846. Organizational Behavior and Personnel Administration
Fall, 3(3-0)
R: Open only to students in the Advanced Management Program.
Management of human resources. Leadership, motivation, communications, employee perceptions, individual and organizational learning, Staffing, interviewing, training, development, appraisal, terminating, and legal issues.

855. Labor and Management Relations
Spring, 2(2-0) Interdepartmental with Labor and Industrial Relations.
R: Open only to students in the Advanced Management Program.

858. Applied Strategic Management
Spring, 2(2-0)
R: Open only to students in the Advanced Management Program.
Capstone integration and application of previous course work from the general manager's perspective. Topics include environmental analysis, competitive strategies, and strategy formulation and implementation.

870. Strategic Management
Fall, Spring, 3(3-0)
R: Open only to second year M.B.A. students.
Determination of the strategic direction of the firm and management of strategic processes in the firm. Integration of environmental factors and organizational functions in the analysis and solution of management problems.

890. Independent Study
Fall, Spring, Summer, 1 to 3 credits. A student may earn a maximum of 6 credits in all enrollments for this course.
R: Open only to graduate students in Business. Approval of department. Faculty-supervised independent study.

906. Seminar in Organizational Research Methods
Spring, 3(3-0)
R: Open only to Ph.D. students.
Methods for scientific research in the areas of organizational behavior, personnel and organizational theory. Theory building, hypothesis formation and testing, reliability theory, construct validity, external validity, research design.

907. Seminar in Organizational Behavior
Fall of even-numbered years, 3(3-0)
R: Open only to Ph.D. students.
Directed readings on the behavior of individuals within organizations. Theory and empirical research on perception, decision-making, work motivation, work attitudes, leadership and group dynamics.

908. Seminar in Organizational Theory
Fall of odd-numbered years, 3(3-0)
P: MGT 506; R: Open only to Ph.D. students.
Formal organizations viewed as rational, natural and open systems. Survey of contemporary theory and empirical research.

909. Seminar in Human Resource Management
Spring of odd-numbered years, 3(3-0)
R: Open only to Ph.D. students.
Clastic and current empirical research. Job analysis, personnel selection, training, and incentive systems.

910. Seminar in Strategic Management
Fall of even-numbered years, 3(3-0)
R: Open only to Ph.D. students.
Review of recent research literature. Topics include developments in strategic types, identification of strategic groups, strategy formulation, implementation, and decision making.

912. Special Topics Research Seminar
Spring of even-numbered years, 3(3-0)
P: MGT 506; R: Open only to Ph.D. students.
Research in timely and specialized topics in organizational behavior, organization theory, human research management, organizational policy and strategy.

922. Seminar in Production Planning and Scheduling
Spring of even-numbered years, 3(3-0)
P: MGT 501, MGT 506; R: Open only to Ph.D. students in Business.
Aggregate and disaggregate planning, master scheduling, material requirements planning, lot-sizing, short-term capacity planning, and scheduling.

999. Doctoral Dissertation Research
Fall, Spring, Summer, 1 to 24 credits. A student may earn a maximum of 99 credits in all enrollments for this course.
R: Open only to Ph.D. students in Management.

MASTER OF BUSINESS ADMINISTRATION MBA
The Eli Broad College of Business and The Eli Broad Graduate School of Management

800. The Global Organization and the Firm's Strategic Position
Fall, Spring, 3(3-0)
R: Open only to MBA students.
Organizational goals, design, and control of the global business enterprise. Strategies for implementing new organizational forms. Defining the value chain, competitive positioning, and sustainable competitive advantage.

802. Accounting and Financial Strategies
Fall, Spring, 3(3-0)
R: Open only to MBA students.
Financial accounting model, valuation, and reporting concepts and uses. Time value of money, interest rates, valuing securities, financial statement analysis, and cash flows. Budgeting, decision analysis, cost estimation, and accounting ion, capital budgeting, and international financial concepts.

804. Applied Data Analysis for Managers
Fall, Spring, 3(3-0)
P: SFT 315; R: Open only to MBA students. Not open to students with credit in MGC 338.
Analysis of business and economic data to support managerial decision-making. Building, interpreting, and applying regression models. Time series and forecasting. Offered half of semester.

806. Business Ethics and Critical Thinking Concepts
Fall, Spring, 3(3-0)
R: Open only to MBA students.
Creating a critical thinking approach to business problem solving. Developing a framework for identifying, analyzing, and resolving ethical dilemmas in business. Offered half of semester.

814. Applied Economics
Fall, Spring, 3(3-0)
R: Open only to MBA students.
The economic view of the firm. Modeling market mechanics in supply and demand, marginal concepts, elasticity, market characteristics, pricing with market power, and strategic behavior. Applications to business problems and situations. Principal-agent relationships and wealth maximization. Offered half of semester.

816. Business Presentations
Fall, Spring, 1(1-0)
R: Open only to MBA students.
Development of effective interpersonal communications skills. Emphasis is on oral communications in business settings. Offered half of semester.

820. Managing the Firm's Value Chain
Spring, Summer, 3(3-0)
P: MBA 800; R: Open only to MBA students.
Integration of product innovations, marketing strategies, supply chain strategies, and regulatory environment. Global marketing strategies and consumer behaviors. Coordinator of purchasing, manufacturing, operations, and logistics to enhance competitiveness.

822. Financial Management
Spring, Summer, 2(2-0)
P: MBA 820, R: Open only to MBA students.
Investment decisions by firms. Value creation, risk and return, pricing models, and financial markets. Financing strategies, market efficiency, capital budgeting, and leverage and risk relationships. Optimizing firm value. Agency problems and effects on investment and financing decisions. Offered half of semester.

824. Managing the Workforce
Spring, Summer, 3(3-0)
R: Open only to MBA students.
The role of workforce management in carrying out the goals and mission of the organization. Theories and applications of management principles to acquiring, motivating, and rewarding employees and structuring their work. Legal, domestic, and international issues in the workplace.

826. International, Comparative, and Cross-Cultural Business
Spring, Summer, 2(2-0)
R: Open only to MBA students.
Defining international businesses' approaches to global markets, economic trade issues, methods of entry, and organizational alternatives. Cross-cultural differences and their impacts on business practices. Trade agreements, strategic alliances, negotiations, and cultural consequences. Offered half of semester.

840. Applied Business Experience
Fall, Summer, 3 credits.
R: Open only to MBA students.
Student teams work on projects in organizations identified by a company sponsor and approved by a faculty adviser.

850. Integrative Case Experience and Future Global Strategies
Fall, Spring, 2(2-0)
R: Open only to MBA students.