**EXECUTIVE MBA PROGRAM**

The Eli Broad College of Business and The Eli Broad Graduate School of Management

801  **Business Unit Strategy**
Fall, Summer. 1 to 2 credits. Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Positioning the firm for competitive advantage. Institutional and corporate control. Organizational design.

802  **Financial Accounting Concepts**
Fall, Summer. 2(2-0) Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: ACC 802


811  **Corporate and Global Strategies, Design and Governance**
Fall, Summer. 2(2-0) Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: EMB 801 R: Open to Executive MBA students.

Strategies for multi-business firms.

812  **Accounting for Decision Making and Control**
Fall, 2(2-0) Fall: Australia and MSU Management Education Center, Troy. P: EMB 802 or concurrently R: Open to Executive MBA students. SA: ACC 812

Use of financial and non-financial data for decision making, planning, performance evaluation, control, and strategy implementation.

820  **Marketing Operations and Innovation**
Spring, Summer. 2(2-0) Spring: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: MSC 822, MSC 823, MSC 820

Concepts, methods, and applications of decision-making to address marketing issues such as market segmentation and positioning, new product development, promotional and distribution strategies. Techniques to model and analyze marketing decision problems to ensure optimal performance results.

821  **Corporate Finance**
Fall, Spring. 3(3-0) Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: FI 821


822  **Managing Supply Chains and Lean Operations**
Fall, Spring. 2 to 3 credits. Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Integrative approach to product design, development, and delivery. Flow of products from concept development through delivery to the final user. Product and process development, managing information and product flows. Total quality management, Resource and capacity management.

824  **Global Supply Chain Strategy**
Summer. 1(1-0) Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Developing and implementing supply chain strategy. Matching of competitive priorities with operational investments and decisions. Process choice, capability development, technology management, process simulation, linking supply chain with product type and inventory management decisions. Recent developments such as radical innovation and the supply chain, transformation management, and sustainability

828  **Strategic and International Marketing**
Fall, Summer. 1 to 2 credits. Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.


831  **Law and Business**
Spring, Summer. 1(1-0) Spring: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: GBL 859


836  **Management in the Global Marketplace**
Summer. 3(3-0) R: Open only to students in the Executive M.B.A. Program. SA: MGT 836, MSC 836


842  **Managerial Economics and Public Policy**
Spring. 2(2-0) R: Open only to students in the Executive M.B.A. Program. SA: EC 842

Analysis of the firm, Demand and revenues, optimal production, cost minimization, supply, profitability, and pricing. Competitive forces and public policies in the firm's regional and international markets.

844  **Leadership, Change Management and Ethics**
Fall. 1 to 2 credits. Fall: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Ethically grounding a shared vision. Fundamental practices of exemplary leadership: vision, courage, and integrity. Motivating others toward a shared vision.

847  **Business Decision Making and Marginal Analysis**
Fall, Summer. 2 to 3 credits. Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: MGT 847, MSC 847

Application and interpretation of analytical models to support decision making. Topics include understanding the selection of appropriate analytical tools for a given problem, the interpretation of statistical results, and decision analysis.

852  **International Markets**
Fall, Spring. 1 to 3 credits. Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

International trade, fiscal monetary policy, international currency, and capital flows.

856  **Human Resources and Critical Organizational Transitions**
Fall, Spring. 1 to 3 credits. Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Managing human resources to support significant changes in business configuration and strategy, including mergers and acquisitions, outsourcing and workforce reductions, and globalization. Evaluation of the effectiveness of the human resource management function.

858  **Financial Strategies and Value/Risk Management**
Fall, Summer. 2(2-0) Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Financial strategies and risk management of the effectiveness of the human resource management function.

861  **Strategic Management of Information Technology**
Spring. 2(2-0) Spring: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.

Role of Information Technology (IT) in creating organizational efficiency, competitive differentiation and advantage. Examines various IT investment types and effective strategies for leveraging IT value.
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863 Strategy Process: Generation and Implementation
Spring, Summer. 2(2-0) Spring: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.
Managing strategic processes in the firm. Integration of environmental factors, industry dynamics, organizational resources, and management functions in the analysis and solution of strategic issues.

865 Business Ethics and Professional Responsibility
Spring. 2(2-0) R: Open only to students in the Executive M.B.A Program.
Alternative ethical prescriptions for business and for enterprise managers and their evolution with globalization of the markets. Societal expectations of what constitutes responsible and irresponsible business behavior. Government regulation and changes in corporate governance as alternatives to conformity to ethical prescriptions. Negotiation and reconciliation of conflicting ethical prescriptions, governance procedures, and the regulatory environment.

866 Managing Teams and Negotiations
Fall, Summer. 1 to 2 credits. Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.
Development of team management and negotiation capabilities. Group decision making, conflict management, and resolution.

877 Leadership Development
Fall, Summer. 1(1-0) Fall: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students.
Identification of underlying competencies important for leadership success. Assessment of student's current leadership competencies and development of an improvement plan. Disclosure of how the student's leadership behaviors are perceived by multiple sources in the organization and use of this knowledge to further enhance leadership effectiveness.

887 Business Assessment and Operational Excellence
Fall, Spring, Summer. 3(2-0) Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. A student may earn a maximum of 4 credits in all enrollments for this course. R: Open to graduate students in the Master of Business Administration in Business Administration. Approval of department.
Strategically assess the capabilities of an organization or business unit. Identify gaps in organizational capabilities and constraints to realizing value. Develop a solution and implementation plan to remove an existing constraint(s).

889 Global Business Growth and Transformation
Fall, Spring, Summer. 3(3-0) Fall: Australia and MSU Management Education Center, Troy. Spring: Australia and MSU Management Education Center, Troy. Summer: Australia and MSU Management Education Center, Troy. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open to graduate students in the Master of Business Administration in Business Administration. Approval of department.
Within an existing business context, identify capabilities leading to organizational growth and transformation and competitive advantage in the marketplace. Development of a solution and implementation plan to capture the potential value of the project.

891 Special Topics in Executive Management
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 students in the Executive M.B.A. program.
Faculty-supervised study in special topics relevant to business executives.