MANAGEMENT (MGTC)

MGTC 301 Principles of Management
This course examines the general systems theory; evolution of management theory; and interpersonal behavior in business organizations. Specific topics include motivation, leadership, value attitudes, and organizational development. 3 credits.

MGTC 305 Legal Environment
Business entities in the United States operate in a unique legal environment. As a business professional, it is important to have an understanding of the legal and historical structures that impact business activity. In this competency, you will explore foundational principles of business law, the historical and statutory frameworks that impact various business decisions, and learn about the various torts and crimes that most often occur in business environments. 1 credit.

MGTC 308 Legal Environment of Business
This course is designed to provide business students with foundational knowledge about the legal and regulatory environment in which US businesses operate. Students will be tasked to (1) apply principles of law to different scenarios and real-world cases; (2) reflect on the legal and ethical side of business decisions and express their ideas through verbal, oral and visual communication; and (3) develop a recommendations report on a business case. 3 credits.

MGTC 310 Contracting and Negotiation
This competency introduces the student to contract law and examines some of the important parts of intellectual property law. We will discuss how to determine whether a valid contract exists and what happens when someone breaches. We will also discuss how contracts can be negotiated. 1 credit.

MGTC 314 Operations Management
Prerequisite: BUSC 249.

Operations management focuses on the systematic planning, design, and operation of all processes required for the production of goods and the delivery of services. Thus, operations management spans almost all the real value-added activities of an organization including product and process design, customer order management, production, and service delivery. 3 credits.

MGTC 315 Consumer Protection
In this competency, you will learn about the current laws, regulations, and organizations that exist in the United States to protect consumers from false claims and deceptive advertising. You will gain an understanding of business' legal and ethical responsibilities to protect consumers, including the issues of warranties and product liability. 1 credit.

MGTC 320 Operations Management
Operations management is critical for any organization that offers a product or service, not just manufacturing. The organization is a series of gates through which either a process or product flows. Operations help organizations to view each step as a product or service flows through an organization to create efficiencies and become more effective. 1.5 credits.

MGTC 325 Fundamentals of Supply Chain
Supply chain management is one of the major functions of any business. Supply chain is a way of looking at an organization as a series of processes rather than departments. With viewing a company as a series of processes, cost savings, time savings, and job satisfaction measures can be implemented through project management. Supply chain management is a key function for organizations that manufacture a product (like Boeing), as well as those that offer a service (like Bank of America). 1.5 credits.

MGTC 330 Risk Management
Risk management will be a major focal point of business and societal decision making in the 21st century. A separate focused field of study, it draws on core knowledge bases from law, engineering, finance, economics, medicine, psychology, accounting, mathematics, statistics, and other fields to create a holistic decision-making framework that is sustainable and value enhancing. 1 credit.

MGTC 335 Negotiating and Managing Supplier Relationships
Negotiating and Managing Supplier Relationships focuses on how to work with suppliers to streamline business processes and costs. This competency offers practical tools and skills for the important topic of supplier relationship management. 1 credit.

MGTC 345 Transportation
You will develop an understanding of the overarching principles and methods associated with the various modes of transportation, including the roles of various stakeholders in transportation, the impact of C-TPAT, the use of freight terms in the industry, and the tradeoffs involved in using delivery tracking systems, delivery performance measurements, and resolution processes. You will also develop an understanding of transportation metrics and planning/ distribution options and learn about the key components of a communication plan to internal and external stakeholders. 1.5 credits.

MGTC 350 Materials and Inventory Management
This course examines the value of cost savings achieved through the implementation of warehouse and inventory management systems; inventory management project plans; and technology for a warehouse management system (WMS). Specific topics include flowcharts, asset classification, and radio-frequency identification (RFID). 1.5 credits.

MGTC 400 Global Economics
The study of global economics takes into consideration elements of both microeconomics and macroeconomics, while applying these theories to the area of international business. The main elements that will be studied within this competency are the international trade theories and systems that are in use today. As the world becomes increasingly global through advancements in technology, the future business leader needs to have clear insights into the understanding of global economics. 1.5 credits.

