



Master of Management

37-46 credits • 4 terms

The **MASTER OF MANAGEMENT (MM)** uses an adult learning method to develop aspiring and practicing managers who are values driven and adept at working with people and organizations in a diverse global world. Students are prepared to improve the effectiveness of their organizations and their own opportunities for advancement. They

gain comprehensive management and leadership skills including best practices, current academic and research perspectives, and proven strategies. They develop analytical, research and decision-making skills; and technology skills.

Program Prerequisites . . . required if assessments indicate need
MMG501E, MMG505, MMG507additional 3-9 credits

Management Seminar & Project **12 credits**

MMG690 Introductory Seminar1

Management Seminar I-IV —Take in sequence with same seminar leader.

MMG691 Self-Diagnosis & Goal Setting2

MMG692 The Manager as Team Developer & Leader2

MMG693 Continuous Improvement, Lifelong Learning
& Enhanced Employability2

MMG694 Current Issues in Management2

MMG800 Independent Learning Project3

Core Courses **9 credits**

MMG511 Foundations of Management.3

MMG512 Organizational Environment.3

MMG517 Research Methods for Managers3

Concentration Options **16 credits**

Choose a concentration (below) or 16 credits of graduate management course work to meet career and academic goals.

Business

Leadership in Human & Organizational Dynamics

Non-Profit & Public Organization Management

Business Negotiation & Conflict Resolution

Small Business Development

Technology Management

Please note: health care management courses may not be taken as electives outside the concentration.

Continued → See concentration details on next page.

Admission requirements:

- Bachelor's degree.
- 3-5 years of work experience *recommended*.
- Other general requirements (see Admission).

SKILLS ASSESSMENTS are conducted to ensure that entering students demonstrate graduate level English language communication and writing skills, computer, and numeracy skills. **If assessments indicate need, program prerequisite coursework will be required.**

Cambridge College

School of Management at 17 O'Brien Highway
Main offices at 1000 Massachusetts Avenue, Cambridge, MA 02138
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Continued

Master of Management

MM Concentration and Certificate Options

Any subject area below may be taken as a concentration within the Master of Management degree or alone as a certificate.

BUSINESS

- MMG520 Financial Accounting3
- MMG525 Decision Techniques for Managers3
- MMG733 Marketing Management3
- MMG740 Human Resource Management3

Choose one elective course:

- MMG521 Managerial Accounting3
- MMG560 Managing a Diverse Workforce3
- MMG710 Project Management3
- MMG713 Total Quality & Operations Management3
- MMG715 Management Information Technology3
- MMG725 Financial Management3
- MMG732 Global Business3
- MMG734 Business Planning3
- MMG735 Entrepreneurship & Small Business Management3
- MMG746 The Manager as Negotiator3
- MMG757 Consulting Skills for Managers3

Choose one directed study:

- DMG602 Intro to Project Management1
- DMG603 Drafting Business Contracts1
- DMG621 Statistical Analysis Using Spreadsheets1
- DMG607 Special Topics in Management1
- DMG608 Emergency Management1

BUSINESS NEGOTIATION & CONFLICT RESOLUTION

- MMG746 The Manager as Negotiator3
- MMG747 Conflict Management: Strategies, Tactics & Behavior3
- MMG748 Multi-Party/Multi-Issue Negotiations3
- DMG603 Drafting Business Contracts1

Choose two elective courses:

- MMG749 Global Negotiation3
- MMG758 Mediation in the Workplace3
- MMG560 Managing a Diverse Workforce3
- MMG761 Conflict Resolution in Multicultural Organizations3

SMALL BUSINESS DEVELOPMENT

- MMG735 Entrepreneurship & Small Business Management3
- MMG710 Project Management Concepts & Practice3
- MMG725 Financial Management3
- MMG733 Marketing Management3
- MMG740 Human Resources Management3

Choose one directed study:

- DMG615 Developing a Business Plan1
- DMG623 Business Solutions Using the Internet1

LEADERSHIP IN HUMAN & ORGANIZATIONAL DYNAMICS

- MMG560 Managing a Diverse Workforce3
- MMG740 Human Resources Management3
- MMG743 Models of Leadership3
- MMG755 Organization Development & Change Management3

Choose one elective course:

- MMG744 Management Training & Development3
- MMG746 The Manager as Negotiator3
- MMG757 Consulting Skills for Managers3

Choose one directed study:

- DMG602 Intro to Project Management1
- DMG614 Performance Management1
- DMG753 Introduction to Organizational Coaching1

NON-PROFIT & PUBLIC MANAGEMENT

- MMG727 Budgeting & Finance for Non-Profit & Public Organizations3
- MMG740 Human Resources Management3
- MMG750 Business, Government & Ethics3
- DMG605 Grant Writing1

Choose two electives in Business, Leadership, or Negotiation.6

HEALTH CARE MANAGEMENT, INFORMATICS — See separate program chart

TECHNOLOGY MANAGEMENT

- MMG715 Management Information Technology3
- MMG710 Project Management Concepts & Practice3
- DMG623 Business Solutions Using the Internet1

Choose three elective courses:

- MMG519 IT Security Management, Planning, Procedure & Policy3
- MMG522 Fundamentals of Computer Information Systems (req for MMG717)3
- MMG717 Systems Analysis & Design for the IT Manager3
- MMG718 E-Business Development for IT Managers3
- MMG716 Emerging Technologies3
- MMG600F Practicum in Technology Management3

MMG600 Practicum3
Available in each area of concentration; may be taken with special permission

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