EXECUTIVE MBA PROGRAM

The Eli Broad College of Business
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


**812 Accounting for Decision Making and Control**
Fall. 2(2-0) Fall: Australia and MSU Management Education Center, Troy. 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: MGT 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.

Integration 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.

**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**
Fall, Spring, Summer. 1(1-0) Fall: Australia and MSU Management Education Center, Troy. R: Open to Executive MBA students. SA: MGT 836


**845 Entrepreneurship**
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. SA: MGT 832

Process of planning, starting, and positioning new businesses which link directly to customer requirements. Understanding unmet market opportunity due to competitive gaps or customer needs for both consumer and industrial products and services.

**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.

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.

**856 Human Resources and Complex 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.

**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 investment types and effective strategies for leveraging IT value.

**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. SA: MGT 836, MGT 822

Alternative ethical prescriptions for business and for enterprise managers and their evolution with globalization of the market. 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. 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. 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.
Executive MBA Program—EMBA

887  Business Assessment and Operational Excellence
Fall, Spring, Summer. 2(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.