

# Courses Description

**MGT 525:** The primary goal of this course is to provide practical knowledge of organizational behavior & leadership to students. It also aims at examination of psychological and sociological variables important in understanding individual motivation, group functioning, change, creativity, and leadership in organizations. Further, it incorporates a strong practical and experiential component based on the recognition that leadership qualities and skills are linked to self-awareness, the ability to manage oneself in different situations, and a high level of interpersonal skills that may eventually develop into organizational leadership.

**HRM 510:** This course provides an overview of the human resource systems and processes needed to achieve organizational effectiveness and strategic success. All key functional areas including human resource planning, staffing, performance management, employee development, and compensation are addressed. Further, an in-depth analysis of selected topics in human resource management including study of current research and literature is undertaken.

**BUS 540:** This course provides an opportunity for students to establish or advance their understanding of research through critical exploration of research language and approaches. The course introduces the language of research and challenges and the elements of the research process within quantitative, qualitative, and mixed methods approaches. Students will use these theoretical underpinnings to begin to critically review literature relevant to their field of interest and determine how research findings are useful in forming their understanding of their work, social, local and global environment.

**MKT 515:** This course focuses on identifying and solving marketing problems through advanced case analysis and discussion, application of marketing principles and techniques including the use of information systems, databases, behavioral theories, financial analysis, and management techniques. Further, application of marketing techniques to problems and cases. Emphasis is given to problem identification, evaluation of alternatives, and developing recommendations.

**BUS 536:** This course develops a student's ability to undertake complex feasibility studies. The students will learn to establish whether a project or initiative is worth the investment in time and money needed to get it off the ground. It includes the cost of developing the initiative, but it also looks at the availability of funding, both to initiate the project and to keep it going. Further, the feasibility study also looks at the evidence of need, potential take up and constraints such as the capacity of buildings, staff and the community. The course also utilizes practical situations, using the analytical and assessment tools such as spreadsheets and Web Analysis, Critical Path, evaluation and review of programs.

**ECO 504:** This course introduces students to the theory of International Economics and its application to the real world. It provides an analysis of the economic relationships between countries, covering both trade and monetary issues. The course focuses on international trade of goods and services. The issues discussed include theoretical basis of international trade, gains of international trade and their distribution, consequences of government intervention into

economic relations, workforce and capital flows, integration processes and analysis of positions of different countries on the international economic arena.