MANAGEMENT MGT

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

293 Cooperative Education for Business Students
Fall, Spring. 1(1-0) A student may earn a maximum of 3 credits in all enrollments for this course. Interdepartmental with Account-
ing and Economics and Finance and Hospita-
tality Business and Supply Chain Manage-
ment. Administered by Supply Chain Man-
agement. R: Approval of department. SA: MSC 293
Integration of pre-professional educational employ-
ment experiences in industry and government with knowledge and processes taught in the student's ac-
cademic program. Educational employment assign-
ment approved by the Department of Supply Chain Management.

315 Managing Human Resources and Organizational Behavior
Fall, Spring, Summer. 3(3-0) RB: Programs for which MGT 315 is a catalog-listed require-
ment. R: Open to juniors or seniors in the Ac-
counting major or in the Finance Major or in the Marketing Major or in the Supply Chain Management Major or in the Business - Ad-
mitted major or in the Human Resource Manage-
ment Major or in the Management Major 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 plann-
ing, job analysis and evaluation, staffing. Compensa-
tion and labor relations. Employee safety. Training, development, and performance appraisal. Issues of diversity and ethics.

325 Management Skills and Processes
Fall, Spring, Summer. 3(3-0) R: Open to jun-
iors or seniors and not open to students in the Ac-
counting major or in the Finance Major or in the Marketing Major or in the Supply Chain Management Major or in the Business - Ad-
mitted major or in the Human Resource Manage-
ment Major or in the Management Major. SA: MGT 302
Managerial skills and processes in goal-directed in-
stitutions.

352 Entrepreneurship: New Venture Process
Spring. 3(3-0) P: ACC 202 or ACC 230 R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Gradu-
ate School of Management or in the Retail Management Minor and not open to students in the School of Hospitality Business. Becoming an entrepreneur. Developing successful business ideas. Moving from an idea to an entrepre-
nneurial firm. Managing and growing an entrepre-
nneurial firm.

371 Retail Planning and Buying
Fall, Spring. 3(3-0) R: Open to students in the Retail Management Minor or approval of de-
partment.
Role of a retail buyer in consumer products/fashion industries. Market and trend research, target cus-
tomer needs, assortment planning, strategic buying, international sourcing, merchandise planning and control, and product development.

393 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 Sup-
ply 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 mul-
tinational corporations, foreign markets and econo-
 mies, internal and external market transactions, inter-
national law, cultural influences, and multinational business strategies.

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

411 Organizational Staffing
Spring. 3(3-0) P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to jun-
iors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Retail Management Minor or in the Sports Business Management Minor and not open to students in the School of Hospitality Business.
Job and organizational analysis. Personnel planning, recruitment, selection and placement. Employment interviewing and testing. Validation of selection pro-
cedures, equal opportunity employer (EEO) guide-
lines, and affirmative action. Issues and diversity of ethics.

412 Compensation and Reward Systems
Fall. 3(3-0) P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Retail Management Minor or in the Sports Business Management Minor and not open to students in the School of Hospitality Business.
Designing compensation systems. Job evaluation, in-
ternal and external equity. Pay-for-performance plans and financial incentives. Wage and salary surveys. Benefits administration. Diversity and ethical consid-
erations.

413 Personnel Training and Development
Fall. 3(3-0) P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Retail Management Minor and not open to students in the School of Hospitality Business.
Designing and implementing training and develop-

414 Diversity in the Workplace
Spring. 3(3-0) P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to jun-
iors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Retail Management Minor or in the Sports Business Management Minor and not open to students in the Hospi-
tality Business Minor.
Problems experienced by racial, ethnic, physically disabled, and other minorities in work organizations. Awareness training for managers. Ethical issues.

418 Labor-Management Relations
Spring. 3(3-0) P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to jun-
iors or seniors in the Accounting major or in the Finance Major or in the Marketing Major or in the Supply Chain Management Major or in the Business - Ad-
mitted major or in the Human Resource Manage-
ment Major or in the Management Major or in the School of Hospitality Business.
Contextual framework of employment relations in un-
on and non-union settings; history and labor law; en-
vironmental influences and employer and organized labor strategies; collective bargaining process includ-
ing negotiations; grievance administration and arbi-
tration; public sector employment relations.

460 Capstone for Management Majors (W)
Fall, Spring. 3(2-2) P: (MGT 315 or concurrent-
ly) or (MGT 325 or concurrently) R: Open to seniors in the Human Resource Manage-
ment Major or in the Management Major or in the Retail Management Minor or in the Sports Business Management Minor.
Topics in management and organizational behavior.

