MGT

Harriman School

MGT 509: Continuous Quality Improvement
This course provides students with understanding of concepts of TQM and quality improvement methods to attain world-class performance in business operations. Topics include policy deployment, process improvement methodology, daily work management, quality story methodology, six sigma, poka-yoke, ISO, Deming and Baldrige Awards criteria. Crosslisted with MEC 585, CEX 523.
3 credits, Letter graded (A, A-, B+, etc.)

MGT 515: Statistics for Managers
An introduction to statistical techniques useful in the analysis of management problems. We motivate each topic by managerial applications, and we analyze actual data sets using modern statistical software. Topics include probability, estimation, hypothesis testing, and regression analysis.
3 credits, Letter graded (A, A-, B+, etc.)

MGT 532: Finance
How firms meet and manage their financial objectives. Today's financial environment, the fundamental trade-off between risk and return, the time value of money, and valuing future cash flows are discussed. Financial tools and techniques, which can be used to help firms maximize value by improving decisions relating to capital, are explained. Bond and stock valuations are introduced.
Spring, 3 credits, Letter graded (A, A-, B+, etc.)

MGT 533: Management Economics
The techniques and approaches of microeconomic reasoning are applied to issues of management and policy. The theory of the market and the price system are closely examined to identify areas where neoclassical economics is helpful to the analyst and manager. Decisions regarding firm boundaries, competition, pricing, and entry are examined. Extensive use is made of case studies.
Fall, 3 credits, Letter graded (A, A-, B+, etc.)

MGT 535: Financial Accounting
Introduction and exploration of basic financial accounting terminology, principles, concepts, and their relevant business applications. This course will include the recording, summarization, and adjustment of financial transactions and the preparation and presentation of the basic financial statements. Other topics will include valuation methods for cash, accounts receivable, inventory and property, plant and equipment. This course is also offered as EMP 502.
3 credits, Letter graded (A, A-, B+, etc.)

MGT 541: Workshop in Management
Under faculty supervision, groups of students work for clients on management issues in a variety of areas such as health care, MIS, marketing, data analysis, business plans, and the like. The course provides students with an opportunity to apply the analytic skills they have learned in the classroom to actual management problems. Students also gain practical experience in business writing, giving formal presentations, and working in teams. The format for the course is a combination of work in the classroom and "lab" work. The lab work consists of visits with a client, developing a formal proposal, generating a final report and various other elements of a professional consulting arrangement.
6 credits, Letter graded (A, A-, B+, etc.)

MGT 562: Telecommunication Networks
The theory of telecommunication networks and their management applications. The course includes the following topics: basic principles of telecommunication network design, organizations involved in telecommunications, business applications, switching systems, voice messaging systems, local area networks, wide area networks, internetworking basics, principles of data communications, protocols, broadband networks, wireless communications, multimedia technology, the internet and electronic commerce, convergence topics (voice over IP).
Fall, 3 credits, Letter graded (A, A-, B+, etc.)

MGT 571: Marketing
A survey course covering the foundations of the marketing discipline. The course is designed to give students conceptual frameworks and tools to help firms meet demands of the marketplace in a profitable way. A wide range of marketing strategy topics (e.g., segmentation, positioning) and marketing tactics (the Four Ps of Marketing - Product, Price, Place, and Promotions) will be covered, as well as development of the discipline's foundations (definition, philosophy, and history of marketing).
3 credits, Letter graded (A, A-, B+, etc.)

MGT 580: Strategy
This principles and techniques of strategic management by which an organization sets and implements its long-range direction. This includes the processes of environmental scanning, self-assessment of organizational purpose and comparative advantage, and synthesis of organizational mission, plans, and strategic initiatives. Extensive use is made of case studies and in-class exercises.
3 credits, Letter graded (A, A-, B+, etc.)

MGT 589: Global Operations
A managerial approach to the concepts, issues, and techniques used to convert an organization's resources into products and services. Topics include strategic decisions for planning products, processes, and technologies, operating decisions for planning production to meet demand, and controlling decisions for planning and controlling operations through teamwork and Total Quality Management (TQM). Operational problems in producing goods and services are reviewed.
Prerequisite: MGT 515
Spring, 3 credits, Letter graded (A, A-, B+, etc.)

MGT 592: Organizational Behavior
An approach to understanding the behavior of individuals in organizations is developed, with emphasis on implications for effective management. This approach is used to analyze decision problems encountered in managing human resources. Topics include individual and group decision-making skills, recruitment and selection, employee ability, motivation and incentive systems, job satisfaction, performance assessment and management, retention, training, and employee development.
Spring, 3 credits, Letter graded (A, A-, B+, etc.)

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