MBA COURSE DESCRIPTIONS

FIN510 FINANCIAL MANAGEMENT (3.0 credits)
This class teaches students to apply the essentials of financial accounting to the practice of management. Students will understand the definition, behavior, concepts, and estimation of cost; and also about how cost accounting is applied in manufacturing and service organizations, the principles of planning and control for cost-related management, cash flow statements, capital budgeting, and how to analyze financial statements.
Prerequisite: FIN310 or Instructor's Consent

FIN520 INVESTMENTS (3.0 credits)
This course will cover the basis of investment and how to manage it. Students will be taught about theory and empirical evidence, related to market efficiency, portfolio theory, assess pricing models, factor models, and option pricing theory. Students are taught to combine market research results and electronic information sources to create investment strategies.
Prerequisite: FIN 510

LAW410 INTRODUCTION TO BUSINESS LAW (3.0 credits)
This course is an introductory-level course for students interested in U.S. business law. The course will prepare students in spotting potential legal issues in the operation of businesses so they can operate legally and know when to consult an attorney before taking action. The course begins with an overview of the U.S. legal system, its fundamental structures and processes. Emphasis is placed on the increasing role of administrative agencies, as well as on basic contract law principles. Students will also be exposed to several substantive areas of law affecting business.
Prerequisite: Instructor's Consent

MBA598 MASTER'S PROJECT (3.0 credits)
This course is designed to develop student's research abilities. The student or project group will conduct the project under the close supervision of a project advisor. The research and development approach must employ up-to-date information and methodologies. Students are required to: 1.) Make decisions on the subject and formulation of the objective, 2.) Plan the research and development procedures and practical approach, 3.) Set a time table and operation instructions, and generate a proposal, 4.) Carry out their plan 5.) Exam and write a report regarding the results at the end. The project advisor must approve the project topic and proposal. The format of the report must be in accordance with HGU's project style guide and be approved by the advisor and tech writer.
Prerequisite: Advisor's approval

MBA599A MASTER'S THESIS - I (3.0 credits)
This is the first part of a 2-part master's thesis course designed for students in the Business Administration program who plans to pursue his/her research interests on a deeper level. Each part requires one trimester to complete half of the entire project work. In this first part, the advisor will assist the student in identifying the research topic, shaping research ideas, and defining the research objectives and scope. The student then performs the following: topic studies, defining the project objectives and procedures, writing a project proposal and submitting it to the administration after obtaining his/her advisor's approval, working on research and implementation of the project, and documenting findings. Students are required to meet with the advisor regularly.
Prerequisite: Advanced graduate standing

MBA599B MASTER'S THESIS - II (3.0 credits)
This is the second part of the master's thesis course. At the beginning of the semester, the student should draw a conclusion on the research and development work for the project and begin to write a thesis report. The student should make and analyze the project work and results. This way, the student will gain in depth knowledge of the selected subject and develop independent thinking and research capabilities. The advisor and a tech writer must approve the report. Upon completion of the project, the student is required to conduct an open-forum presentation of the project.
Prerequisite: MBA599A

MBA 600 CASE AND INDEPENDENT STUDY (3.0 credits)
Independent studies tailors to student special interest in business administration under the direction of an instructor who is knowledgeable in the field. It may consist of reading, homework, tests, projects or presentations determined by the instructor.

MGT310 PRINCIPLES OF MANAGEMENT (3.0 credits)
Students who take this course will learn the foundations and basic skills of management. Specifically, students learn organizational structure and environment, and develop skills in setting objectives in planning, leading, organizing, decision-making, controlling and motivating, communication and negotiating, and managing information for decision making. SAP R/3 may be introduced as demo software.
Prerequisite: instructor's Consent

MGT451 ORGANIZATIONAL BEHAVIOR AND MANAGEMENT (3.0 credits)
Students who take this course will explore the complex dimension of organizational behavior including examination of experiential and conceptual approaches to communication, self-awareness, motivation, perception and problem solving. Students explore interpersonal and intrapersonal aspects to learn about the management of change, theories in leadership and organizational issues. Students will participate in real case projects.

