

MANAGEMENT AND LEADERSHIP

Master the tools to manage through the use of technology.

Understanding technology is becoming ever more critical in business as a tool used by efficient and effective managers. These leaders not only understand the managerial process and how to inspire others as a true leader, but also how to harness technology to expedite the process.

The Graduate Certificate in Management and Leadership is designed to prepare students to be the leaders of the future. It does so by incorporating management theories, technological savvy and leadership skills to create a student who is ready for the challenges of a face paced managerial position.

Admission requirements

The graduate certificate program is open to all individuals holding a BS, MS or PhD degree in areas such as business, social sciences, technology, engineering, or related disciplines. In order to receive a Graduate Certificate, the student must have an average graduate cumulative grade point of 3.0 or better on a 4.0 scale in the certificate courses taken. Students admitted only to the certificate program will have non-degree graduate status but will earn graduate credit for the courses they complete. If the four-course sequence approved by the graduate advisor is completed with a grade of B or better in each of the courses taken, the student will, upon application, be admitted to the Master of Business Administration or to the Master of Science in Information Science and Technology. The certificate courses taken by students admitted to the program will count towards the MBA program or the M.S. in Information Science and Technology degree program. Once admitted to the Certificate program, a student will be given three years to complete the program as long as a B or better average is maintained in the courses taken.

Graduate certificates give you the opportunity to broaden your knowledge in a particular discipline and stay competitive in today's marketplace.

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COURSE DESCRIPTIONS

Most courses are offered both on campus and via distance education

REQUIRED CORE COURSE

BUS 6121: Teambuilding and Leadership (Campus/Distance)

This class will teach students how to work well in teams and lead teams and organizations. Management, networking, presentation skills, and sustainable business practices will be covered. MBA core.

ELECTIVE COURSES (CHOOSE THREE)

BUS 5580 - Strategic Management (Campus)

Study of the formulation and implementation of corporate, business and functional strategies designed to achieve organizational objectives. Case studies and research reports may be used extensively.

Prerequisites: MKT 3110 or Eng Mgt 3510; Finance 2150 or Eng Mgt 3200; Senior Standing

IST 5251: Technological Innovation Management and Leadership (Campus/Distance)

The course focuses on the knowledge and skills necessary for the development and implementation of effective strategies for the management of technology-based organizations. This involves: developing a general management perspective on technology and innovation, examining the problems of new product development, identifying distinctive technological competencies, licensing and marketing technologies, assessing the organizational and industrial context of technology.

Prerequisite: Senior or Graduate Standing.

IST 6261 - Advanced Information Systems Project Management (Campus/Distance)

Project management principles, first from a general perspective, and then focused specifically on information system application development are explored. Topics include requirements analysis, project scheduling, risk management, quality assurance, testing, and team coordination. Report writing and research literature searches are required.

Prerequisite: IST MS Entrance requirements, with strong programming knowledge.

IST/PHILOS 5168 – Law and Ethics in E-Commerce

Provides the ethical framework to analyze the ethical, legal, and social issues that arise for citizens and computer professionals regarding the computerization of society. Topics include: free speech, privacy, intellectual property, product liability, and professional responsibility.

BUS 6111 - Business Negotiations (Campus/Distance)

The purpose of this course is to understand the practices and processes of negotiation so that you can negotiate successfully in a variety of settings. The course is designed to be relevant to the broad spectrum of negotiation problems faced by managers, consultants, etc. Because almost everyone negotiates all the time, this course is relevant to almost any student.

Prerequisite: Graduate status.

MKT 6150 - Advanced Customer Focus and Satisfaction (Campus/Distance)

Major emphasis is given to the concept of customer focus, with coverage of techniques for obtaining customer needs, measuring customer satisfaction, developing products and services to satisfy customers, and maximizing the benefits of customer feedback. Individual focused research is included.

Prerequisite: MKT 3110 or MKT 3105 or Eng Mgt 3510 (Co-listed with BUS 6150)

BUS 5470 - Human Resource Management (Campus/Distance)

The course examines employee selection, performance appraisal, training and development, compensation, legal issues, and labor relations.

Prerequisite: Bus 1110.

EMGT 5320 – Project Management (Campus/Distance)

Organization structure and staffing; motivation, authority and influence; conflict management; project planning; network systems; pricing, estimating, and cost control; proposal preparation; project information systems; international project management.

Prerequisite: Graduate Standing.