

Master of Science in Management: Fall 2017 and Spring 2018

2 - Required Professional Development & Career Workshops

MGMT 7770 Prof. Development Workshop 1/Career Workshops (Fall) Wed. 9am, 12pm & 3pm

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 7780 Prof. Development Workshop 2/Career Workshops (Spring) Wed. 9am, 12pm & 3pm

The PDW sequence is designed to develop the professional skills of students in the MS Programs that are needed to be a successful contributor in a business setting. The PDW II will continue to follow a framework of Leadership, Followership and Membership in a professional community. Students will gain practical experience through exposure to experts in specific skill areas, role-play and practice sessions, and exercise completions. The second semester emphasizes developing influence skills, understanding and shaping group dynamics, and navigating organizational politics. Additionally, membership in one's professional community will be emphasized through engagement in four hours of activities specific to the student's M.S. program.

6 - Required Business Core:

MGMT 6040 Talent Management (Fall) Mon. 2-4:50pm

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MGMT 6100 Statistics for Managerial Decision Making (Fall) Tues. 6-8:50pm or Fri. 9-11:50am

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 6190 Introduction to Accounting and Financial Management (Fall) Thurs. 6-8:50pm

This course introduces accounting and financial management to first-semester M.S. students. The interpretation and preparation of basic financial statements such as the

balance sheet and income statement are introduced along with relevant regulation and practice. In addition, the course introduces the student to basic financial concepts and techniques such as time value, risk, equilibrium asset pricing models, capital budgeting, cost of capital, and capital structure and discusses their applications in practice.

MGMT 6490 Competitive Advantage & Operations Strategy (Fall) Fri. 12-2:50pm

This course includes topics such as manufacturing as a competitive weapon; management of quality; manufacturing technology implementation; strategic impact of advanced manufacturing technologies; and manufacturing's role in new product development.

MGMT 6580 Marketing High-Tech Products (Spring) Wed. 6-8:50pm

This course deals with the peculiarities of marketing products and services in high-tech environments. High-tech environments are characterized by high dynamism, high uncertainty, and compressed time cycles. The course consists of case studies, computer simulations, and a team project.

MGMT 6140 Information Systems for Management (Spring) Thurs. 6-8:50pm or Fri. 2-4:50pm

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.

4 - Electives:

A concentration consists of 4 courses* (12 credits). Concentration courses are offered in fall and spring terms annually. See MS Management Concentration Summary for specific courses.

Suggested MS Management Concentration Options include:

- Business Analytics
- Finance
- Management Information Systems
- Marketing - New Product Development
- Supply Chain Management
- Technological Entrepreneurship
- Or explore technical concentrations with coursework from other schools at Rensselaer

*Students take 1 elective in Fall -2017 and 3 in Spring -2018