



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

Small Business Development

16 credits • accepted in Master of Management

The **Small Business Development** concentration/certificate prepares students to deal with the challenges and issues entrepreneurs and small-business managers must face to ensure long-term success. It is intended for students who are exploring new business ideas or are already self-employed or part of a family-run operation.

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

- Prepare a business plan.
- Budget and manage finances.
- Market a product or service.
- Manage a business and employees.

Careers — Students graduate with the ability to start and operate a small business or manage an existing one. Careers include (but are not limited to) small business owner, franchise operator, manager in a family-run or small-to-medium size business.

Required courses

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

Choose two elective courses6

MMG561	Business Law	
MMG710	Project Management Concepts & Practices	
MMG725	Financial Management	
MMG734	Business Planning	
MMG740	Human Resource Management	
MMG746	The Manager as Negotiator	

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

Information Technology Management

16 credits • accepted in Master of Management

The **Information Technology Management** concentration provides understanding of core information systems principles and the role of the systems professional and IT within an organization. Students get an overview of hardware, software, file/database concepts, systems analysis and design methodologies. They will acquire basic project management skills.

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

- Understand how information technology may be used efficiently and effectively in the business environment.
- Be able to manage IT projects.
- Acquire the tools needed to manage IT departments.
- Be able to utilize technology to more efficiently manage functional areas within an organization.
- Understand how to align technology and business needs.

Careers — Graduates are trained for advancement into supervisory and management positions in business, non-profit and government organizations. Graduates will be able to move into jobs involving information technology, including jobs in IT management, business management, project management, systems analysis.

Required courses

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

Choose one elective course3

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

Choose one directed study1

DMG621	Statistical Analysis Using Spreadsheets	
DMG623	Business Solutions Using the Internet	

