

MBA FOR PROFESSIONALS-EVENING (MGMP)

MGMP 500 - PMBA LAUNCH

Short Title: PMBA LAUNCH

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: The Rice MBA Program Launch is composed of a rigorous one week experience intended to help acclimate students to the Jones School Culture, as well as the rapid pace of a top-tier graduate business program. At the end of Launch, students will be better prepared academically, professionally, administratively, and culturally to reap the full benefits of the MBA experience. The Rice MBA Program Launch is a mandatory activity for all incoming students.

MGMP 501 - FINANCIAL ACCOUNTING

Short Title: FINANCIAL ACCOUNTING

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 3

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Introduction to the preparation, analysis, and use of corporate financial reports. Covers the basic techniques of financial reporting analysis from the perspective of managers as well as external users of information such as investors. Required for MBA.

MGMP 502 - MANAGERIAL ACCOUNTING

Short Title: MANAGERIAL ACCOUNTING

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Introduction to the use of financial and cost information by managers in budgeting, resource allocation, pricing, quality control, and other contexts to help managers set goals and monitor and evaluate performance.

MGMP 510 - ORGANIZATIONAL BEHAVIOR

Short Title: ORGANIZATIONAL BEHAVIOR

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Study of the many factors, which influence how individuals, groups, and teams behave and function in complex organizations and how they can be effectively managed.

MGMP 511 - ORGANIZATIONAL CHANGE

Short Title: ORGANIZATIONAL CHANGE

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 0.75

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Emphasizes understanding what constitutes effective organizational designs, considers both the macro designing initiatives and the micro execution of those initiatives.

MGMP 540 - MANAGERIAL ECONOMICS

Short Title: MANAGERIAL ECONOMICS

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Managerial economics deals with the application of microeconomic concepts for managerial decision making. The course covers market determination of prices, the impact of government interventions in markets, demand analysis and company pricing and output decisions to maximize profit, the short- and long-run profitability of companies under different market structures, game theory and strategic decision making, and the role of incentives in an organization.

MGMP 543 - FINANCE

Short Title: FINANCE

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 3

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Introduction to the theory and practice of corporate finance, with emphasis on topics such as valuation, capital budgeting, risk and return, and capital structure.

MGMP 560 - CORPORATE SOCIAL RESPONSIBILITY

Short Title: CORP SOCIAL RESPONSIBILITY

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 0.75

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: An exploration of the necessary ethical and legal basis of managerial decision making and the positive social and environmental contributions of the business firm.

MGMP 570 - COMPETITIVE STRATEGY

Short Title: COMPETITIVE STRATEGY

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Systematic examination of models and techniques used to analyze a competitive situation within an industry from a strategic perspective. Examines the roles of key players in competitive situations and the fundamentals of analytical and fact-oriented strategic reasoning. Examples of applied competitive and industry analysis are emphasized. Required for MBA.

MGMP 571 - STRATEGY FORMULATION AND IMPLEMENTATION

Short Title: STRATEGY FORMULATION

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: This course focuses on formulating and implementing effective organizational strategy, including competitive positioning, core competencies and competitive advantage, cooperative arrangements, and tools for implementation.

MGMP 574 - OPERATIONS MANAGEMENT

Short Title: OPERATIONS MANAGEMENT

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Introduction to the principles of production management and process improvement.

MGMP 580 - MARKETING

Short Title: MARKETING

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 3

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: In this practically oriented, theoretically grounded course, students learn core marketing concepts through the completion of integrative case studies and interactive class discussion. Specifically, students learn how to apply strategies and tactics related to assessing market fundamentals as well as developing and implementing marketing strategy (e.g. developing a quantitative forecast to support a new product launch decision, preparing a pricing/cost analysis to support a distribution channel partnership decision).

MGMP 594 - STRATEGIC BUSINESS COMMUNICATION I

Short Title: STRAT BUSINESS COMMUNICATION I

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Lecture/Laboratory

Credit Hours: 0.75

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Introduction to the strategy and usage of American-style business communication. Students will learn best practices for effective business writing, oral presentations, slide design, feedback delivery, and interpersonal skills.

MGMP 595 - DATA ANALYSIS

Short Title: DATA ANALYSIS

Department: Management

Grade Mode: Standard Letter

Course Type: Lecture

Credit Hours: 3

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: The ever-increasing capacity of computers to analyze data and the explosion of the amount of data available have resulted in an increase role for data analysis as an aid to business decision-making.

This course exposes the student to most important ideas and methods relevant for data analysis in a business context. Emphasizing practical applications to real problems, the course covers the following topics: sampling, descriptive statistics, probability distributions, and regression analysis. Required for MBA.

MGMP 596 - STRATEGIC BUSINESS COMMUNICATION II

Short Title: STRATEGIC BUSINESS COMM II

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Lecture

Credit Hours: 0.75

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Continued instruction in the core strategic business communication skills that were introduced during Strategic Business Communication I. In addition to a mandatory writing workshop, students will have the opportunity to select other communication topics, based on individual needs and interest.

