

MGT 4190: International Management

3 Credit Hours

Prerequisite: MGT 3100, 60 credit hours with a minimum GPA of 2.0, and Admission to the Coles College Undergraduate Professional Program or student in a Coles College Partner Program that includes this course.

This course deals with the basic managerial functions in an international enterprise. It explores the theoretical and practical aspects of managing international business operations, and deals with multi-cultural and global issues of managing the business expansion beyond the domestic market. It portrays the difficulties of managing enterprises that cross national borders and have to deal with cultural diversity, and diversity in socio-political and economic systems.

MGT 4199: Strategic Management

3 Credit Hours

Prerequisite: BUSA 4150, ECON 3300, FIN 3100, MGT 3100, MGT 3200 and MKTG 3100 and Admission to the Coles College Undergraduate Professional Program. This course is taken in the last or next-to-last semester in the B.B.A. program.

This course emphasizes an integrative, multifunctional, general management perspective of the organization and its long-term survival in a global economic environment. It builds the knowledge base and analytical skills required for managing a business enterprise. Components include situation analysis, strategy formulation, evaluation, and choice, as well as strategy implementation at different organizational levels, and under different contextual conditions. The course enables the refinement of the student's communication and presentation skills, as well as the interpersonal abilities necessary for accomplishing group tasks. Integrating multiple business disciplines, it serves as the capstone course in the business curriculum.

MGT 4200: Family Business Consulting

6 Credit Hours

Prerequisite: MGT 3100, 60 credit hours with a minimum GPA of 2.0, and Admission to the Coles College Undergraduate Professional Program or student in a Coles College Partner Program that includes this course.

This course explores both consulting practices and the challenges faced in family business. In addition to introducing the concepts and tools in both these areas, the course provides real-world insights via interaction with family business owners and professionals from local and regional consulting firms. The course includes on-site visits to family businesses where students apply what they have learned in class and analyze problems and develop plans to assist these companies.