MANAGEMENT (MGM)

MGM 3100 Cybersecurity and Privacy for Business (4)
In any organization, cybersecurity and privacy is everyone's business. This course introduces key business considerations for cybersecurity and privacy for various areas and industries in business. It will have a practical and applied focus and front line staff and C-Suite level considerations will be covered including measures that should be considered. A specific technical or cybersecurity background is not required. Springs.

MGM 3150 Fundamentals of Business Operations (2)
This course introduces the systems, projects, and processes used in effectively and efficiently operating a business. The creation and delivery of quality goods and services to businesses and end consumers is essential to everyday life. Students will understand the importance of operational excellence in delivering value and achieving customer satisfaction. Springs and Falls.

MGM 3190 Business Operations Analytics (4)
This course explores the concepts and practical solutions for challenges encountered in the design and operation of a business. The course investigates both manufacturing and service industry models from the perspective of the Operations Manager. The use of case studies and quantitative analysis techniques will enable students to understand and determine operational tradeoffs and alternative solutions to complex business problems. Springs and Falls. (QRCO)
Prerequisite(s): MA 2210

MGM 3300 Negotiations and Conflict Resolution (4)
All of us negotiate every day, though we often do not realize it. Stu-dents will learn by participating in multiple negotiation role plays they can expect to encounter throughout their lives. Successful negotiation and conflict resolution results from better preparation, superior emotional intelligence and a commitment to separating "the people" from "the problem(s)." Springs and Falls.
Prerequisite(s): BUS 1100
Corequisite(s): none

MGM 3400 Emotional Intelligence in Organizations (4)
The purpose of this course is to help students understand, and apply, the concepts and skills related to Emotional Intelligence (EQ). EQ has proven to be a determiner of individual success in organizations and this course will guide students in how to effectively use EQ in their professional lives. Springs and Falls.

MGM 3450 Organizational Behavior & Team Development (4)
Learning to manage human behavior improves your effectiveness as an individual performer, team member, and leader in an organization. Students develop interpersonal skills and critical thinking to lead and manage diverse teams recognizing the global implications of organizational behavior. The course engages students in entrepreneurial thinking and creative problem solving to promote innovation and opportunities for change. Springs and Falls. (DICO)
Prerequisite(s): None

MGM 3500 Business Feasibility & Consulting (4)
Students work as consultants to client(s) considering new opportunities and early-stage concepts. Business owners and early-stage entrepreneurs engage students to understand better market opportunities, potential value, and associated risks of their newly conceptualized products or services. Students work with the client to identify/clarify opportunities, conduct research relating to market feasibility, and provide recommendations for potential strategic prospects and limiting factors. Springs and Falls.

MGM 4100 Risk Management, Governance, and Compliance (4)
An introduction to the principles of risk management, governance, and compliance (RGC) as applied to management, business, cybersecurity, and technology environments. The intersection of risk-based decision-making, policy frameworks, and regulatory obligations including governance models, compliance requirements, risk assessment, and enterprise risk communication are covered based on evaluating and managing risk while aligning technical and business objectives. Also offered as CY4100. Falls.
Prerequisite(s): None.

MGM 4250 Managing Human Resources (4)
Managing people drives organizational effectiveness and individual career success. Students learn practical skills about recruitment, workforce diversity, performance management, compensation and rewards, talent development, and employee retention and engagement. #Best practices for managing people-related issues and trends are examined from the perspectives of both the human resources professional and the practicing manager or team leader. Springs and Falls.
Prerequisite(s): MGM 3450 or BU 3420.

MGM 4300 Effective Leadership in Organizations (4)
This course is designed to provide a basic introduction to leadership by focusing on what it means to be a good leader. Emphasis in the course is on the practice of leadership using emotional intelligence and the exploration of positive leadership practices. Springs and Falls.
Prerequisite(s): MGM 3400 - Emotional Intelligence in Organizations

MGM 4900 Strategy & Sustainable Competitive Advantage (4)
The most effective managers and leaders demonstrate exceptional strategic thinking. In effect, they can evaluate complex and rapidly-changing situations using sometimes incomplete or inferred data - much like completing a puzzle by connecting seemingly unrelated pieces. Students apply views from varied business disciplines to develop effective strategic plans that ensure long-term competitive position, growth, and sustainability. Springs, Falls, Summers, Early Springs.
Prerequisite(s): BUS 1100 or BU 2450; and BUS 1200 or BU 2480; and BUS 1300 or (BU 1100 and BU 3240); and BUS 1400 or (EC 2550 and EC 2560); and BUS 2000 or (BU 1152 and BU 2262); and BUS 2100 or BU 3210; and BUS 2300 or BU 2290; and BUS 2200.