BUSINESS MANAGEMENT (BUSMGMT)

BUSMGMT 704 Accounting Analysis and Control
3 cr. Graduate.
Prepares managers to critically analyze, interpret and use financial statements, cost reports, and other financial information provided by accountants and accounting systems.
Prerequisites: grad st & Bus Adm 703(P).
Current Offerings: http://uwm.edu/schedule

BUSMGMT 705 Corporate Finance
3 cr. Graduate.
Analysis of corporate financial decision-making including security valuation, cash flow estimation, capital budgeting, financial planning, capital structure, dividend policy, and international financial management.
Prerequisites: grad st & Bus Adm 703(P), BusMgmt 709(C).
Current Offerings: http://uwm.edu/schedule

BUSMGMT 706 Managing in a Dynamic Environment
3 cr. Graduate.
Provides frameworks and techniques for managing people and improving organizations. Topics include group dynamics, leadership, performance management, structure, innovation, power, change, and corporate cultures.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 707 Information Technology Management in International Businesses
3 cr. Graduate.
Management of information technology including the role of enterprise systems; business intelligence, mining, & analytics; virtual teams and offshoring; security; and ethical/privacy issues including sustainability and green IT in the globally connected world.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 708 Marketing Strategy: Concepts and Practice
3 cr. Graduate.
Builds key concepts in marketing strategy, develops knowledge of current issues and provides hands-on experience in developing and executing marketing strategies for today's managers.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 709 Predictive Analytics for Managers
3 cr. Graduate.
Developing statistical thinking through basic concepts for data analysis. Models for analysis of business environment, software tools, interpretation and communication of results for management applications.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGMT 711 Global Supply Chain Strategies & Competitive Operations
3 cr. Graduate.
Integration and synchronization of the logistics, IT, operations, and sourcing functions. Emphasis on fundamental supply chain strategies, global supply chain design, tactics for supply chain process improvement and competitive advantage.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 712 Strategic Management
3 cr. Graduate.
Integrative course focused on strategic thinking and decision making at the general management level. Implementing business planning and strategy in a field-based interdisciplinary action project.
Prerequisites: admis to MBA Program and BusMgmt 704(P), 705(P), 706(P), 707(P), 708(P), 709(P), & 711(P); one prereq course may be completed concurrently with BusMgmt 712.
Course Rules: Not open for credit for students who have completed BusMgmt 720.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 713 Entrepreneurship: Venture Creation and Management
3 cr. Graduate.
Study of creation, growth or acquisition of a business through entrepreneurial efforts. Process of identifying and quantifying opportunities, then conceptualizing, planning and starting a new enterprise.
Prerequisites: grad st; Bus Adm 703(P) & BusMgmt 708(P).
Last Taught: Spring 2018, Fall 2017, Spring 2017, Fall 2016.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 714 Managing People and the Role of General Managers
3 cr. Graduate.
Provides framework for understanding organizational behavior and roles of general managers, as distinct from functional specialists. Develops managerial skills through cases, exercises, and industry projects.
Prerequisites: grad st.
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 715 Leadership, Team Building, and Effective Management
3 cr. Graduate.
Provides a working knowledge of team building, managing change, and effective business communication methods, and an understanding of leadership tools.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule

