<table>
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<tr>
<th>MBA Core Course Number &amp; Name</th>
<th>Semester/Year Planned</th>
<th>Semester/Year Actual</th>
<th>Grade</th>
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<tbody>
<tr>
<td>ECON 923 Economics of Organizational Design</td>
<td>Fall Year 1</td>
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<tr>
<td>MGMT 911 Organizational Behavior &amp; Theory</td>
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<tr>
<td>MGMT 931 Quantitative Methods for Business and Operations</td>
<td>Spring Year 1</td>
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<tr>
<td>MRKT 917 Strategic Marketing</td>
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<tr>
<td>BUJS 933 Enterprise Information Technology</td>
<td>Summer Year 1</td>
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<tr>
<td>FINA 929 Financial Management</td>
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<tr>
<td>MGMT 918 Managing in A Global Environment</td>
<td>Fall Year 2</td>
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<tr>
<td>MGMT 971 Communication and Negotiation</td>
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<tr>
<td>ENTR 920 Intrapreneurship and Entrepreneurship</td>
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<tr>
<td>MGMT 940 Business Ethics and Legal Environment</td>
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<td>MGMT 978 Leadership and Change</td>
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<td>MGMT 989 Strategic Management*</td>
<td>Summer Year 2</td>
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*All core courses MUST be completed prior to taking the Capstone course except if you are taking concurrently MGMT 971 Communication and Negotiation or MGMT 978 Leadership and Change

*Request Graduation and Diploma Form from Kimberly Hardy khardy@framingham.edu
# Course Descriptions

**Buis 933 Enterprise Information Technology**
An examination of the management and use of information technology (IT) in a business organization. The course explores topics including evaluating technology solutions, understanding business networks, data and network security, the strategic and tactical role of IT in business, managing IT infrastructure and operations, IT planning and architecture, data and information management, and intelligent systems.

**Econ 923 Economics of Organizational Design**
An examination of the optimal means of coordinating relationships between buyer and seller; between employer and employee; and between the firm and lenders of capital and providers of intermediate product. The three principal forms of organization, the price system, relational contracts, and ownership are examined and contrasted. Study focuses on the theory of transaction cost economics and rudimentary game theory. Topics include the principal-agent problem, the make or buy decision, adverse selection, corporate culture, and the tension between self-interest and cooperation.

**Entr 920 Intrapreneurship and Entrepreneurship**
Designed to emphasize intrapreneural and entrepreneurial approaches to starting new ventures as a new business or within an existing organization. Students explore entrepreneurship and innovation-related topics, develop viable business venture concepts and examine the details of developing and running a new business venture. Students evaluate innovative ideas, conduct market analysis and feasibility and select the appropriate business structure. Drivers of success and failure, funding sources and the legal and regulatory environment are discussed.

**Fin 929 Financial Management**
An introduction to the two fundamental financial concepts - the investment decision and the financing decision, and their possible interactions. This includes the type of assets a firm acquires, the reason(s) for acquisition, and the sources and costs of financing these assets. Assets, liabilities and capital, both short and long-term, are described using accounting terminology and evaluated using mathematical analysis.

**Mgmt 911 Organizational Behavior & Theory**
An examination of the relationships between individuals, groups and the organization as it relates to organization strategic performance. Participants focus on theoretical, empirical and practical applications or organization research. Topics include motivation, group dynamics, team management, organizational injustice, decision-making, leadership, diversity and interpersonal relations.

**Mgmt 918 Managing in a Global Environment**
An introduction to the contemporary world of international business through an examination of the social, cultural, economic, ecological, and commercial aspects that impact global operations. Emphasis is both on the thorough understanding of the effect that international business has on the different functional aspects of the enterprise as well as the manner in which firms organize, operate, and formulate strategies in order to maximize their chances of successful operations. The goal of the course is to acquaint the student with conceptual and analytical tools necessary for the formulation of knowledge concerning international business practices, strategy, and positioning.

**Mgmt 931 Quantitative Methods for Business and Operations**
A study of quantitative methods used in business decision making. Methods of optimization modeling, such as linear and integer programming, Decision Theory, Queuing Theory and others are covered. Techniques for optimizing many critical business strategy and operations management decisions, such as production capacity, distribution network design, Input/output analysis, bottleneck and capacity analysis, economies of scale in material handling and distribution, Economic Order Quantity (EOQ), Materials Resource Planning (MRP), reorder point computations, distribution and logistics management, and production and workforce scheduling are included.

**Mgmt 940 Business Ethics and Legal Environment**
A discussion of the dynamic ethical, legal, management, economic and non-economic and regulatory environments in which firms compete domestically and internationally. This course applies ethical models of decision making to business decisions and compare and contrast the impact of these decisions on relative stakeholders and firm competitiveness.

**Mgmt 971 Communication and Negotiation**
A study of effective business communication and negotiation skills. Students examine and apply effective written, verbal and interpersonal communication skills in the context of the business setting. Students learn to plan, craft and complete
brief messages, full reports, proposals, and online and oral presentations. Students learn the importance of framing dynamics and how to prepare to negotiate by exploring major concepts and theories of bargaining. Students apply effective communication and negotiation skills covered in the course to practical problems traditionally faced by managers in today’s complex business environment.

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<td>An in-depth study into the leadership and management skills that change agents use on a regular basis as they implement organizational change. The class provides skill development of both managerial and interpersonal skill elements crucial to the success of change implementations. The leader as a visionary is critical to success in any organization, and a key attribute for any organizational leader. This course examines leadership theories and organizational change theories. This course links the two. Leadership model are examined as well as all those related to organizational change. Students come away from this course with the ability and tools to affect change within their organization.</td>
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<th>MRKT 917 Strategic Marketing</th>
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<td>This course focuses on critically scanning and analyzing the external environment, defining strategic marketing decisions, developing and applying models to evaluate the alternatives and formulating recommended courses of action.</td>
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**CAPSTONE COURSE:**

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<th>MGMT 989 Strategic Management</th>
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<td>Designed to advance the integrated application of management competencies acquired throughout the MBA program. Students complete an individual, student-driven project on issues in a selected industry. In addition, using comprehensive case studies and working in small teams, students explore relationships between the context, content, and process of managing organizations, as well as other complexities of strategic management.</td>
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