



Master of Management

37 credits • 4 terms

The **MASTER OF MANAGEMENT** program provides leadership and management skills and introduces the best current practices in private, public and non-profit organizations.

The curriculum combines core management foundation coursework with concentration options and electives that allow students to specialize. The application of theory to management practice is emphasized. A required management seminar series focuses on the development of “people management” skills and the integration of knowledge acquired throughout the program.

Learning Outcomes — Graduates will:

- Develop strong communication, analytical, research and decision-making skills.
- Learn to manage themselves and their own professional development, and to manage and lead others.
- Have the ability to use and understand the role of technology in organizations.
- Learn to manage human, financial and informational resources.
- Understand how to foster change and innovation and value and promote diversity in organizations.
- Understand 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. Management career opportunities include jobs in human resources, retailing, marketing, financial services, information technology, health care, non-profit management, organizational development, consulting, and training and development.

Admissions requirements:

- Bachelor’s degree and other School of Management requirements.
- 3-5 years of work experience recommended.
- Basic familiarity with computers, email and word processing.

A WRITING ASSESSMENT is conducted to ensure that entering degree candidates demonstrate graduate level English language communication and writing skills. **If assessment indicates need, program prerequisite coursework will be required.**

All courses 3 credits except as noted.

Practicum course may be taken with special permission (1-3 credits)

Program Prerequisites. required if assessments indicate need MMG501E, MMG505, MMG507; additional 3-9 credits do not count towards degree.

Management Seminar & Project9 credits

MMG500	Master of Management Orientation Seminar	0
	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	Graduate Management Capstone Seminar	3

Core Courses 12 credits

MMG511	Foundations of Management.	3
MMG512	Organizational Environment.	3
MMG514	Principles of Financial Processes, Analysis & Reporting .3	
MMG517	Research Methods for Managers	3

Concentration or Management Electives ... 16 credits

Choose a management concentration or 16 credits of graduate management courses to meet career and academic goals. (Health care management and informatics courses may not be taken as electives outside those concentrations.)



Graduate Management Concentration or Certificate

Business

16 credits • accepted in Master of Management

The **Business** concentration provides an overview of business functions such as accounting, marketing and finance and prepares students to manage the business aspects of an organization. Students become familiar with the essential concepts, processes and best practices in each of these areas. They develop analytical and decision making skills and learn to think strategically in terms of markets, technology and resources.

Learning Outcomes — In addition to general MM outcomes, graduates will:

- Become well-rounded managers familiar with all aspects of an organization.
- Gain the ability to manage human, financial and informational resources in their organization.
- Prepare graduates for positions within the functional areas of a business.

Careers — Graduates are trained for advancement into supervisory and management positions in business, non-profit and government organizations or to pursue career advancement within their industry. Jobs titles may include: sales associate or manager, marketing analyst or manager, business analyst, project manager, human resources manager, general manager.

Required courses

MMG520	Financial Accounting.	3
MMG525	Decision Techniques for Managers	3
MMG733	Marketing Management	3
MMG740	Human Resource Management.	3

Choose one elective course3

MMG521	Managerial Accounting
MMG522	Fundamentals of Computer Information Systems
MMG560	Managing a Diverse Workforce
MMG561	Business Law
MMG710	Project Management Concepts & Practices
MMG713	Total Quality & Operations Management
MMG715	Management Information Technology
MMG725	Financial Management
MMG732	Global Business
MMG734	Business Planning
MMG735	Entrepreneurship & Small Business Management
MMG746	The Manager as Negotiator
MMG795	Advanced Project Management

Choose one directed study1

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

Graduate Management Concentration or Certificate

Business Negotiation

16 credits • accepted in Master of Management

The **Business Negotiation** concentration focuses on the skills necessary to engage in negotiation in a business environment, including individual negotiation and working within a team. Through simulations, role plays, readings and case studies, students learn to employ various strategies and tactics of negotiation, identify negotiation traps and methods to overcome them, resolve conflict and reach a durable resolution. Faculty members are lawyers and experienced negotiators and mediators.

Learning Outcomes — In addition to general MM outcomes, graduates will:

- Become better negotiators.
- Be better able to collaborate with others.
- Enhance their power in the negotiation process.
- Learn to deal with conflict and reach durable resolutions.
- Be able to utilize their newly acquired skills immediately in their personal and professional lives.

Careers — Negotiation skills help graduates become more effective managers and negotiators in almost any field. Graduates of this program have successfully negotiated promotions and salary advances. These skills are especially valued in jobs where negotiation is a major component such as purchasing managers and agents, real estate agents, human resources managers in a union environment, managers of trade or professional associations, health care managers.

Required courses

MMG746	The Manager as Negotiator	3
MMG747	Negotiation Theories, Strategies & Tactics.	3
MMG561	Business Law	3
DMG618	Mediation for Managers	1

Choose two elective courses6

MMG560	Managing a Diverse Workforce
MMG732	Global Business
MMG740	Human Resource Management
MMG749	Global Negotiation

Admissions requirements:

- Bachelor's degree and other School of Management requirements.
- 3-5 years of work experience recommended.
- Basic familiarity with computers, email and word processing.
- Experienced managers without bachelor's degree must also meet MM55 admissions and academic requirements.

If **writing assessment** indicates need, additional coursework may be required.

All courses 3 credits except as noted.

Practicum course may be taken with special permission (1-3 credits)

