

MBA Course Description

MGT 502: The primary goal of this course is to provide practical knowledge of leadership to students. It also 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. This course focuses on various leadership theories and models, such as SLII Model, Leadership Grid, Expectancy Theory Model, and Behavioral Model to enhance understanding of the leadership management in organizations.

MIS 504: This course introduces students to the concept of information systems and the impact it has on business organizations and helps them understand the link between information systems and business performance. The course is to enable students to assess the opportunities and problems that managers in a wide range of organizations face as they attempt to use IT applications as tools to create value for their businesses. It also intends to help students understand transformational changes within and across industries.

MGT 512: This course focuses on how managers can make use of analysis to make insightful strategic decisions about overall firm direction in the ever changing and fast-moving business environment. It provides rigorous conceptual frameworks and techniques to identify firm strategies as new technologies, organizational forms, business models and ecosystems transform industries. At the end of this course, students will be able to compare organizations' internal characteristics and external competitive environments to create coherent and competitive strategic plans. As well, they will be able to analyze and apply business factors to compile a strategic management plan for competitive advantage. *Prerequisite: 30 Credits*

MGT 508: This course deals with understanding and predicting human behavior in organizations. The course is to provide students with the tools needed for successfully managing employees to enhance individual as well as organizational performance. Specific areas of focus will be understanding employee motivation, individual differences, stress, diversity, group dynamics, and organizational culture and structure. Conceptual frameworks, case discussions, and skill-oriented activities are applied to course topics which include motivation, learning and development, group dynamics, leadership, communication, power and influence, change, diversity, organizational design, and culture.

MKT 506: This course introduces students to the discipline of marketing and the need to create customer value and relationships in the marketplace. It presents an overview of the marketing principles, concepts, management strategies and tactics, along with the analytical tools used by organizations in the creation of a marketing plan to promote ideas, products, and/or services to select target groups. It also examines entrepreneurial e-marketing practices in today's business environment towards creating a better marketing model aimed at improving customer experience.

MGT 531: Business ethics is an important part of any industry. Students or managers, unfamiliar with many ethical challenges, behaviors, or regulations will find themselves struggling in business industries that include finance, accounting or human resource management, marketing and retail. This course introduces Business ethics as the modern managerial approach to ethical questions in business environment. It not only provides understanding of main theoretical concepts, but also developing skills of identification, analysis and permission of ethical dilemmas on a workplace and managing ethics in organizations.

Prerequisite: MGT 508

ECO 506: The purpose of this course is to provide students with a conceptual framework for understanding the economic forces at work in firms and markets and supplies models and tools for improving managerial decision making. At the end of this course, students will be able to explain the relationship between the economic environment and business operations, apply microeconomic principles, including supply and demand, elasticity and their implication for product pricing strategies, analyze a range of macroeconomic variables including inflation, unemployment and economic growth as well as fiscal and monetary policy tools.

FIN 503: This course is to prepare students to operate in financial contexts by emphasizing the financial aspects of managerial decisions. It provides students with the basic elements of financial theory to be used in the application of analytical reasoning to business finance problems and managerial decisions. The course covers basic models of corporate capital valuation, including pricing models for primary financial assets, real assets valuation and investment projects analysis, capital structure and financial leverage, dividend policy and short-term and long-term financial planning that help organizations make significant growth.

Prerequisite: ACC 503

MGT 521: This course highlights issues involved in the management of human resources, both from existing theory as well as practice. The course will examine humans at work and discuss various aspects which are basic to human motivation at work and in satisfying career aspirations within organizations. The main HRM issues and practices such as job analysis and design, recruitment and selection, performance appraisal, motivation, compensation management, and training & development will be covered in this course. ***Prerequisite: MGT 502***

STT 503: This course provides an introduction to the use of quantitative methods in research. Emphasis will be on achieving an understanding of quantitative methods and associated statistical techniques considered so that the students can think critically about suitable procedures for research design, collection and analysis of data, and the usefulness of statistics. Students will gain experience with using the SPSS package on computers. Moreover, this course will introduce some decision theory models that in some extents will quantify psychological effect on the rationale of a decision. ***Prerequisite: PGRD 496***

ACC 503: The course provides MBA students as prospective users of corporate financial information: managers, stockholders, financial analysts, and creditors with the concepts and fundamentals of financial accounting. The course will give students the opportunity to develop the technical skills needed to read, analyze and interpret financial data, appreciate the financial consequences of their decisions and make informed business decisions. The course will cover financial statements, tools and techniques that companies use to manage their inventory, receivables, and long-terms assets as well as the management of their liabilities, equity and cash flows. ***Prerequisite: PGRD 495***