Executive MBA (MGMT EP)

Courses

MGMT EP 200. Managing of Innovative Organizations for Executives. 7 Units.
Using concepts from organization studies, examines different frameworks for analyzing and designing innovative organizations; the foundations of competitive analysis; alliances and networks as a source of innovation; and key issues in managing innovation effectiveness. Every other weekend course format.

Grading Option: Satisfactory/unsatisfactory only.

Restriction: Executive M.B.A. students only.

Focuses on the application of the quantitative model-building approach to problem solving by integrating modern computer technology with quantitative techniques. Application of methodology to problems of management production and service operations.

MGMT EP 201A. Statistics for Executives . 5 Units.
Methods of statistical inference, emphasizing applications to administrative and management decision problems. Topics include classical estimation, hypothesis testing, regression, correlation, analysis of variance, decision analysis, and forecasting. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 201B. Management Science for Executives . 5 Units.
An introduction to computer-based models for decision making. Topics include optimization (linear programming, integer programming, network flow models) and computer simulation. Uses spreadsheets extensively, including Excel built-in and add-in packages. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 202. Organizational Analysis for Executives . 5 Units.
Develops a better understanding of individual and group behavior in and across organizations, and the frameworks by which to analyze and understand behavior in complex organizations. Enhances the skills required to manage collaboration and lead. Every other weekend course.

Restriction: Executive M.B.A. students only.

MGMT EP 203A. Financial Accounting for Executives . 5 Units.
Involves the development, analysis, and interpretation of financial accounting information for external reporting purposes. Emphasis on measurement and valuation issues in decision-making problems and cases. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 203B. Managerial Accounting for Executives . 5 Units.
Involves developing and using internal financial and non-financial information to help organizations make planning, budgeting, control, operating, and performance evaluation decisions. Every other weekend course format.

Prerequisite: MGMT EP 203A.

Restriction: Executive M.B.A. students only.

MGMT EP 204A. Microeconomics for Executives . 5 Units.
Provides basic tools for analyzing economic decisions of consumers and firms. Topics include demand and supply analysis, production and cost theory, perfect competition, monopoly, market failures, and introductory game theory. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 204B. Macroeconomics for Executives . 5 Units.
Introduces use of macroeconomic analysis to manage the business cycle for competitive advantage. "Business cycle-sensitive" management is explored within the context of marketing, operations management, HRM, merger and acquisition activity, and capital financing and expenditures. Every other weekend course format.

Prerequisite: MGMT EP 204A.

Restriction: Executive M.B.A. students only.
MGMT EP 205. Marketing for Executives . 5 Units.
Introduction to marketing. Topics include developing familiarity with fundamental marketing concepts, theories, and techniques; acquainting students with the type of decisions made by executives including customer targeting, product, pricing, place, promotion, and research. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 207. Information Technology for Executives . 5 Units.
Focuses on how information technology is used to create value in organizations through product, process, and strategy innovation. Aims to help managers understand the strategic role of key information technologies in managing organizations. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 208. Operations Management for Executives . 5 Units.
Introduction to strategic and tactical issues in production and operations management. A blend of quantitative and qualitative considerations. Topics include product planning, process design, capacity management, production planning, inventory control, just-in-time manufacturing, and quality management. Every other weekend course format.

Restriction: Executive M.B.A. students only.

MGMT EP 209A. Managerial Finance for Executives . 5 Units.
Introduces students to financial theory and concepts. Topics include time value of money, valuation of stocks and bonds, capital budgeting, portfolio theory, and capital structure choice. Every other weekend course format.


Restriction: Executive M.B.A. students only.

Provides conceptual frameworks and techniques to analyze and develop firm strategies. Through case analysis/discussion, helps improve strategic thinking by developing frameworks by which to assess, evaluate, and respond to different business situations. Every other weekend course format.

Prerequisite: MGMT EP 200 and MGMT EP 202 and MGMT MBA 205 and MGMT 209A.

Restriction: Executive M.B.A. students only.

MGMT EP 213. New Venture Management: A Course in Entrepreneurship. 5 Units.
Focuses on survival and growth of new ventures. Involves a mix of live cases, guest speakers, discussion, and field projects with contemporary entrepreneurs to learn about successful new venture management and surviving the liabilities of newness.

Prerequisite: MGMT EP 202 and MGMT 205 and MGMT 210.

Restriction: Master of Business Administration students only.

MGMT EP 218. Business Dynamics for Executives . 5 Units.
Business Dynamics aims to improve both the ability to analyze sudden challenges to organizational survival and to quickly implement a winning response. Enhances competitive analytical skills by dissecting the complex challenges businesses face. Every other weekend format.


Restriction: Master of Business Administration students only.

MGMT EP 225. Negotiations For Executives . 5 Units.
Using a combination of theory and practice via negotiation simulations, students expand their repertoire of negotiating skills and develop their ability to analyze different negotiation situations and contexts. Every other weekend course format.


Restriction: Master of Business Administration students only.

MGMT EP 248. Corporate Valuation. 5 Units.
Studies cases that expand concepts covered in the introductory corporate finance course and focuses on estimating the value of firms and projects in diverse settings.

Prerequisite: MGMT EP 209A and MGMT EP 209B.

Restriction: Master of Business Administration students only.
MGMT EP 283. Decision Analysis for Executives . 5 Units.
Models of preferences and uncertainty; exercises in creative problem solving. Assessment and use of preference models for private, public, and not-for-profit decision making. Assessment and use of subjective probabilities in decision making. Every other weekend course format.
Restriction: Master of Business Administration students only.

MGMT EP 290. Special Topics in Business. 2-5 Units.
Studies in selected areas of business. Topics addressed vary each quarter.
Repeatability: May be repeated for credit unlimited times.
Restriction: Masters of Business Administration students only.

MGMT EP 295A. Global Business I for Executives . 5 Units. 5 Workload Units.
Fundamentals of global strategy, economics, and financial issues. Topics include global manager’s environment, global strategy, impact of national culture on business systems, strategies and practices, foreign direct investment, corporate governance, human resources, and international marketing. Every other weekend course format.
Restriction: Executive M.B.A students only

MGMT EP 295B. Global Business II for Executives. 8 Units.
Emphasizes and reinforces international perspectives contained in the M.B.A. curriculum by providing a week-long intensive seminar abroad in the second year. Scholars and business people from the host country instruct Executive M.B.A. students in designed class sessions and company visits.
Restriction: Executive M.B.A students only.

MGMT EP 296. Executive Leadership . 7 Units.
Focuses on the conceptual, practical, and personal dimensions of executive leadership. Past and current leadership theories are addressed. Individual personal assessment and diagnosis. Every other weekend course format.
Prerequisite: Admission to the Executive MBA program.
Restriction: Executive M.B.A students only.

MGMT EP 299. Individual Study. 1-8 Units.
Individual Study under the direction of a selected faculty member.
Repeatability: May be repeated for credit unlimited times.
Restriction: Masters of Business Administration students only.