

Master of Business Administration - 3 Semesters (45 Credits)

3 –Required non-credit courses:

MGMT 7230 Professional Development Workshop I

This course is the first in a three part series of Professional Development Workshops that teach practical skills in laboratory settings. Over the first three semesters, the MBA cohort student will be exposed to professional skills training, distinguished speakers, and leadership development. This first part will concentrate on building writing and presentation skills, and practicing those skills in the conceptual environment of Leadership, Followership, and Membership.

MGMT 7240 Professional Development Workshop II

This course is the second in a three part series of Professional Development Workshops that teach practical skills in laboratory settings, in the context of Leadership, Followership, and Membership. Over the first three semesters, the MBA cohort student will be exposed to professional skills training, distinguished speakers, and critical leadership development. This second workshop will concentrate on building leadership skills through exercises, corporate site visits, and audiences with distinguished speakers.

MGMT 7250 Professional Development Workshop III

This course is the last in a three part series of Professional Development Workshops that teach practical skills in laboratory settings, in the context of Leadership, Followership, and Membership. Over the first three semesters, the MBA cohort student will be exposed to professional skills training, distinguished speakers, and critical leadership development. This third workshop will concentrate on building leadership skills through exercises, personal and professional awareness, and group interactions and exercises.

11- Required 3 credit courses:

MGMT 6040 Talent Management

This course is designed to develop skills in understanding human behavior in organizations and how to effectively manage the talent that resides within employees. Students will learn about essential aspects of managing and developing talent, including individual differences, employee hiring, motivation, team dynamics, leadership, and influencing others. Through a discussion of concepts in human behavior students will learn useful analytical frameworks for understanding the complexities of managing talent in order to best achieve organizational success.

MGMT 6100 Statistics for Managerial Decision Making

This course develops an understanding of concepts in business statistics and focuses on application of concepts in problem-solving situations. In particular, students learn to present and describe data, analyze probability distributions, make statistical inferences based on data samples, and develop basic models for prediction and forecasting.

MGMT 7730 Economics & Institutions

Main course objective is to introduce students to basic economics principles and establish economics as a managerial decision-making framework. The course will draw on economic analysis of such concepts as cost, demand, profit, competition, pricing strategy, and market protection and tie them to operational business decisions.

MGMT 7740- Accounting for Reporting and Control

This course introduces theories and practices of financial as well as managerial accounting. The financial accounting sessions provide an overview of external financial statements. The managerial accounting sessions focus on how accounting information is used in the internal managerial decision making process within a firm as well as cover cost accounting, budgeting, and performance evaluation tools.

MGMT 7050 Design, Manufacturing & Marketing

This course immerses students in the practices and activities that lead to the creation of innovative new products and services. Through a team-based learning experience, students generate an idea for a new product or service and follow the development process from conception through planning for commercialization. Through lectures, cases, and practical exercises, students learn how to overcome hurdles inherent in new product and service development. Students apply this knowledge in all phases of product development, including concept testing, product design, production planning, and market strategy. The project undertaken in this course provides student teams with an opportunity to create a new venture that may then be carried forward utilizing Rensselaer's technological resources such as the Incubator Program and Rensselaer's Technology Park.

MGMT 6020 Financial Management I

The purpose of this course is to develop a working understanding of the major investment and financial decisions of the firm. Emphasis will be placed upon identifying and solving the problems commonly faced by financial managers. The course presents the needed theory and develops financial problem solving skills through individualized problem solving, structured case analysis, and industry and company analysis using Internet sources.

MGMT 6140 Information Systems for Management

Analyzes the use of information and communications technology to improve performance and to achieve organizational goals. Examines information systems in sales, marketing, finance, and operations. Provides a framework for understanding and evaluating IS contributions to product services and managerial effectiveness. Focuses upon implementation of information technology as a strategic weapon for productivity and competitive advantage. Lectures, case discussion, projects, and technical supplements.

MGMT 7060 Design, Manufacturing & Marketing

This course immerses students in the practices and activities that lead to the creation of innovative new products and services. Through a team-based learning experience, students generate an idea for a new product or service and follow the development process from conception through planning for commercialization. Through lectures, cases, and practical exercises, students learn how to overcome hurdles inherent in new product and service development. Students apply this knowledge in all phases of product development, including concept testing, product design, production planning, and market strategy. The project undertaken in this course provides student teams with an opportunity to create a new venture that may then be carried forward utilizing Rensselaer's technological resources such as the Incubator Program and Rensselaer's Technology Park.

MGMT 6060 Business Implications of Emerging Technologies

This course investigates the business dimensions of major technological advances, highlighting how industry structures an organization, the dynamics of competition, patterns of innovation, operational decisions, and financial investment are all influenced by various types of technical breakthrough. Students also get to explore the interplay between emerging technology development and commercialization. The challenges associated with intellectual property protection and utilization, as well as the socio-economic and ethical dimensions of new technology adoption, are explored. Each year, a different set of key technologies will be examined and analyzed.

MGMT 6840 Practicum in Management

This practicum provides students with the opportunities to put their knowledge to work in a field project in their area of concentration, including entrepreneurship, finance, marketing, information systems, production and operations management, environmental management policy. Projects are conducted in collaboration with companies in the Rensselaer Incubator Center, the Technology Park, and the Capital Region. Project teams make presentations before a panel.

MGMT 7030 Strategy, Technology and Competition I

This course covers the fundamentals of business and corporate strategy, integrating these concepts into an environment of technological change, competition, and entrepreneurship. The course includes the following areas of emphasis: concepts of strategy, industry environment, resources and capabilities of the firm, organization and systems of the firm, the dynamics of competitive advantage, strategic alternative analysis, and strategies in different contexts. The course uses business cases and a project to enrich the theoretical concepts.