories, design, structure, systems, process, continuity, and effectiveness of organizations as part of the larger society are studied from a macro perspective. In addition, theories, methods, and practices of organization change and development are introduced as means of addressing organizational ineffectiveness and maximizing organizational health.

MGT 5470 Ideas in Leadership: Development and Literature 2 s.h.

An overview of the evolution of management thought from its earliest beginnings to the present, with emphasis on pivotal writings in the field. Critical examination of the quantitative approach to management; people-orientation on organizational life; response of management thinkers to scientific and technological change and a growing emphasis on humanism.

MGT 5550 Ethical Considerations in Leadership 2 s.h.

Students explore ethical dimensions of the character, roles and functions of the leader; sources of individual and group ethics and their application to behavior of and within organizations, including in students own work situations; values and moral dilemmas in individual and administrative decision-making, corporate ethics, and codes of ethics. Students consider comparative ethical systems as they bear on international business and professional communication and interaction. Each student keeps a log describing his or her analysis of each class meeting, and each student does a written ethical analysis of a work-based ethical dilemma he or she faces or has faced.

MGT 5560 Cases in Business Ethics s.h.

Prerequisites: MGT 5550 or consent of the instructor. Continues MGT 5550 and presumes the background provided in that course. Deals exclusively with current and historic business ethics cases as reported in the professional literature and in the press.

MGT 5570 Strategic Management: A Leader's Perspective 3 s.h.

The fundamental of the strategic process: tools and techniques to efficiently and effectively implement the process; an emphasis is on the visioning and forecasting steps of the process.

MGT 5920 Seminar in Leadership: Analysis and Growth 2 s.h.

Clarifying and strengthening the student's leadership role in the social responsibility arena in terms of how environmental, political, and social issues affect and are dealt with by the organizational leader. Analysis of the student's original Plan of Development and to assess the Master of Science in Business Administration goal attainment. Development of team skills through class assignments and projects.

MGT 6370 Multicultural Business Communications and Negotiations 2 s.h.

Approaches effective multicultural communications as an essential professional skill and as an important function of international management. Discusses the cultural aspects of verbal and nonverbal behaviors of persons from different cultures, the negotiation process with those from differing cultures, and presents techniques and experiences for increasing one's effectiveness.

Master of Science in Business Administration: Leadership Studies (30 - 31 s.h.)

MGT 6400 Power, Politics, and Networking 2 s.h.

Examinations of the theoretical base for investigating the power structure and its pragmatic use within the organization.

MIS 5580 Information Systems for Managers 2-3 s.h.

Prerequisite: computer literacy or register as 3 s.h. course. A generic approach to information systems providing a comprehensive conceptual foundation through the study of the psychological and sociological aspects of information systems, decision-making and the value of information, and the Systems Life Cycle, and office automation technology.

MKT 5160 Essentials of Marketing 3 s.h.

Study of marketing concepts, terminology, and applications, with special emphasis on the marketing mix relationships: e.g., product, price, promotion, and distribution; global marketing, target marketing, and integrated marketing. Study of the role and operation of marketing functions and their influence on the organization both internally and externally.

MKT 6210 Leadership in Marketing Management 3 s.h.

Exploring and applying marketing tools available to managers and leaders in an organization for the purpose of maximizing the organization potential in consumer and business environments.