

# Executive MBA (MGMT EP)

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## Courses

### **MGMT EP 200. Thinking Strategically in the Digital Age for Executives. 6 Units.**

Focuses on the strategic and organizational challenges that a rapidly changing environment poses to the firm's management and frames them according to Merage's strategic emphasis on analytical decision making, innovation, and information technology.

Grading Option: Satisfactory/unsatisfactory only.

Restriction: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 201A. Business Analytics: Decision-Making for Executives. 4 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.

Restriction: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 202. Organizational Leadership for Executives. 4 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: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 203A. Financial Reporting Policies for Executives. 4 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: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 203B. Managerial Accounting for Executives. 4 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. MGMT EP 203A with a grade of C or better

Restriction: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 204A. Microeconomics for Executives in the Digital Age. 4 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: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 204B. Macroeconomics for Executives. 4 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. MGMT EP 204A with a grade of C or better

Restriction: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 205. Marketing Leadership. 4 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: Graduate students only. Administration - Executive Majors only.

### **MGMT EP 207. Competing with Digital: Technology, Analytics, Business Models. 4 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: Graduate students only. Administration - Executive Majors only.

**MGMT EP 208. Operational Excellence: Processes, Strategy, and Analytics. 4 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: Graduate students only. Administration - Executive Majors only.

**MGMT EP 209A. Managerial Finance for Executives. 4 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.

Prerequisite: MGMT EP 201A and MGMT EP 203A and MGMT EP 204A. MGMT EP 201A with a grade of C or better. MGMT EP 203A with a grade of C or better. MGMT EP 204A with a grade of C or better

Restriction: Graduate students only. Administration - Executive Majors only.

**MGMT EP 210. Strategy for Executives: Foundations and Dynamics . 4 Units.**

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 EP 205 and MGMT EP 209A. MGMT EP 200 with a grade of C or better. MGMT EP 202 with a grade of C or better. MGMT EP 205 with a grade of C or better. MGMT EP 209A with a grade of C or better

Restriction: Graduate students only. Administration - Executive Majors only.

**MGMT EP 219. Practice of General Management for Executives. 4 Units.**

Teaches the graduating MBA how the best managers actually manage. Students develop a toolkit of proven concepts and practices that will help them succeed as managers at any level.

Restriction: Master of Business Admin Degree students only. Graduate students only.

**MGMT EP 225. Negotiations For Executives. 4 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 Admin Degree students only. Graduate students only.

**MGMT EP 290. Special Topics in Business. 2-4 Units.**

Studies in selected areas of business. Topics addressed vary each quarter.

Repeatability: May be repeated for credit unlimited times.

Restriction: Master of Business Admin Degree students only. Graduate students only.

**MGMT EP 295A. Global Business I for Executives. 4 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: Graduate students only. Administration - Executive Majors only.

**MGMT EP 295B. Global Business II for Executives. 4 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: Graduate students only. Administration - Executive Majors only.

**MGMT EP 296. Executive Leadership. 4 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.

Grading Option: Satisfactory/unsatisfactory only.

Restriction: Graduate students only. Administration - Executive Majors 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: Graduate students only. Master of Business Admin Degree students only.