BUSMGMT 716 International Business Management
3 cr. Graduate.
Theories and research pertaining to international business, including foreign investment, marketing, personnel, strategy development, and control of multinational operations.
Prerequisites: grad st.
Current Offerings: http://uwm.edu/schedule
BUSMGMT 718 Concepts and Practice of Nonprofit Management  
3 cr. Graduate. 
Characteristics and formation of nonprofit organizations; building 
effective boards of directors; board roles and responsibilities; conflicts 
of interest; evaluating nonprofit performance; grant writing, foundations, 
and fund-raising.  
Prerequisites: grad st. 
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 720 Strategic Management in Health Care Organizations  
3 cr. Graduate. 
Application of strategic management tools and techniques to health care 
organizations. Analyzing external, competitive, and internal environment; 
developing objectives; understanding current strategy; formulating and 
implementing future directions.  
Prerequisites: grad st; Bus Adm 757(P); BusMgmt 708(P) or Bus Adm  
766(P); BusMgmt 704(P), 705(P), 706(P), 707(P), & 711(P). 
Course Rules: Not open for credit for students who have completed BusMgmt 712. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 721 Fundraising and Development for Nonprofit Organizations  
3 cr. Graduate. 
Philosophical thoughts on development; basics of fundraising; strategic 
planning and implementation.  
Prerequisites: grad st. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 722 Global Information Technology Management  
3 cr. Graduate. 
Management issues surrounding the effective deployment of it and is in 
different regions of the world.  
Prerequisites: grad st. 
Last Taught: Summer 2013, Summer 2012. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 723 Managing and Negotiating Across Cultures  
3 cr. Graduate. 
Role of culture in international management, including organization, 
strategy, human resource management, leadership, teams, business 
ethics, and negotiations.  
Prerequisites: grad st. 
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 724 Accounting for Nonprofit Organizations  
3 cr. Graduate. 
Financial and managerial accounting topics for the nonprofit sector; 
relationship of these topics to finance, the legal environment of nonprofits, 
and mission of the organizations.  
Prerequisites: Grad st. 
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 726 Study Abroad: Business Topics:  
1-3 cr. Graduate. 
Immersion (including instruction at an international university) in the 
economic, cultural, and business practices of selected countries.  
Prerequisites: grad st & acceptance for Study Abroad Prog. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 727 Health Care Accounting, Law and Ethics  
3 cr. Graduate. 
Critical examination of healthcare specific issues and differences from 
other industries: financial and accounting practice, legal requirements 
and constraints; ethical issues facing healthcare managers.  
Prerequisites: grad st; BusMgmt 704(P) and 705(P). 
Last Taught: Fall 2017, Fall 2015, Fall 2013, Spring 2012. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 728 Training and Development in Organizations  
3 cr. Graduate. 
Development and evaluation of training and career development 
programs in organizations. Skills-based approach to understanding 
needs assessments, learning principles, training development and 
evaluation.  
Prerequisites: grad st. 
Course Rules: Counts as repeat of Bus Adm 443 with similar subtitle. 
Last Taught: Fall 2016, Fall 2015, Fall 2014, Fall 2013. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 729 MBA Internship  
3 cr. Graduate. 
A defined work experience with a for-profit, non-profit, international, or 
government organization, applying previous coursework to a workplace 
setting. Project paper required.  
Prerequisites: grad st; completion of any 12 cr (4 courses) from MBA 
Core (BusMgmt 704-711); Masters GPA of 3.50 or better; writ cons of 
instr. 
Last Taught: Summer 2018, Fall 2016, Summer 2016, Fall 2015. 
Current Offerings: http://uwm.edu/schedule

BUSMGMT 730 Strategic Management and Leadership for Nonprofit Organizations  
3 cr. Graduate. 
Concepts and methods of strategic thinking and applications of strategy 
in nonprofit organizational settings. Nonprofit governance and executive 
leadership roles in strategy formation and implementation.  
Prerequisites: grad st; BusMgmt 718(P) or Pol Sci 789(P) or Pol Sci/ 
Sociol/Urb Std 704(P); BusMgmt 721(P), 724(P), & 725(P); Bus Adm 
766(P) or Pol Sci 705(P) or Pol Sci 791(P); Pol Sci 792(P) & 793(P) 
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014. 
Current Offerings: http://uwm.edu/schedule
BUSMGT 731 Research Tools for Practitioners in Human Resources and Labor Relations
3 cr. Graduate.
Planning and carrying out simple surveys; evaluating policies, programs, and procedures in organizations; interpreting, evaluating and using research conducted by others.
Prerequisites: grad st; Bus Adm 709(P).
Course Rules: Ind Rel 731 and BusMgmt 731 are jointly offered; they count as repeats of one another.
Current Offerings: http://uwm.edu/schedule