474 Negotiations
Fall, Spring. 2(2-0) Interdepartmental with Supply Chain Management. Administered by Management. R: Open to juniors or seniors in the Supply Chain Management Major or approval of department. SA: SCM 474
Strategic negotiation, negotiation preparation, buyer-supplier relationship assessment, international nego-
tiations, and negotiation simulation.

475 Negotiation and Conflict Management
Fall. 3(3-0) 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 Hospita-
tality Business or approval of department.
Negotiation and bargaining to manage people and in-
terpersonal relations. Developmental processes, stages, and types of conflict. Conflict management and resolution.
MGT—Management

476 Globalization and International Management  Spring, 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 performance, communication, negotiations, structure, and personal career implications of international management.

479 Sports Business Management  Fall, 3(3-0) R: Open to juniors or seniors in the Sports Business Management Minor or approval of department.  Introduction to current sports industry landscape and impact of business on decision-making in sports. Focus on trends in intercollegiate athletics and professional sports including careers, governance, organizational structure, revenue and sports entertainment.

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 to 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) A student may earn a maximum of 9 credits in all enrollments for this course. P: (MGT 315 or concurrently) or (MGT 325 or concurrently) R: Open to juniors or seniors in the Eli Broad College of Business and The Eli Broad Graduate School of Management or in the Retail Management Minor or in the Sports Business Management Minor 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.

493A Sports Business: Internship  Spring, Summer. 3(3-0) P: MGT 479 R: Open to juniors or seniors in the Sports Business Management Minor or approval of department. SA: MGT 493 Not open to students with credit in MGT 493B. Supervised, professional work or internship experience in the field of sports business with intercollegiate athletics or professional sports associations, firms, leagues, organizations, teams or sports business and entertainment companies.

493B Sports Business: Fieldwork Seminar  Spring, 3(3-0) P: MGT 479 R: Open to juniors or seniors in the Sports Business Management Minor or approval of department. Not open to students with credit in MGT 493A. Leadership in day-to-day operations, decision making, strategic planning alongside industry leader in sports business. Hands-on projects in intercollegiate athletics, professional sports or applicable associations, firms or leagues. Rotational exposure to unit(s) and/or executive(s) within organization. Behind the scenes experience and knowledge of industry through real-time projects and solution-focused problem solving.

801 Analyzing your Organization  Fall, Spring, Summer. 1 to 2 credits. P: MGT 810 or MGT 824 R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to MBA students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Not open to students with credit in PIM 801. Analysis of the student's organization focusing on issues related to the management of people, group processes, and organizational design. Review of various aspects of their organizations' processes related to the management of people and suggest a plan for improving the effectiveness of those processes. Issues include motivation, diversity, leadership, group performance, and culture.

802 Strategic Analysis  Fall, Spring, Summer. 1(1-0) P: MGT 866 R: Open to master's students in the Department of Management. Not open to students with credit in PIM 804. Supervised analysis of the student's employing organization, focusing on interviewing the CEO or visible leader. Assessing the correspondence between the leader's vision and concepts presented in the program.

804 International Management  Fall, Spring, 1 to 3 credits. P: MBA 824 or (MGT 810 or MGT 824 or approval of department) R: Open to graduate students in the Eli Broad College of Business and The Eli Broad Graduate School of Management 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, Spring, Summer. 1 to 3 credits. R: Open to master's 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 management and decision support, and international human resource management.

811 Fundamentals of Human Resource Staffing  Spring. 1 to 3 credits. P: MGT 810 or concurrently R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Fundamentals of human resource staffing. Legal issues; measurement, reliability, and validity; job analysis; performance assessment; and recruitment.

812 Advanced Topics in Human Resource Staffing  Spring, 1 to 3 credits. P: MGT 811 or concurrently R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Initial assessment methods such as letters of recommendation and weighted application blanks. Substantive assessment methods such as cognitive ability, personality, integrity, and situational judgment tests. Structured interviews and assessment centers. Selection decision making.

814 Managing Diversity in the Workplace  Fall, Spring, Summer. 1 to 3 credits. P: MGT 810 or concurrently R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Problems experienced by racial, ethnic, physically disabled, and other minorities in work organizations. Awareness training for managers.

817 Managing the Learning Organization  Fall, Spring, Summer. 1 to 3 credits. P: MGT 810 or concurrently R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Assessing knowledge, skills, and abilities within the organization. Matching future employee skill needs with appropriate learning strategies. Linking employee knowledge, skills, and abilities with overall organizational strategies.

818 Talent Management and Development  Fall, Spring, Summer. 1 to 3 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. The role of managing human resources to realize organizational goals and mission. Employee recruitment and development, performance management, succession planning, and retention strategies. Career management and leadership development.

