Master of Management
37-46 credits ● 4 terms

The **MASTER OF MANAGEMENT** program prepares students for improved management performance, increased advancement opportunities and more effective leadership in private, public and not-for-profit organizations. The curriculum provides comprehensive management and leadership skills and introduces students to the best of contemporary industry practices. The program consists of a core of foundational and managerial skills courses and several concentration options and electives. At the core of the program is the Management Seminar sequence which students take as a cohort, providing a valuable experience in organizational learning. Students gain a powerful integration of theory and practice through an examination of their unique experiences of management in the workplace, home and community, using academic perspectives and theories.

Outcomes — Students improve their ability to manage themselves and their own professional development, and to manage and lead others. They develop strong communication, analytical, research and decision-making skills and the ability to use and understand the role of technology in organizations. They learn to manage human, financial and informational resources, foster change and innovation, and value and promote diversity in organizations. Students also deepen their understanding of the global, social and environmental context of management and the importance of ethical and socially responsible decision-making.

Careers — Graduates are prepared for advancement into supervisory and management positions in business, non-profit and government organizations in a variety of fields including human resources, retailing, marketing, financial services, information technology, health care, non-profit management, organizational development, consulting, and training and development.

Program Prerequisites. required if assessments indicate need
MMG501E, MMG505, MMG507 . . . . .additional 3-9 credits

Management Seminar & Project . . . . **12 credits**
MMG690   Introductory Seminar 1

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

MMG691   Self-Diagnosis & Goal Setting .2
MMG692   The Manager as Team Developer & Leader 2
MMG693   Continuous Improvement, Lifelong Learning
             & Enhanced Employability. 2
MMG694   Current Issues in Management 2
MMG800   Independent Learning Project 3

Core Courses . . . . **9 credits**
MMG511   Foundations of Management. .3
MMG512   Organizational Environment. 3
MMG517   Research Methods for Managers 3

*Please note: health care management and informatics courses may not be taken as electives outside those concentrations.

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

Business provides an overview of basic business functions such as accounting, marketing and finance and prepares students to become well-rounded managers ready for promotion. Students develop analytical and decision-making skills and learn to think strategically in terms of markets, technology and resources.

Business Negotiation and Conflict Resolution helps students improve negotiation skills, collaborate effectively, reach durable solutions to conflicts in the work setting, and enhance personal and professional goals through negotiation.

Non-Profit and Public Management provides an understanding of management's role in a non-profit setting and of the non-profit/public sector's role in society. Students learn to work more effectively with people from diverse cultures and build consensus, create and administer budgets, and work with government agencies and donors.

Organizational Leadership helps students understand organization design and dynamics, develop strategies for enhancing individual and organizational performance, and facilitate and manage change in organizations.

Small Business Development helps students understand the risks and issues in starting and running a small business, how to prepare a business plan, budget and manage finances, market a product or service, and manage and grow the business.

Information Technology Management helps students understand core information systems principles and the role of the information systems professional. It helps students become IT and business managers by providing them the tools needed to manage information technology departments and learn how to align technology and business needs.

Continued   See concentration courses on next page.

Admissions requirements:
● Bachelor's degree and other general requirements (see Admissions).
● 3-5 years of work experience recommended.
● Basic familiarity with computers, email and word processing.

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.**

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 Accounting	3
MMG525	Decision Techniques for Managers	3
MMG733	Marketing Management	3
MMG740	Human Resource Management	3

Choose one elective course:

MMG521	Managerial Accounting	3
MMG522	Fundamentals of Computer Information Systems	3
MMG560	Managing a Diverse Workforce	3
MMG710	Project Management Concepts & Practices	3
MMG713	Total Quality & Operations Management	3
MMG715	Management Information Technology	3
MMG725	Financial Management	3
MMG732	Global Business	3
MMG734	Business Planning	3
MMG735	Entrepreneurship & Small Business Management	3
MMG746	The Manager as Negotiator	3
MMG795	Advanced Project Management	3

Choose one directed study:

DMG602	Introduction to Project Management	1
DMG603	Drafting Business Contracts	1
DMG615	Developing a Business Plan	1
DMG623	Business Solutions Using the Internet	1
DMG621	Statistical Analysis Using Spreadsheets	1
DMG607	Special Topics in Management	1
DMG608	Emergency Management	1
DMG604	Social Media Marketing	1

BUSINESS NEGOTIATION & CONFLICT RESOLUTION

MMG746	The Manager as Negotiator	3
MMG747	Conflict Management: Strategies, Tactics & Behavior	3
MMG748	Multi-Party/Multi-Issue Negotiations	3
DMG603	Drafting Business Contracts	1

Choose two elective courses:

MMG749	Global Negotiation	3
MMG758	Mediation in the Workplace	3
MMG560	Managing a Diverse Workforce	3
MMG761	Conflict Resolution in Multicultural Organizations	3

NONPROFIT & PUBLIC MANAGEMENT

MMG727	Budgeting & Finance for Nonprofit & Public Organizations	3
MMG740	Human Resource Management	3
MMG750	Business, Government & Ethics	3
DMG605	Grant Writing	1
	Choose two electives in Business, Leadership, or Negotiation	6

ORGANIZATIONAL LEADERSHIP

MMG560	Managing a Diverse Workforce	3
MMG740	Human Resource Management	3
MMG743	Models of Leadership	3
MMG755	Organization Development & Change Management	3

Choose one elective course:

MMG535	Communication Strategies for Organizational Effectiveness	3
MMG744	Management Training & Development	3
MMG746	The Manager as Negotiator	3
MMG757	Consulting Skills for Managers	3
MMG770	Grant Writing	3

Choose one directed study:

DMG602	Intro to Project Management	1
DMG614	Performance Management	1
DMG753	Introduction to Organizational Coaching	1

SMALL BUSINESS DEVELOPMENT

MMG735	Entrepreneurship & Small Business Management	3
MMG520	Financial Accounting	
MMG733	Marketing Management	3
DMG615	Developing a Business Plan	1

Choose two elective courses:

MMG710	Project Management Concepts & Practices	3
MMG725	Financial Management	3
MMG734	Business Planning	3
MMG740	Human Resource Management	3
MMG746	The Manager as Negotiator	3

INFORMATION TECHNOLOGY MANAGEMENT

MMG522	Fundamentals of Information Systems (required first course, may be waived with permission)	3
MMG715	Management Information Technology	3
MMG710	Project Management Concepts & Practices	3
MMG717	Systems Analysis & Design for the IT Manager	3

Choose one elective course:

MMG 519	Networks, Security & Telecommunications Management	3
MMG716	Emerging Technologies	3
MMG718	E-Business Development for IT Managers	3
MMG795	Advanced Project Management	3

Choose one directed study:

DMG621	Statistical Analysis Using Spreadsheets	1
DMG623	Business Solutions Using the Internet	1

HEALTH CARE MANAGEMENT, INFORMATICS, and SENIOR CARE MANAGEMENT — See separate program charts

MMG600	Practicum Available in each area of concentration; may be taken with special permission	1-3