## Financial Accounting
Financial accounting concepts and procedures for external reporting.

## Organizational Theory and Behavior
Concepts and applications of management, including motivation, leadership, group dynamics, organization design, decision-making, communication, and organization change.

## Managerial Statistics
Fundamentals of quantitative analysis to aid managerial decision-making under uncertainty.

## Strategic Leadership
An overview of strategy and policy in the organization, emphasizing the integration of decisions in functional areas.

## Managerial Economics
Application of microeconomics analysis to managerial decision-making at the firm level in areas of supply and demand, production, cost and pricing; evaluation of competitive strategies.

## Managerial Finance
Theory and practice of financial decision-making, including risk analysis, valuation, capital budgeting, cost of capital and working capital management.

## Marketing Management
Managing the marketing function; market and environmental analysis; marketing planning, strategy, and control concepts. Development and management of marketing programs.

## Negotiations
A foundation in the essential knowledge bases crucial to being an effective negotiator delivered through experiential exercises and negotiation simulations, as well as discussions of negotiation-based cases.

## Operations and Supply Chain Management
Conceptual foundations of operational and logistic functions for all types of organizations. Application of analytical methods to production problems.

## Managerial Accounting
Managerial accounting concepts and procedures for internal reporting.

## Career Leadership
This course teaches and applies theories and best practices of career management and job search techniques to make an informed career choice and develop lifelong career management skills.

## Business Communications
The main emphasis of the class is on presentation skills, but business writing, informal business communications, and communications related to the job search are also addressed. The class is experiential giving students the opportunity to practice these communications skills.

## Project Management
Addresses the fundamentals of managing projects to help students learn the tools and techniques available to successfully manage projects of varying sizes and complexity.

## Ethical Issues for Managers
Develops a higher level of ethical functioning as a current and future organizational decision maker, manager, and leader.

## Entrepreneurial Consulting Project
Generate and evaluate solutions while working with a real business client on a consulting assignment, provide recommendations, and prepare and present a final report to the client.