822 Developing Reward and Compensation Systems  Fall, Spring, Summer. 1 to 3 credits. P: MGT 810 or concurrently R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and open to MBA 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 Developing Managerial Skills
Fall, Spring, Summer. 1 to 3 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to MBA students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. SA: MGT 850 Not open to students with credit in MBA 824.
The management of people, group processes, and organizational design. Theories and research are applied to developing managerial skills in motivation and leadership, with an understanding of diversity, organizational culture and structure.

832 Foundations of Negotiation
Fall. 1 to 3 credits. P: MBA 824 or MGT 824 R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Fundamentals of effective negotiations through readings, simulations, videos, and discussions. Planning for negotiation, integrative and distributive negotiation strategy, power and influence, ethics and interpersonal communication. Experience in negotiating through simulations and follow-up discussions.

833 Complex Negotiations and Dispute Resolution Systems
Fall. 1 to 3 credits. P: MGT 832 R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Managing complex negotiations, such as mediated conflicts, coalitions, multiparty negotiations, cross-cultural negotiations, and dispute resolution system design. Unique challenges in complex negotiations and strategies to meet bargainers' interests in these negotiations.

840 Leadership and Team Management
Fall, Spring, Summer. 1 to 3 credits. P: MBA 808 or (MGT 824 or approval of department) R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Development of leadership abilities through readings and laboratory application.

842 Leading A Strategy Change
Fall, Spring, Summer. 1 to 3 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management or approval of department. Issues related to role of leadership in the change process. Emphasis on the need for and execution of a change in strategy.

850 Competitive and Business Strategy
Fall, Spring, Summer. 1 to 3 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to MBA students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Not open to students with credit in MBA 850.
Concepts and methods that integrate previous training in functional areas of management. Total firm perspective and ways top managers create and sustain competitive advantage in today's challenging global marketplace.

852 Entrepreneurship: Recognizing New Venture Opportunities
Spring. 1 to 3 credits. 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. Appropriate techniques required to recognize new venture opportunities. Develop and evaluate ideas to determine whether they could become a viable new venture.

853 Entrepreneurship: Exploiting New Venture Opportunities
Spring. 1 to 3 credits. 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. Appropriate techniques required for exploiting a new venture opportunity. Develop and evaluate business models that enhance the success of a new venture opportunity.

854 Global Strategy
Fall. 1 to 3 credits. P: MGT 850 or MGT 858 or approval of department R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to MBA students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. The course is designed to provide an overview of the basic building blocks of the strategic management process in a global setting; provide a framework for understanding how multinational companies manage and leverage competitive advantage across international markets.

856 Corporate Strategy
Fall, Spring, Summer. 1 to 3 credits. P: MBA 850 or MGT 850 R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Management of multi-business firms, conglomerates and business groups. Mergers and acquisitions, firm scope, strategic alliances, corporate governance and strategic leadership.

858 Strategic Management
Fall, Spring, Summer. 1 to 3 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to MBA students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Concepts related creating and sustaining a competitive advantage in a competitive market, and the management of multi-business firms, including business strategies and models, value creation, industry structure and dynamics, mergers and acquisitions, firm scope, and strategic alliances.

863 Negotiations
Fall, Spring, Summer. 1 to 2 credits. R: Open to master's students in the Eli Broad College of Business and The Eli Broad Graduate School of Management and not open to students in the Master of Business Administration in Business Administration. Strategic negotiations, negotiation preparation, buyer-supplier relationship assessment, international negotiations, and negotiation simulation.
Communication Strategies for Business
Spring. 1 to 3 credits. A student may earn a maximum of 3 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. Approval of department. Professional communication skills, from basic business writing techniques to cutting-edge digital and social-media strategies.

Independent Study
Fall, Spring, Summer. 1 to 3 credits. A student may earn a maximum of 3 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. Faculty-supervised independent study.

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.

Seminar in Organizational Behavior
Fall of odd years. 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. 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.

Seminar in Strategy Process
Spring of even years. 3(3-0) RB: MGT 906 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.

Seminar in Human Resource Management
Fall of even years. 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. Classic and current empirical research. Job analysis, personnel selection, training, and incentive systems.

Seminar in Strategic Management
Spring of odd years. 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. Review of recent research literature. Topics include developments in strategic types, identification of strategic groups, strategy formulation, implementation, and decision making.

Special Topics Research Seminar
On Demand. 3(3-0) A student may earn a maximum of 9 credits in all enrollments for this course. R: Open to doctoral students in the Eli Broad College of Business and The Eli Broad Graduate School of Management. Research in timely and specialized topics in organizational behavior, organization theory, human research management, organizational policy and strategy.

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.

Doctoral Dissertation Research
Fall, Spring, Summer. 1 to 24 credits. A student may earn a maximum of 36 credits in all enrollments for this course. R: Open to doctoral students. Doctoral dissertation research.