

## **MGT 4123: Family Business 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 explores the unique challenges and opportunities involved in owning and/or managing a family business. By attending the class, students learn to identify and address challenges related to responsible ownership, succession, corporate governance, family governance, professionalization, and family office. Both family and non-family members' perspectives are explored and addressed.

## **MGT 4124: Franchise 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.*

Franchise Management is an introduction to the field of franchising as it concerns the franchiser (the business who grants the business rights to franchisees), and the franchisee (the individual or business who obtains the rights to operate the franchised business in accordance with the chosen method to produce or sell the product or service). It covers the body of knowledge on how to expand an existing business through domestic or international franchising as well as how to analyze and decide how to buy and manage a franchise.

## **MGT 4130: Commercial Real Estate Ventures**

### **3 Credit Hours**

This course addresses the acquisition, development, operation, and disposition of commercial real estate properties, with a special emphasis on shopping centers. Dimensions of inquiry include: ethical decision making, specific legal requirements associated with real estate ventures, and stakeholder (developers, investors, local communities, and public sector) analysis.