



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

NonProfit & Public Management

16 credits • accepted in Master of Management

The **Nonprofit & Public Management** concentration offers an understanding of management’s role in a non-profit setting and of the nonprofit/public sector’s role in society. Students learn to work more effectively with people from diverse cultures and build consensus. They learn to create and administer budgets, read and interpret financial reports, and the importance of financial planning. They learn how to work with boards, donors and government agencies and are introduced to the basics of grant and proposal writing.

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

- Deepen their understanding of the non-profit/public sector’s role in society.
- Be able to manage and work more effectively with diverse groups of people, inspire teamwork and morale, and build consensus.
- Be able to create and administer a budget, read and interpret financial statements.
- Be able to work more effectively with boards, donors and government agencies.
- Know how to write grant proposals.

Careers — Graduates are trained for advancement into supervisory and management positions in non-profit and government organizations. The non-profit sector is expected to grow and provide job opportunities at all levels for qualified candidates. Mid level positions are often staffed from within the organization, and graduates will increase their chances for promotion. Typical job titles include program associate or manager, project manager, development associate or manager, client relations manager/supervisor, human resources manager, executive director.

Required courses

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 Negotiation6

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)

Graduate Management Concentration or Certificate

Organizational Leadership

16 credits • accepted in Master of Management

The **Organizational Leadership** concentration helps students understand organization design and dynamics and learn strategies to manage the performance of employees and the organization as a whole. It will help them understand and enhance their own leadership potential and lead and manage change in organizations.

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

- Enhance their ability to lead within an organization.
- Be able to apply strategies to develop employees.
- Gain an understanding of organizational design and dynamics.
- Understand and be able to apply a variety of practical tools used in organization development.
- Acquire strategies to help organizations better adapt to new technologies, markets and challenges.

Careers — Graduates are trained for advancement into supervisory and management positions in business, non-profit and government organizations. Career opportunities include jobs in organization development, consulting, training and development.

Required courses

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 course3

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

Choose one directed study1

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