BUSMGT 732 Enterprise Resource Planning
3 cr. Graduate.
Enterprise Resource Planning concepts, fundamental business processes, interaction of various functional areas, development tools for the implementation of web-based ERP applications.
Prerequisites: grad st
Last Taught: Fall 2017, Fall 2016, Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGT 733 Enterprise Simulation Game
3 cr. Graduate.
Use ERP simulation game, develop understanding of ERP concepts, experience benefits of ERP develop technical skills using ERP software.
Prerequisites: grad st
Current Offerings: http://uwm.edu/schedule

BUSMGT 734 Enterprise Resource Planning Certification
3 cr. Graduate.
Understand interdependencies and integration of key business processes and power of technology-enabled ERP system to increase productivity and improve business performance. Includes TERP 10 certification exam preparation.
Prerequisites: grad st; Bus Adm 811(P)
Current Offerings: http://uwm.edu/schedule

BUSMGT 735 Advanced Spreadsheet Tools
1 cr. Graduate.
Covers advanced spreadsheet decision making tools. Business problems from across the enterprise will be solved using EXCEL functions, pivot tables, scenario evaluation and others.
Prerequisites: grad st; Bus Adm 701(C).
Current Offerings: http://uwm.edu/schedule

BUSMGT 736 Understanding and Using Corporate Financial Reports
2 cr. Graduate.
Introduces corporate financial reporting practices, accounting terminology, and disclosure concepts. Develops skills in reading and analyzing annual reports. Emphasizes the impact of alternative accounting practices.
Prerequisites: grad st; Bus Adm 701(C).
Last Taught: Spring 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUSMGT 737 Business Strategy and Economics
2 cr. Graduate.
Economics analysis of applied problems in business. Includes behavioral economics, game theory, pricing in oligopolies, monopolies, price discrimination, and the psychology of pricing.
Prerequisites: grad st; Bus Adm 701(C).
Last Taught: Spring 2017, Fall 2016, Spring 2016, Fall 2015.
Current Offerings: http://uwm.edu/schedule

BUSMGT 738 Critical and Analytical Thinking in Business
2 cr. Graduate.
Provides training, practice, and feedback in the construction, presentation, and evaluation of clear, well-reasoned arguments. Interactive sessions and structured assignments highlight business applications.
Prerequisites: grad st; Bus Adm 701(C).
Current Offerings: http://uwm.edu/schedule

BUSMGT 741 Management of Technology Ventures
3 cr. Graduate.
Development, launch, and management of technology ventures including venture growth management. Prepares students to lead and manage technology ventures.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Entrep Cert program.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGT 742 Technology Innovation and Corporate Entrepreneurship
3 cr. Graduate.
Advanced concepts related to technology management, technological innovation, technology strategy, and corporate entrepreneurship. Prepares students to lead technology commercialization projects.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Enrep Cert program.
Last Taught: Fall 2015, Fall 2014.
Current Offerings: http://uwm.edu/schedule

BUSMGT 743 Technology Entrepreneurship Project
3 cr. Graduate.
Integration of key product/service innovation, commercialization, and entrepreneurship processes in the establishment of new (or corporate) technology ventures; trains students to lead new ventures.
Prerequisites: grad st & admis to business or engineering program or admis to Tech Entrep Cert program; BusMgmt 741(P).
Current Offerings: http://uwm.edu/schedule

BUSMGT 744 R Programming for Business Analytics
3 cr. Graduate.
Focus on basic data manipulation and statistical modeling in R. The objective is to develop R programming skills to investigate different types of business data to inform business decisions.
Prerequisites: grad st; BusMgmt 709(P).
Last Taught: Spring 2018.
Current Offerings: http://uwm.edu/schedule