MGT481 ENTREPRENEURSHIP AND VENTURE BUSINESS (3.0 credits)
This course teaches students the full range of the entrepreneurial process including the evaluation, development, and creation of a successful business. It will help the potential entrepreneurs and professionals visualize and experience entrepreneurial development. The course explores the entrepreneurial approach to resources such as the development of an organizational structure, financing entrepreneurial ventures, market analysis, and screening venture opportunities. Individuals will experiment and evaluate what it takes to be an entrepreneur including developing the plan for a new business.
Prerequisite: Senior standing and MGT 451 or Instructor's Consent

MGT501 HUMAN RESOURCES MANAGEMENT (3.0 credits)
This course provides students and practicing managers with a comprehensive overview of essential personnel management concepts and techniques. The focus is on essential topics such as job analysis, candidate screening, interviewing, testing, hiring, evaluating, training, motivating, promoting, compensating and their associated legal constraints. Additional topics covered include global HR, diversity awareness and training, and sexual harassment legal requirements. Practical applications such as how to appraise performance and benefits and handle grievances are explored. Additionally, developing independent work teams that foster creativity and innovation will be discussed
Prerequisite: MGT451 or Instructor's Consent

MGT506 PRODUCTION AND OPERATIONS MANAGEMENT (3.0 credits)
This course is designed to teach students basic theories about production and operations management. Emphases will be on planning, organizing, controlling, and balancing quantitative aspects and behavioral applications in production/operations management; operations strategy will be the guide for topical integration. The students will learn about basic management processes, resource conversions, and behavioral applications within production/operations. Specific topics include operations management, operations strategies for competitive advantage, forecasting in operations, facility and layout planning, product and process design choices, scheduling, inventory control and quality control. The PP, MM, and QM modules of SAP R/3 will be used as demo software.

Prerequisite: Senior standing or Instructor's Consent

MGT510 PROGJECT AND RISK MANAGEMENT (3.0 credits)
This course is designed for students who are interested in pursuing the project management area of study. Students will be introduced to the principles of project and program management, followed by the roles of project management, matrix organization and project management techniques, leading students to the

efficiently execute and complete projects. Students will also learn how to identify and analyze project risks, and how to reduce or eliminate risk-related factors. These techniques are useful in project proposal development. Methods for ongoing risk assessment and project performance evaluation are included. SAP R/3 may be utilized for hands-on experience.
Prerequisite: MGT 451 or Instructor's Consent

MGT 511 ORGANIZATIONAL BEHAVIOR (3.0 Credits)
This course focuses on the challenges of managing complex systems. We will explore the leadership and motivational skills relevant to performing as an effective manager, and discuss the different roles associated with managing the individual, the unit, the organization, and the larger system.
Prerequisite: Advanced graduate standing or Instructor's Consent

MGT515 SUPPLY CHAIN MANAGEMENT FOR E-BUSINESS (3.0 credits)
Students taking this course will learn about applying evolving methods in integrating the process of product distribution and supply chain management using electronic business skills. This course will teach students specific methods that will allow them to profitably and efficiently fulfill customer demand through the Internet.
Prerequisite: MGT506

MGT530 MANAGING FOR QUALITY IMPROVEMENT (3.0 credits)
This course introduces the principles of quality management to students in the context of organizational and cultural change dedicated to the continuous improvement of products and services. The course will focus on quality control and quality assurance in project execution and ongoing operation environment. Students will learn about quality planning and quality management through hands on practice, including quality plan development and execution, quality management processes and implementation. Many quality management techniques and methodologies will be introduced during the course, and students will be lectured about ISO 9000 and other quality standards.
Prerequisite: MGT451 or Instructor's Consent

MGT540 INTERNATIONAL BUSINESS MANAGEMENT (3.0 credits)
This class teaches students to review the classic five functions of management: planning, organizing, staffing, leading, and controlling. Students will compare managerial practices of many countries. The class will also cover the importance of quality and continuous improvement for gaining a competitive edge. Students will learn practical aspects of management from actual case studies, the strategic considerations for management in the international environment, and the roles of the latest information technologies, including computer networks, decision support systems, telecommuting, and CAD, CAM, CAE.
Prerequisite: Advanced graduate standing or Instructor's Consent