MGTC 405 Organizational Change
This competency is a review of the fundamentals of change management, including strategies for dealing with resistance to change. Attention will be given to learning and applying Kotter's Eight Step Change Model, Lewin's Three-Step Change Model and Organization Development (OD) as a change strategy. This competency has a theory to practice orientation. 1.5 credits.

MGTC 406 Global Environment of Business
Introduces the unique but fundamental aspects of the global economy, including the economic and political aspects of international trade and investment, the global monetary system, and emphasizes the study of cultural traditions other than one's own. Import- export, trade and foreign direct investments, and business strategies are explored. 3 credits.

MGTC 410 Strategic Fundamentals and Environment
Strategic Fundamentals and Environment is one of a series of four strategy competencies that address how to develop the components of a business plan. In this competency, the role of strategy in the business environment will be covered. The techniques for making strategy decisions, SWOT, and the three steps in planning an effective strategy will be applied. 1 credit.

MGTC 411 Foundations in Artificial Intelligence
This course introduces foundational AI concepts and focuses on their application in organizations with an emphasis on predictive analytics, natural language processing, and intelligent automation. Students will develop critical decision-making and management skills to integrate AI tools effectively into strategic planning, operations, and innovation. 3 credits.

MGTC 415 Competitive Advantage
In this competency, you'll learn to evaluate and prioritize competitive advantage options. You will develop and demonstrate an understanding of strategic positioning as it relates to a new venture or privately owned business. 1 credit.

MGTC 420 Strategic Development
Strategic Development presents the most effective business strategies being implemented today. This competency addresses the Five Competitive Forces that shape industry competition and shows how the strongest competitive force(s) determines the profitability of an industry and becomes the most important factor in strategy formation. It also examines the business-level and corporate-level strategies, what the differences are, and how, and when to apply each strategy. 1 credit.

MGTC 425 Supplier Relationship Management
In this course, students develop an understanding of the opportunities to create value through supplier relationship management (SRM). The objective of this course is to distinguish how supplier relationship management (SRM) creates value. This course introduces students to the purpose of SRM and the qualification of suppliers. Materials and interactive activities will move the student from theory to the practical application of concepts as they create a qualification plan of their own. 3 credits.

MGTC 430 Quality
In this course, students develop an understanding of the necessity of quality and the measurements for continuous quality improvement and target setting. This course addresses the necessity of quality and the measurements for continuous quality improvement and target setting that enable organizations to produce, deliver, and market a successful product. Using the right tools to precisely measure the variable of quality within your organization's processes can actually reduce costs and increase profitability. 3 credits.

MGTC 435 Social Responsibility and Risk
In this course, you will apply what you have learned about business ethics and supply management conduct, with a particular focus on sustainability, social responsibility, and risk. You will understand the importance of identifying and planning for risk factors and how these factors are indicative of sustainability and social responsibility. There is a direct correlation between the management of risk and the level of sustainability and social responsibility an organization achieves. Planning, through the practice of managing risk at multiple levels, ensures a high level of sustainability through creative processes, continuous innovation and improvements, and the application of adaptive strategies. The policies and standards can then be assessed to ensure that sustainable goals are well implemented and desired outcomes are successfully realized. 3 credits.

MGTC 450 Strategic Management
Prerequisites: ACCC 201, ACCC 202, BUSC 249, BUSC 410, ECNC 200, ECNC 201, FINC 305, MGTC 301, MGTC 308, MGTC 314, MGTC 406, MKTC 300, OLCC 300, and OLCC 303.

Formulation and implementation of strategies for both single-business and diversified firms operating in domestic or international contexts. Topics include the analysis of the remote, industry, and operating environments, the analysis of the internal firm resources, competencies and competitive advantages and weakness, the issues of outsourcing, mergers, acquisitions and joint ventures, and the integration of functional and behavioral knowledge in the formulation and implementation of firm strategies and tactics. 3 credits.