



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 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 | 3 |
| 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