BUSI608 ELM: Special Topics (0 Credits)
Selected advanced topics in the various fields of graduate study in business and management.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
Formerly: BMGT608.

BUSI610 Introduction to Financial Accounting (2 Credits)
Overview of financial accounting, periodic financial statements and the financial reporting process. Importance of financial statements as information source for creditors and investors and as a means by which managers can communicate information about their firms.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
**Credit Only Granted for:** BUSI610, BUAC602, BUFN602, or BMGT602.

BUSI611 Managerial Accounting (2 Credits)
Use of accounting data in corporate planning and control. Cost-volume-profit analysis, budgeting, pricing decisions and cost data, transfer pricing, activity-based management, performance measures, and standard costing.
**Prerequisite:** BUSI610.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
**Credit Only Granted for:** BUSI611, BUAC616, or BMGT616.

BUSI621 Strategic and Transformational IT (2 Credits)
Introduces students to the key issues in managing information technology (IT) and provides an overview of how major IT applications in today's firms support strategic, operational, and tactical decisions. Topics include: synchronizing IT and business strategy; the transformational impacts of IT; evaluating and coping with new technologies; governing, managing, and organizing the IT function including outsourcing/offshoring considerations; assessing the business value of IT and justifying IT projects; and managing IT applications in functional areas to support strategy and business process.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) or permission of BMGT-Robert H. Smith School of Business.
**Credit Only Granted for:** BUSI620 or BUSI621.

BUSI622 Managing Digital Business Markets (2 Credits)
The objective is to understand the strategic and tactical issues involved in managing digital businesses and markets. Also, some of the characteristics of digital businesses and markets that make them unique and understand how companies can best manage them will be examined.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) or permission of BMGT-Robert H. Smith School of Business.

BUSI630 Data Driven Decision Making (2 Credits)
Analytical modeling of business decisions; uncertainty, risk and expected utility; regression modeling to infer relationships among variables.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

BUSI634 Operations Management (2 Credits)
Operations management is concerned with efficient and effective design and operation of business processes for delivering products and/or services. Emphasis is given to process analysis and design, capacity management and bottlenecks, waiting lines and the impact of uncertainty in process performance, quality management, lean, six-sigma, and revenue management.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) or permission of BMGT-Robert H. Smith School of Business.
**Credit Only Granted for:** BUSI634 or BMGT624.

BUSI640 Corporate Finance (2 Credits)
Focuses on the valuation of the real assets of firms as well as the valuation of stocks and bonds, the primary financial assets in an economy. While details vary, the conceptual foundations of valuation boil down to three themes: time value of money, no-arbitrage, and systematic risk.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

BUSI650 Marketing Management (2 Credits)
Analysis of marketing problems and evaluation of specific marketing efforts regarding the organization's products and services, pricing activities, channel selection, and promotion strategies in both domestic and international markets.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
**Credit Only Granted for:** BUSI650 or BMGT612.

BUSI662 Leadership and Teamwork (2 Credits)
Course examines concepts of team-building and leadership which are critical to managerial success. Topics include leadership, decision making, communication and conflict, work motivation, building effective teams, and organizational change and culture.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
**Credit Only Granted for:** BMGT600, BUSI662, or BUSM600.

BUSI672 Global Supply Chain Management (2 Credits)
Offers a practical blueprint for understanding, building, implementing, and sustaining supply chains in today's rapidly changing global supply chain environment. It will provide the student with a survey of the fast-moving Supply Chain Management discipline and practice, including the evolution of supply chain strategies, business models and technologies; current best practices in demand and supply management; and methodologies for conducting supply chain-wide diagnostic assessments and formulating process improvement plans.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
**Credit Only Granted for:** BUSI672 or BMGT740.

BUSI673 International Economics for Managers (2 Credits)
Focuses on understanding critical aspects of the global business environment that influence firm decisions and behavior. Globalization is present in market competition, capital markets, and managerial talent as evidenced by free trade areas and economic unions forming, the volatility in global financial markets, and the continued rise of transnational firms. With globalization, the challenge for firms is to acknowledge, understand and act when appropriate - to act by sourcing, lobbying, and relocating value chain activities internationally.
**Restriction:** Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
BUSI681 Managerial Economics and Public Policy (2 Credits)
Basic microeconomic principles used by firms, including supply and demand, elasticities, costs, productivity, pricing, market structure and competitive implications of alternative market structures. Market failures and government intervention. Public policy processes affecting business operations.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
Credit Only Granted for: BUSI681 or BMGT604.

BUSI683 The Global Economic Environment (2 Credits)
Relationship between national and international economic environments. Determinants of output, interest rates, prices and exchange rates. Analysis of effect of economic policies (fiscal, monetary, trade, tax) on the firm and the economy.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).

BUSI690 Strategic Management (2 Credits)
Analyze and identify profit opportunities and threats in different industry and competitive environments; Analyze and identify a firm's valuable assets, resources and capabilities and how they might be protected, leveraged, and extended in the market; Learn how to organize your company to be the best prepared to adapt its strategy over time as the market environment changes; and how to use organic growth as well as mergers, acquisitions, joint ventures, alliances, and divestitures to ensure that the firm maintains the proper scale and scope to compete effectively over time.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
Credit Only Granted for: BUSI690 or BMGT614.

