Orientation – Orientation provides an avenue for students to begin to get to know their classmates and faculty. In addition, tools for success will be discussed. **Orientation is mandatory.**

**BUFW A524 – Decision Making and Economic Environment in a Global Economy** The theory of consumer behavior, theory of production, and factor markets are examined in microeconomics. National income accounts, inflation, unemployment, and macroeconomic policy are examined in macroeconomics. Emphasis will be on global economic and trade issues. **Credits: 3**

**BUFW M540 – Data Analysis and Management Science**
The core of this course is a scientific way of approaching planning and decision-making problems that arise frequently in certain business contexts. The “mindset” of the course involves forming mathematical models of business situations, analyzing these models, and then deciding on some “optimal” course of action. A key concept in this approach is to separate the analysis of a decision problem into two steps, first mathematical (algebraic) modeling, and then solution of the resulting abstract model. In the course, mainly the application will be done on spreadsheets. The course unites some very fundamental mathematical tools with the scientific method in application to management problems of resource allocation and helps students gain an exposure to the use of technology as an invaluable aid in data analytics to support the decision making processes. **Credits: 3**

**BUFW M542 – Leadership and Management of People in Organizations** The course builds on the concepts and methods of psychology, sociology, and business management to give students an appreciation of behavior and management within complex organizations. Topics include globalization, ethical issues, diversity, problem solving, communication, motivation, leadership, organizational culture, personal growth, individual and group behavior, managing conflict and change, and team management. **Credits: 3**
**BUFW F542 – Financial Analysis and Decision Making**
The course covers topics in corporate finance. The primary focus of the course is on the use of financial concepts to develop strategies that maximize firm value. The course examines topics that help students understand how firm value is determined. It also provides students with an understanding of global finance environment. *Credits: 3*

**BUFW M570 – Operations and Supply Chain Management**
The course explores how firms can better organize their operations so that they more effectively align their supply with the demand for their products and services. Throughout this course we illustrate mathematical analysis applied to real operational challenges, we seek rigor and relevance. The course covers a range of operations management topics that all impact managing supply, managing demand, or both. We give emphasis on managing uncertain demand, both within the firm and across the supply chain. In this course we learn (1) how to assess the appropriate level of supply flexibility for a given industry and (2) explore strategies for economically increasing a firm’s supply flexibility. When supply is not flexible, we learn how to manage demand to better match it to our fixed supply. By the end of the course, the students develop an appreciation for the challenges in providing world-class products and services and the ability to use some analytical tools and conceptual frameworks to guide your thinking about operations. *Credits: 3*

**BUFW D542 – Strategic Cost Management**
The course focuses on “strategic” cost management practices including capital budgeting, activity-based management, target costing, the just-in-time philosophy, quality costs, theory of constraints, and performance measures for automated factories. *Credits: 3*

**BUFW M552 – Management of Information Technology**
This is a comprehensive study of the strategic role of information technology (IT) in contemporary organizations and society. Topics include structures, issues and trends in IT, impact of IT on corporate environment, and IT management strategies to achieve competitive advantage in an increasingly dynamic global business environment. *Credits: 3*

**BUFW M575 – Topics in Operations Management**
**BUFW F575 – Topics in Finance**
**BUFW M560 – Marketing and Customer Relationship Management**
The course is a study of how market-driven organizations strengthen their competitive advantage by creating value for customers. It focuses on the role of marketing and its relationship to other business functions; marketing analysis, planning, and implementation in changing domestic and global markets; building customer relationships and ethical decision making. *Credits: 3*

**BUFW M590 – Strategic Management**
A comprehensive, integrated approach to the analysis and understanding of strategic management and competitiveness in the global economy. It focuses on the development of effective organizational strategies. Topics include external and internal environments of business, strategy implementation, strategic leadership, corporate entrepreneurship, and governance. *Credits: 3*

*Due to ongoing program updates, course offerings are subject to change*