

MBA ELECTIVES – Spring/Summer 2024

*****PLEASE NOTE Course offering and schedules subject to change**

| Course | Units | Title | BLOCK 5 Schedule |
|--------------------------------|----------|---|-----------------------|
| ADM6275BV00 | 1.5 unit | Big Data Analytics <i>Intensive + WP YR2</i> | Irregular - Online |
| MBA5237A00 | 1.5 unit | Change Management <i>Intensive + WP YR2 + WP YR 1</i> | Irregular – In person |
| MBA6156BV00 | 1.5 unit | Lean Six Sigma Yellow Belt <i>Intensive + WP YR2 + WP YR 1</i> | Regular - Online |
| MBA6200B00 | 1.5 unit | Competitive Intelligence <i>Intensive + WP YR2</i> | Intensive – In person |
| MBA6201B00 | 1.5 unit | Prescriptive Analytics <i>Intensive + WP YR2 + WP YR 1</i> | Regular – In person |
| MBA6220C00 | 1.5 unit | Sales Development Strategies for Products & Services <i>Intensive + WP YR2 + WP YR 1</i> | Irregular – In person |
| MBA6240BV00 | 1.5 unit | Strategic Sustainable Development <i>Intensive + WP YR2 + WP YR 1</i> | Regular - Online |
| Exam period: June 10-16 | | | |

| Course | Units | Title | BLOCK 5 & 6 Schedule |
|--|---------|--|-----------------------|
| MBA6362BV00 | 3 units | Project Management <i>Intensive + WP YR2</i> | Irregular - Online |
| MBA6499A00 | 3 units | Management Consulting Project <i>Intensive + WP YR2</i> | Irregular – In person |
| Exam period: June 10-16 (Block 5) Exam period: August 6–16 (Block 6) (To be confirmed) | | | |

| Course | Units | Title | BLOCK 6 Schedule |
|---|----------|---|---------------------|
| MBA6254AV00 | 1.5 unit | Sustainable Finance <i>Intensive + WP YR2</i> | Irregular - Online |
| MBA6265A00 | 1.5 unit | Managing the Professional Services Firm – Introduction <i>Intensive + WP YR2</i> | Regular – In person |
| MBA6266CV00 | 1.5 unit | Principles of Negotiation <i>Intensive + WP YR2</i> | Regular – Online |
| Exam period: August 6–16 (To be confirmed) | | | |

Block 5 Intensive courses

MBA 6200B00 Competitive Intelligence (1.5 unit)

(Sat/Sun: May 4 - May 5)

This course is a basic program designed to provide you with a comprehensive foundation to help you better understand and use competitive intelligence. The seminar introduces participants to all elements of the Competitive Intelligence process and provides an understanding of the basic requirements of competitive intelligence. The program is focused more on the practical side of competitive intelligence with readings written from competitive intelligence practitioners.

Block 5 Regular/Irregular course schedule (May 1 – June 9)

ADM 6275B00 Big Data Analytics (1.5 unit)

(Tues/Thurs: May 2 – June 4)

Introduction to big data. Applications of big data. Review of the supporting technologies including distributed platforms for big data analytics: Hadoop, Spark, and their ecosystems. Hands-on experience with Tableau for creating dashboards and visualizing data, and Spark for analyzing data files distributed on clusters of servers.

MBA 5237A00 Change Management (1.5 unit)

(Tues/Thurs: May 2 – June 4)

Development of skills in the effective conceptualization, planning, implementation, and evaluation of change interventions in human systems. Behavioral science frameworks explaining and guiding the practice of change in an organizational context. Systemic nature of change and intervention practice, including the generation and management of resistance to change. Organizational change processes at the levels of individual, team, and overall organizational design including the necessary system conditions that underlie effective human system intervention efforts. Cross-cultural change, knowledge-based organizations, socio-technical change processes, system vs. cultural change.