BUSI698 MBA Consulting Project (3-6 Credits)
Experiential research project in the identification of management problems, the evaluation of alternative solutions, and the recommendation for management.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)).
Repeatable to: 9 credits if content differs.
Formerly: BMGT698.

BUSI758 Special Topics in Business (1-4 Credits)
Selected advanced topics in the various fields of graduate study in business.
Prerequisite: Permission of BMGT-Robert H. Smith School of Business.
Repeatable to: 9 credits if content differs.
Formerly: BMGT758.

BUSI759 Independent Study in Business (1-6 Credits)
Independent study for Masters students in Business.
Repeatable to: 6 credits if content differs.
Formerly: BMGT759.

BUSI761 The Environment of International Business (2 Credits)
The international business environment as it affects company policy and procedures. In-depth analysis and comprehensive case studies of the business functions undertaken in international operations.
Credit Only Granted for: BMGT794 or BUSI761.
Formerly: BMGT794.

BUSI764 Business Law for Managers (2 Credits)
Survey of United States legal institutions and processes as well as substantive areas of the law that affect business. Examination of tort and contract law, the legal forms of business organization and legal liability and major regulatory laws that affect business.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)); or permission of BMGT-Robert H. Smith School of Business.
Credit Only Granted for: BUSI764 or BUAC721.

BUSI771 New Venture Financing (2 Credits)
Development of skills for financing new ventures (both small and potentially large). Exploration of various funding sources. Criteria used in evaluation and decision process, including commercial banks, venture capital companies, small business investment companies, underwriters, private placement-financial consultants, mortgage bankers, and small business innovative research grants (U.S. Government).
Prerequisite: BUSI640; or permission of BMGT-Robert H. Smith School of Business.
Credit Only Granted for: BMGT740 or BUSI771.
Formerly: BMGT740.

BUSI785 Project Management in Dynamic Environments (2 Credits)
Addresses project management skills that are required by successful managers in increasingly competitive and faster-moving environments. Examines fundamental concepts of successful project management, and the technical and managerial issues, methods, and techniques.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)); or permission of BMGT-Robert H. Smith School of Business.

BUSI788 Introduction to Global Business Experience (1-2 Credits)
Introduction to the economic climate of the country and region, history, political influences on business landscape, and specific opportunities and threats of doing business in the destination country. Course is a prerequisite to short-term study abroad classes.
Restriction: Must be in a major in BMGT-Robert H. Smith School of Business.
Repeatable to: 2 credits.

BUSI790 Healthcare Operations Management and Marketing (3 Credits)
Introduction to a variety of tools that have been used to minimize waste and create value in the healthcare sector. These tools can also be applied to organizations outside of the healthcare sector. This course will focus on two critical aspects marketing in the context of hospitals and other health delivery organizations: service quality and customer relationship management. This course provides insight into the critical strategic decisions that healthcare managers must make as they seek to improve the performance of their organizations and attract and retain customers.
Restriction: Must be in Business and Management (Master's) program; or permission of BMGT-Robert H. Smith School of Business.
Repeatable to: 2 credits.

BUSI791 Management of High Technology, Research and Development (3 Credits)
The creation of competitive advantages through the use of new technology. The integration of technological strategy with business strategy within the internal corporate culture. Research and development in the context of this strategy-structure of the firm. The nature of Research and Development, the management of creativity, and new product development are also discussed.
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)); or permission of BMGT-Robert H. Smith School of Business.
Credit Only Granted for: BMGT776 or BUSI791.
Formerly: BMGT776.
BUSI792 Health Informatics and Information Technologies (3 Credits)
Targeted at professionals, managers, and consultants in healthcare to develop their understanding of core health informatics knowledge, IT concepts and management skills. Students will learn about policies, standards and methods of information exchange, data quality, cloud computing, behavior and population management, personal data collection devices, and how these elements can come together as parts of systems.
Restriction: Must be in Business and Management (Master’s) program; or permission of BMGT-Robert H. Smith School of Business.

BUSI794 Current Topics in Healthcare Transformation (3 Credits)
Covers a range of topics selected to enhance students understanding of the current healthcare environment, strategic landscape, critical policy changes, and how to lead transformation in their organizations.
Restriction: Must be in Business and Management (Master’s) program; or permission of BMGT-Robert H. Smith School of Business.

BUSI796 Health Economics and Financing (3 Credits)
Designed to provide managers and professionals with a comprehensive overview of topics related to the economics and financial aspects of healthcare. Students will gain a perspective of how the healthcare ecosystem works from an economics perspective. The knowledge will be helpful for better economic analysis and business management in healthcare.
Restriction: Must be in Business and Management (Master’s) program; or permission of BMGT-Robert H. Smith School of Business.

BUSI798 Global Business Experience (2-4 Credits)
Provides MBA students the opportunity to combine classroom learning and project research with seminars in a host country. The focus and locations visited will vary.
Restriction: Must be in one of the following programs (Business and Management (Master’s); Business and Management (Master’s)) ; or permission of BMGT-Robert H. Smith School of Business.
Repeatable to: 6 credits if content differs.

BUSI799 Masters Thesis Research (1-6 Credits)