Cooperative Education for Business Students  
Fall, Spring, Summer. 3(3-0) A student may earn a maximum of 3 credits in all enrollments for this course. Interdepartmental with Account- ing and Economics and Finance and Hospi- tality Business and Supply Chain Manage- ment. Administered by Supply Chain Man- agement. R: Approval of department. SA: MGC 293  
Integration of pre-professional educational employ- ment experiences in industry and government with knowledge and processes taught in the student's academic program. Educational employment assignment approved by the Department of Supply Chain Management.

Managing Human Resources and Organizational Behavior  
Fall, Spring, Summer. 3(3-0) Programs for which MGT 315 is a catalog-listed require- ment. R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospitality Business. SA: MGT 310  
Formulation and administration of human resource policies in the business enterprise. Personnel planning, job analysis and evaluation, staffing, Compensa- tion and labor relations. Employee safety. Train- ing, development, and performance appraisal. Is- sues of diversity and ethics.

Management Skills and Processes  
Fall, Spring, Summer. 3(3-0) R: Open to jun- iors or seniors in the Madison Madison Col- lege or in the Agribusiness Management Major or in the Agribusiness Management Specialization or in the Apparel and Textile Design major or in the Apparel and Textiles major or in the Applied Engineering Sciences major or in the Communication major or in the Construction Management major or in the Dietetics major or in the Economics major or in the Food Industry Management Specialization or in the Food Industry Management major or in the Food Science major or in the Interdisciplinary Studies in Social Science major or in the Media and Informa- tion major or in the Media and Com- munication Technology major or in the Me- dia Arts and Technology major or in the Natural Resource Recreation and Tourism major or in the Packaging major or in the Retailing major or in the Security Manage- ment Specialization. SA: MGT 302  
Managerial skills and processes in goal-directed institutions.

Entrepreneurship: New Venture Process  
Fall. 3(3-0) P: ACC 202 R: Open to juniors or seniors in the Eli Broad College of Busi- ness and The Eli Broad Graduate School of Management and not open to students in the School of Hospitality Business. Not open to students with credit in MKT 355.  
Becoming an entrepreneur. Developing successful business ideas. Moving from an idea to an entrepre- neurial firm. Managing and growing an entrepre- neurial firm.

Introduction to International Business  
Fall, Spring, Summer. 3(3-0) Fall: Abroad. Spring: Abroad. Summer: Abroad. Interde- partmental with Accounting and Finance and General Business and Business Law and Hospitality Business and Marketing and Supply Chain Management. Administered by Marketing. R: Open to students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the School of Hospitality Business.  
Introduction to the context of international business delivered on-site in foreign settings. Fundamental concepts and principles of globalization such as multinational corporations, foreign markets and economies, internal and external market transac- tions, international law, cultural influences, and multinational business strategies.

Business Policy and Strategic Management  
Fall, Spring, Summer. 3(3-0) P: MKT 300 and SCM 303 and FI 311 and ITM 309 R: Open to seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to un- dergraduate students in the School of Hos- pitality Business.  
Techniques for building and maintaining consistent and effective policy and strategy. Major functions within a firm. Strategic integration, ethics, and inter- national competition.

Organizational Staffing  
Fall. 3(3-0) P: (MGT 315 or concurrently) R: Open only to seniors in the Eli Broad College of Business. Not open to students in The School of Hospitality Business.  

Compensation and Reward Systems  
Spring. 3(3-0) P: (MGT 315 or concurrently) R: Open only to juniors or seniors in The Eli Broad College of Business. Not open to students in The School of Hospitality Business.  

Personnel Training and Development  
Spring. 3(3-0) P: (MGT 315 or concurrently) R: Open only to juniors or seniors in The Eli Broad College of Business. Not open to students in The School of Hospitality Business.  

Diversity in the Workplace  
Fall. 3(3-0) P: (MGT 315 or concurrently) R: Open only to juniors or seniors in The Eli Broad College of Business. Not open to students in The School of Hospitality Business.  
Problems experienced by racial, ethnic, physically disabled, and other minorities in work organizations. Awareness training for managers. Ethical issues.

Labor-Management Relations  
Spring. 3(3-0) P: MGT 315 or concurrently R: Open to seniors or juniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospi- tality Business.  
Contextual framework of employment relations in union and non-union settings; history and labor law; environmental influences and employer and orga- nized labor strategies; collective bargaining process including negotiations; grievance administration and arbitration; public sector employment relations.

Technology Entrepreneurship  
Fall, Spring. 3(3-0) P: MGT 352 or MKT 355 R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospi- tality Business. Approval of department: application required.  
Introduction to entrepreneurship. Learning how to leverage technological advances to develop busi- ness ideas. Focus on the creation process of high- growth technology ventures.

Capstone for Management Majors (W)  
Fall, Spring. 3(2-2) P: (MGT 315 or concurrently) R: Open only to seniors in the Hu- man Resource Management or General Management major.  
Topics in management and organizational behavior.

Negotiations  
Fall, Spring. 2(2-0) Interdepartmental with Supply Chain Management. Administered by Supply Chain Management. P: SCM 371 or concurrently R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Manage- ment and open to students in the Sales Communication Specialization or approval of department. SA: MGC 474  
Strategic negotiation, negotiation preparation, buyer-supplier relationship assessment, international negotiations, and negotiation simulation.

Negotiation and Conflict Management  
Fall, Spring. 3(3-0) R: Open to seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospitality Business or approval of department.  
Negotiation and bargaining to manage people and interpersonal relations. Developmental processes, stages, and types of conflict. Conflict management and resolution.