MKT 504 MARKETING (3.0 Credits)
This course introduces students to the marketing strategies and tactics that provide competitive opportunities for healthcare organizations. The course focuses on the marketing elements of price, place, product and promotion, concepts that are the basis of constructing and implementing a marketing strategy. Other topics include market research, product strategy, new technology and MD's, branding, multi-cultural marketing and promotional decisions, including crisis communications. The class work includes cases, theory and an independent project.
Prerequisite: Advanced graduate standing or Instructor's Consent.

MKT 541 STRATEGIES MARKETING (3.0 Credits)
This course teaches students fundamental concepts and practices in marketing research and data analysis, and use of the data and financial analysis to set strategic positioning strategies. Students will learn both the primary source (such as surveys) as well as secondary sources (Internet, publications, etc.) in research techniques and engage to their own marketing research projects. . Emphasis will be on practical marketing research skills of development and basic analysis mechanism leading to strategic marketing. Although statistical analysis will be co0vered in the course, quantitative analysis skills will be the main focus. The course also supports an overview of quantitative and qualitative tools for strategic marketing, market

segmentation process, strategic positioning, and channel marketing issues. Case studies and marketing requirements reports are required.

New Courses Updated

MBA 395A INTERNSHIP I (3.0 Credits)
This course is designed for students in the School of Business to develop on the job skills by participating in real world business activities. Internship project reports are required. Students are required to report to the University internship coordinator on a regular basis. Only P or F grade can be earned in this course. Students are allowed to enroll in one internship course each semester. No graduate credit can be earned for this course.
Prerequisite: Advance approval from the internship coordinator.

MBA 395B INTERNSHIP II (3.0 Credits)
This is the second in a series designed for students in the School of Business to develop on the job skills by participating in real world business activities. Internship project reports are required. Students are required to report to the University internship coordinator on a regular basis. Only P or F grade can be earned in this course. Students are allowed to enroll in one internship course each semester. No graduate credit can be earned for this course.
Prerequisite: MBA395A and advance approval from the internship coordinator.

MBA 395C INTERNSHIP III (3.0 Credits)
This is the third in a series designed for students in the School of Business to develop on the job skills by participating in real world business activities. Internship project reports are required. Students are required to report to the University internship coordinator on a regular basis. Only P or F grade can be earned in this course. Students are allowed to enroll in one internship course each semester. No graduate credit can be earned for this course.
Prerequisite: MBA395B and advance approval from the internship coordinator.

MBA 497A SENIOR PROJECT I (3.0 Credits)
This is a first part of a 2-trimester senior project series. The course develops the creativity of graduating seniors in the Business Administration program by competing a research project. The student must follow the project progress guideline and project report style guide to conduct and complete the project work. The student is encouraged to do a real life project by working with a business organization to develop and implement the project objectives. In the first part of this series, the student must complete the specifications for the subject, project objectives, research procedures, data collection, problem analysis, defining implementation methods, estimating effectiveness of methods, conducting implementation, and writing an initial draft of the project report.
Prerequisites: Advisor’s approval

MBA 497B SENIOR PROJECT II (3.0 Credits)
This is the second half of a 2-trimester senior project series. The student continues the research, development and implementation of the project and completes the work including finalizing the project report. Upon satisfactory completion of the project, the student is required to conduct an open forum presentation of the project.
Prerequisites: MBA397A and advisor’s approval

MBA 397 PROFESSIONAL DEVELOPMENT (3.0 Credits)
The course instructs the student to develop his/her professional career. Topics cover personality assessment, professional ethics, understanding the engineering professional world, recognizing company

culture and organizational structure, how to survive office politics, career paths and pitfalls, resume writing and cover letters and interview techniques.
Prerequisite: None

MBA 409 SPECIAL TOPICS (3.0 Credits)
Special topics courses are offered to students in Business Administration programs by current faculty members or invited guest speakers to expose the students to emerging technologies related to their studies.
Prerequisite: None