BUS 5300. FOUNDATIONAL BUSINESS CONCEPTS.
A survey of foundational business concepts in management, marketing and economics. The course is designed for the student who has not completed a business major at the under-graduate level. The competency based course is self-paced and involves some online interaction. 
Prerequisite: None. Three semester hours

BUS 5310. FOUNDATIONAL BUSINESS TOOLS.
A survey of foundational business tools in accounting, finance and business law. The course is designed for the student who has not completed a business major at the undergraduate level. The competency based course is self-paced and involves some online interaction.
Prerequisite: None. Three semester hours

BUS 5341. RESEARCH & APPLIED PROJECT I.
Three credit hour course for research and application of business theory from the MBA foundational and qualitative core to a specific business application to improve an organizational position.
Prerequisite: Completion of 21 MBA graduate hours. Three semester hours

BUS 5342. RESEARCH & APPLIED PROJECT II.
Three credit hour course for research and application of business theory from the MBA foundational and qualitative core to a specific business application to improve an organizational position. This course is available to students as a continuation of the capstone project-practicum.
Prerequisite: MBA 5341. Three semester hours

CIS 5316. CURRENT ISSUES IN IT/TECHNOLOGY.
An application of current issues in information technology and general technology and how they will influence general management practice today. The focus will be on how non-IT managers can best manage their IT function and avoid potential IT pitfalls.
Prerequisite: None. Cross-credited with MGT 5313. Three semester hours

CIS 5327. DEVELOPING TRAINING PROGRAMS WITH TECHNOLOGY.
This course explores the use of current technologies used in the education, training, communication, and career development of successful businesses. Through collaborative learning, hands-on demonstrations, and research, students will learn about and experience various technologies as well as evaluate the latest in hardware, software, and instructional design theories.
Prerequisite: None. Cross-credited with MGT 5327. Three semester hours

FIN 5313. FINANCIAL ISSUES IN MANAGEMENT.
The course surveys legal issues that managers will face and their application to business and management decision making. The course will focus on common legal issues faced by organizations and the process of knowing when and how to select the right legal assistance. Cross-credited with MGT 5313. 
Prerequisite: None. Three semester hours

MGT 5311. MARKETING MANAGEMENT.
A study of the revenue generation theory and application function of organizations including student application to their respective organizations of marketing research, product development, pricing, consumer behavior, channel strategies and promotional mix options. Cross-credited with MKT 5311.
Prerequisite: None. Three semester hours

MGT 5312. MANAGEMENT THEORY, THOUGHT & PRACTICE.
Examines the philosophy and practice of managing organizations and their sub-units in the context of a rapidly changing environment. Course focus will be upon management and leadership philosophies, the structure, design, and operation of organizations, and the management of individuals within organizations, to include the human resource process.
Prerequisite: None. Three semester hours

MGT 5314. ETHICS IN PRACTICE.
A study and review of the theory and challenges in maintaining an ethical stand and organizational integrity as a manager or entrepreneur today. Personal world-life view profiles will be developed and their application to individual career goals will be investigated.
Prerequisite: None. Three semester hours
MGT 5313. FINANCIAL ISSUES IN MANAGEMENT.
The course surveys legal issues that managers will face and their application to business and management decision making. The course will focus on common legal issues faced by organizations and the process of knowing when and how to select the right legal assistance. Cross-credited with FIN 5313.
Prerequisite: None.
Three semester hours

MGT 5315. LEADERSHIP.
The study of leadership theory and the review of current practices in the field. Special attention will be given to successful leadership models in the region and the interpersonal challenges that leaders face. Executive development will also be covered.
Prerequisite: None.
Three semester hours

MGT 5317. ENTREPRENEURSHIP.
A review and study of the key variables found in successful entrepreneurial developments. Organizational development strategies from the senior decision maker will be covered including new product pricing, low to mid-sized organizational promotional tactics and product growth strategies.
Prerequisite: None.
Three semester hours

MGT 5318. LEGAL ISSUES FOR MANAGERS.
This course surveys legal issues that managers will face and their application to business and management decision making. The course will focus on common legal issues faced by organizations and the process of knowing when and how to select the right legal assistance.
Prerequisite: None.
Three semester hours

MGT 5321. ORGANIZATIONAL COMMUNICATION.
A review of current organizational communication theory and practice as it applies to organizational managers. Both personal and organizational perspectives will be addressed.
Prerequisite: None.
Three semester hours

MGT 5322. INTERNATIONAL BUSINESS.
A study of the theory and practice involved in maximizing international business issues for the organizational manager and entrepreneur. Issues covered include the cultural influences and theoretical predictive models, exchange rate influences, unique HRM international concerns and specific international marketing strategies.
Prerequisite: None.
Three semester hours

MGT 5323. SALES AND SALES MANAGEMENT.
A study of the theory and practice of direct revenue generation through direct person-to-person communication. Topics include the direct management of the sales function, business building-prospecting, presentations for differing client types, methods to close a deal and follow-up strategies, theories of motivation for teams and recruiting and retention strategies.
Prerequisite: None. Cross-credited with MKT 5323.
Three semester hours

MGT 5324. PSYCHOLOGICAL & SOCIOLOGICAL APPLICATIONS.
A review of the traditional and new challenges from psychology and sociological theory and practice focusing on business and managerial issues. Workforce relationships and critical employee concerns will be discussed.
Prerequisite: None. Cross-credited with MKT 5324.
Three semester hours

MGT 5325. SCIENTIFIC ISSUES FOR MANAGEMENT.
The study of current research, theory and proposals in the scientific and environmental fields which will have an influence on business, employees and management practice. The focus will be on how managers can apply the latest findings from the world of science.
Prerequisite: None.
Three semester hours

MGT 5326. MANAGING AND MARKETING FOR SERVICES.
Theoretical and practical application of services marketing knowledge for managerial application. Topics reviewed include the management of intangibles, marketing services and growth tactics in the service industry.
Prerequisite: None. Cross-credited with MKT 5326.
Three semester hours
MGT 5327. DEVELOPING TRAINING PROGRAMS WITH TECHNOLOGY.
This course explores the use of current technologies used in the education, training, communication, and career development of successful businesses. Through collaborative learning, hands-on demonstrations, and research, students will learn about and experience various technologies as well as evaluate the latest in hardware, software, and instructional design theories.
Prerequisite: None. Cross-credited with CIS 5327. Three semester hours

MKT 5311. MARKETING MANAGEMENT.
A study of the revenue generation theory and application function of organizations including student application to their respective organizations of marketing research, product development, pricing, consumer behavior, channel strategies and promotional mix options. Cross-credited with MGT 5311.
Prerequisite: None. Three semester hours

MKT 5323. SALES AND SALES MANAGEMENT.
A study of the theory and practice of direct revenue generation through direct person-to-person communication. Topics include the direct management of the sales function, business building-prospecting, presentations for differing client types, methods to close a deal and follow-up strategies, theories of motivation for teams and recruiting and retention strategies.
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