Globalization and International Management (D)  
Fall. 3(3-0) P: MGT 315 or concurrently R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospitality Business or approval of department.  
International management issues, including national culture, leadership, decision making, team per- formance, communication, negotiations, structure, and personal career implications of international man- age
Management—MGT

490 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 juniors or seniors. Approval of department. Supervised program of independent library research designed to supplement classroom study.

491 Special Topics in Management
Spring of even years. 3(3-0) R: A student may earn a maximum of 9 credits in all enrollments for this course. P: MGT 315 or concurrently R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the School of Hospitality Business.

Topics in management such as advanced organizational behavior, managing labor relations, organizational development, organizational theory and design, strategic leadership and decision making.

804 International Management
Spring of even years. 3(3-0) P: (MBA 824) R: Open only to graduate students in the College of Business or approval of department.

Management challenges and roles in a multinational business. Strategic planning in global firms, managing people in international organizations, leadership, and the future of international management.

805 Special Topics in Management
Fall. 1 to 3 credits. A student may earn a maximum of 9 credits in all enrollments for this course. R: Open to graduate students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Selected topics in current and emerging issues in management.

810 Human Resource Management for General Managers
Fall. 3(3-0) P: MBA 824 or concurrently R: Open to masters students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Human resource management functions performed by all managers. Design, administration, and evaluation of human resource activities. Needs assessment, program implementation and evaluation, information feedback, decision support, and international human resource management.

811 Human Resource Staffing
Spring. 3(3-0) P: MBA 824 or concurrently R: Open to masters students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Scientific, legal, and administrative issues in the selection, placement, and promotion of individuals in organizations. Job analysis, recruitment, testing, interviewing, performance appraisal, and affirmative action.

813 Human Resource Training
Spring. 3(3-0) P: MBA 824 or concurrently R: Open to masters students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Planning, implementing, and evaluating training programs. Career stages and career planning. Matching individual and organizational development needs.

822 Human Resource Compensation
Fall. 3(3-0) P: MBA 824 or concurrently R: Open to masters students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Application of compensation principles to organizational objectives. Strategic use of compensation systems for attracting, motivating, and retaining employees. Managerial aspects of paying employees at all organizational levels.

824 Management and Organizational Behavior
Spring. 3(3-0) R: Open only to students in Manufacturing and Engineering Management major. Not open to students in the College of Business. SA: MGT 806

Micro and macro models of organizational behavior applied to the management of people, group processes, and organization design. Motivation, diversity, leadership, group performance, organization structure and culture.

832 Negotiation and Conflict Management
Spring. 3(3-0) P: MBA 824 R: Open only to graduate students in the College of Business or approval of department.

Negotiation and bargaining to manage people and interpersonal relations. Developmental processes, stages, and types of conflict. Conflict management and resolution.

840 Leadership and Team Management
Fall, Spring. 3(2-2) P: (MBA 808) R: Open only to graduate students in the College of Business or approval of department.

Development of leadership abilities through readings and laboratory application.

842 Leading The Strategic Change Process
Spring of even years. 3(3-0) P: MBA 824 Analysis and management of the change process in organizations. Micro- and macro-organizational interventions.

852 Entrepreneurship: New Venture Strategy
Spring. 3(3-0) P: MBA 824 or MGT 824 R: Open to graduate students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Starting a new business. Identifying a viable business opportunity, recognizing the risks and challenges of starting a new venture, and developing a business plan.

863 Negotiations
Summer. 1 to 2 credits. Interdepartmental with Supply Chain Management. Administered by Management. R: Open to master's students in the Supply Chain Management major.

Strategic negotiations, negotiation preparation, buyer-supplier relationship assessment, international negotiations, and negotiation simulation.

872 Strategy Process
Fall. 3(3-0) R: Open to MBA students. C: MBA 850 concurrently.

Strategy development and execution as a process. Identification of issues that both impede and improve the likelihood of successful strategies.

875 Change Management
Fall. 2(2-0) R: Open to masters students in the Supply Chain Management major.

Role and process of organizational change management. Types of change, identifying need for change, and change management process.

878 Management Consulting
Fall. 3(4-0) R: Open to MBA students. Management consulting as a process, profession, and industry. Conducting business research. Facilitating organizational change.

879 Strategic Management Consulting Projects
Spring. 3(2-2) P: MBA 850 R: Open to MBA students.

Team-based, project-oriented course in which students work with a company to analyze a strategic issue facing the company. Development of a consulting engagement from project definition through a final report and recommendations.

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 the Eli Broad College of Business. Approval of department. Faculty-supervised independent study.

906 Organizational Research Methods
Fall. 3(3-0) R: Open to doctoral students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. 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 years. 3(3-0) R: Open only to graduate students in the College of Business or approval of department. 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 Strategy Process
Spring. 3(3-0) R: Open to doctoral students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Strategy development as a process that drives the parallel issues of formulation and implementation. Survey of theory and research in this area.

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

910 Seminar in Strategic Management
Fall of even years. 3(3-0) R: Open only to Ph.D. students in the College of Business or approval of department. 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 years. 3(3-0) Research in timely and specialized topics in organizational behavior, organization theory, human research management, organizational policy and strategy.
914 Advanced Organizational Research Methods
Spring. 3(3-0) Interdepartmental with Statistics and Probability. Administered by Management. P: MGT 906
Methods for empirically testing scientific theories in organizational contexts.

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.
Doctoral dissertation research.