

## Course Descriptions

### **MGM 501 – Challenges of Leadership and Organizational Behavior**

This course covers diverse topics ranging from individual, team, and organizational characteristics that help organizations improve their performance. These topics help students to assess their personality characteristics and individual abilities and improve their personal as well as professional life. The course provides tools and techniques to focus on building individual capabilities required for a leader to take effective decisions and build a competent team. The course will also help students to assess organizational culture and develop organizational change strategies.

### **MGM 502 – Management Research Methods**

This course equips students with the skills to conduct rigorous research in business and management. It emphasizes the formulation of research problems, critical review of literature, and the design of appropriate research methodologies. Students will gain expertise in ethical data collection, sampling techniques, and quantitative and qualitative data analysis. By the end of the course, they will be able to synthesize findings and present well-founded recommendations for managerial and organizational decision-making.

### **MGM 503 – Marketing Management in a Changing Environment**

This course provides an understanding of the application of marketing theories, concepts, and practices as they relate to the management of the marketing function in a complex organization. Emphasis will be on the managerial aspects of marketing plans, including analysis of the external environment. A key element of the course will include the relationship of the “marketing mix” to strategic planning. A clear understanding of the importance of marketing, as well as a grasp of effective marketing practices, will be examined. Students will gain a working knowledge of both marketing theory and the practical application of innovative marketing strategies. They will also come to understand how product, price, place, and promotion contribute to the marketing mix as they explore research-based insights into consumer behavior.

### **MGM 505–Accounting and Finance for Decision Making**

This course provides an introduction to managerial finance, financial statements and analysis, cash flow and financial planning. Students will also explore the time value of money, capital budgeting techniques, the cost of capital, capital structure, and working capital management.

### **MGM 508—Sustainability and Strategic Decision-Making**

This course provides students with tools and frameworks for incorporating sustainability into strategic management and decision-making. Students acquire knowledge on integrating sustainability principles—economic, social, and environmental—into corporate strategy to augment long-term value development. The course prioritizes evidence-based decision-making, employing strategic models, scenario planning, and stakeholder analysis in unpredictable business contexts.

### **MGE 509—Advanced Business Analytics**

This course explores advanced analytical methods for transforming complex data into business insights. The course focuses on the application of predictive modeling, machine learning, and data visualization techniques to solve business problems. Students will learn to leverage business analytics tools to forecast trends and optimize business processes. By the end of the course, students will be equipped to present data-driven outcomes and communicate analytical findings effectively to support decision-making.

### **MGE 510—Entrepreneurship and Innovation Management**

This course addresses the concepts of entrepreneurship and innovation management, with an emphasis on opportunity recognition, business model design, and managing innovation for competitive advantage. Students will discover how entrepreneurs launch new companies, promote creativity, and handle resources to drive innovation within startups and traditional businesses.

### **MGE 511- Digital Transformation in Business**

This course explores the strategic, technological, and organizational aspects of digital transformation in businesses. Students learn to analyze digital disruption, design transformation roadmaps, and apply the latest digital technologies to create business value. The course uses case studies and scenario-based exercises to develop the skills in strategy, governance, leadership, and performance measurement.

### **MGE 512—Transnational Operations and Supply Chain Integration**

This course covers the latest and most important issues facing operations and supply chain management managers and provides students with basic tools and techniques to promote competitive advantage for an organization. The course focuses on analysis of designing products and services as well as processes for building a sustainable global supply chain. By studying the course, students will be able to apply various operations and supply chain management tools that help in collaborating with supply chain partners, mitigating risks, and lowering costs across supply chain processes.

### **MGE 513—Ethics, CSR & Corporate Governance**

This course describes how ethics, corporate responsibility, and strategic decision-making is used together in a business environment. Students will learn how sustainability challenges and ethical issues affect an organization. The course also shows how companies can include Environmental, Social, and Governance (ESG) practices in their operations and also explains the importance of leadership in creating an ethical work culture.

### **MGM 607-Dissertation**

The MBA dissertation course involves the investigation of a management problem or opportunity chosen by the student. The student will select a research topic from any area of business and management and conduct applied research related to the identified issue. This course enables students to demonstrate their overall understanding of the knowledge and skills gained throughout the MBA program. Under the guidance of a supervisor, students will apply appropriate research methodologies to define the problem, critically analyze the issues involved, and present well-structured findings. The dissertation will conclude with practical recommendations and solutions relevant to the chosen field of study.