MBA 6156BV00 Lean Six Sigma Yellow Belt (1.5 unit)

(Thurs: May 2 - June 6)

Develop core skills in the application of Lean Six Sigma, especially within the context of service organizations. Core concepts will include process analysis, value stream mapping, prioritization matrix, DMAIC. Upon the completion of this course, the student will have met all requirements leading to the Yellow Belt certification of Lean Sigma Six (LSS).

MBA 6201B00 Prescriptive Analytics (1.5 unit)

(Wed: May 1 - June 5)

Prescriptive analytics techniques such as linear programming, decision analysis, simulation, queuing, integer programming and nonlinear programming. Throughout the course, these techniques will be applied to business problems.

MBA 6220C00 Sales Development Strategies for Products & Services (1.5 unit)

(Tues/Thurs: May 2 – June 4)

An exploration of the sales relationship through personal selling, customer, and 'product' strategies, applying to both tangible products and knowledge-based services. Developing new business from referrals; Sales force and distribution channel structures; Organizational & career landscape of the professional sales manager and key role-related functions. Sales force analytics. Student teams apply course learnings by engaging with actual clients on a sales development project.

MBA 6240BV00 Strategic Sustainable Development (1.5 unit)

(Wed: May 1 – June 5)

Introductory seminar on frameworks for Strategic Sustainable Development, applicable to today's business environment. Concepts covered: Gap analysis tools through a sustainability lens, strategy tools for sustainable futures, system conditions, back casting, sustainability planning, strategic prioritization within complex systems, sustainability as strategy, energy transformation, circular economy, and mobilizing capital.

MBA 6283CV00 Design Thinking (1.5 unit)

(Thurs: May 2 - June 6)

Introduction to Design thinking. Topics include: Design thinking for driving business innovation, new product development, and customer experience. Best practices for design inspiration, ideation and implementation, essential design research skills for empathy, listening, collaboration, observation, critical analysis, and experimentation. Design thinking tools and techniques including visualization, mapping, storytelling, rapid prototyping, and testing.

Block 5&6 Irregular course schedule (May 1 – July 31)

MBA 6362BV00 Project Management (3 units)

(Mon/Thurs: May 2 – July 22)

Introduction to project management. Project life cycle management overview (initiation, planning, execution, monitoring and control, and closure). Basic project management concepts, approaches, methods, tools and techniques. Topics covered include: identifying project needs and objectives; aligning projects with organizational strategy; managing stakeholder expectations; writing the project charter and the project plan; delivering projects; monitoring and control; understanding and measuring project success, delivering long-term and sustainable impacts.

MBA 6499C00 Management Consulting Project (3 units)

(Thurs: May 2 – July 18)

Problem definition, diagnosis, analysis, and recommendations for solution/action within a selected business organization. Normally to be completed in groups of four or five students. Supervision by MBA program faculty. Regular progress reports submitted by e-mail or Internet, or in person. Evaluation by MBA program faculty. The project proposal must be accepted by a review committee composed of the supervisor, the MBA program director, and a representative of the business organization.

Block 6 Regular/Irregular course schedule (June 17 – July 31)

MBA 6254AV00 Sustainable Finance (1.5 unit)

(Mon/Thurs: June 17 – July 18)

Introduction to environmental, social, and governance (ESG) investing, sustainable lending and green bonds, corporate social responsibility, climate finance, greenhouse emissions, and their societal impact. The course uses readings, regulations and case studies from both academia and practice.

MBA 6265A00 Managing the Professional Services Firm – Introduction (1.5 unit)

(Tues: June 18 – July 23)

Defining the services business model. Understanding how the consulting process enables client relationship management. Models of service quality and client satisfaction. Ethics in consulting for responsible management. Approaches to developing trust and client loyalty. Managing client projects. Best practices in the professional services industry.

MBA 6266CV00 Principles of Negotiation (1.5 unit)

(Tues: June 18 – July 23)

Nature of negotiation. Distributive and integrative bargaining. Ethical issues. Planning and preparation. Intercultural differences. Bargaining style and personality. The Role of power, strategy and tactics. Coalition behavior. Communication, persuasion, conflict Resolution. Multi-party Negotiation.