MGMP 601 - USING FINANCIAL STATEMENTS TO EVALUATE FIRM PERFORMANCE**Short Title:** USING FINANCIAL STATEMENTS**Department:** Management**Grade Mode:** Standard Letter**Course Type:** Lecture**Credit Hours:** 1.5**Restrictions:** Enrollment limited to students in the following programs: EMBA MBA PMBA WMBA XMBA Enrollment is limited to Graduate level students.**Course Level:** Graduate**Description:** This course is designed to develop basic skills in financial statement analysis with special emphasis on understanding, organizing and summarizing financial data for decision making purposes related to valuation. The course focuses on financial and accounting analysis which consists of documenting and understanding a firm's profitability relative to past performance and comparable firms. Ratio analysis, accounting quality, and earnings management are the focal points of this portion of the course. Mutually Exclusive: Cannot register for MGMP 601 if student has credit for BUSI 401.**MGMP 602 - ACCOUNTING-BASED VALUATION****Short Title:** ACCOUNTING-BASED VALUATION**Department:** Management**Grade Mode:** Standard Letter**Course Type:** Lecture**Credit Hours:** 1.5**Restrictions:** Enrollment limited to students in the following programs: EMBA MBA PMBA WMBA XMBA Enrollment is limited to Graduate level students.**Course Level:** Graduate**Prerequisite(s):** MGMP 601 (may be taken concurrently)**Description:** This course covers two major topics: 1) forecasting financial statements based on a complete historical analysis of the firm; 2) deriving firm value under a variety of approaches including discounted cash flows (DCF) and residual operating income valuation (ROPI). Mutually Exclusive: Cannot register for MGMP 602 if student has credit for BUSI 401.**MGMP 677 - SPECIAL TOPICS****Short Title:** SPECIAL TOPICS**Department:** Management**Grade Mode:** Standard Letter**Course Type:** Internship/Practicum, Laboratory, Lecture, Seminar, Independent Study**Credit Hours:** 1-4**Restrictions:** Enrollment is limited to Graduate or Visiting Graduate level students.**Course Level:** Graduate**Description:** Topics and credit hours vary each semester. Contact department for current semester's topic(s). Repeatable for Credit.**MGMP 684 - BRAND STRATEGY****Short Title:** BRAND STRATEGY**Department:** Management**Grade Mode:** Standard Letter**Course Type:** Lecture**Credit Hours:** 1.5**Restrictions:** Enrollment limited to students in the MBA, PMBA, WMBA or XMBA programs. Enrollment is limited to Graduate level students.**Course Level:** Graduate**Description:** Brand Management is an elective class that addresses important branding decisions faced by an organization. Its basic objectives are: 1) to provide students with a complete understanding of the consumer and of how consumers develop brand attitudes and behaviors; 2) to increase understanding of the important issues in planning and evaluating brand strategies; and 3) to provide a forum for students to apply branding strategies in a variety of domains. Particular emphasis is placed in the course on understanding psychological principles at the consumer or customer level that will improve managerial decision-making with respect to brands. One aim of the course is to make these concepts relevant for any type of organization (public or private, large or small, etc).**MGMP 689 - DECISION MODELS****Short Title:** DECISION MODELS**Department:** Management**Grade Mode:** Standard Letter**Course Type:** Lecture**Credit Hours:** 1.5**Restrictions:** Enrollment limited to students in the following programs: EMBA MBA PMBA WMBA XMBA Enrollment is limited to Graduate level students.**Course Level:** Graduate**Description:** Successful management requires the ability to recognize a decision situation, understand its essential features, and make a choice. However, many of these situations - particularly those involving uncertainty and/or complex interactions - may be too difficult to grasp intuitively, and the stakes may be too high to learn by experience. This course introduces spreadsheet modeling, simulation, decision analysis and optimization to represent and analyze such complex problems. The skills learned in this course are applicable in almost all aspects of business and should be helpful in future courses. The course is divided into two parts. In the first part, we discuss the use of decision trees for structuring decision problems under uncertainty. In the second part of the course, we discuss Monte Carlo simulation, a technique for simulating complex, uncertain systems. Throughout the course, we will use Microsoft Excel as a modeling environment, using add-in programs as necessary. Familiarity with Excel is an important prerequisite for this course. Repeatable for Credit.**MGMP 701 - COMMUNICATION I ILE****Short Title:** COMMUNICATION I ILE**Department:** Management**Grade Mode:** Satisfactory/Unsatisfactory**Course Type:** Intensive Learning Experience**Credit Hours:** 0.75**Restrictions:** Enrollment limited to students in the MBA, PMBA, WMBA or XMBA programs. Enrollment is limited to Graduate level students.**Course Level:** Graduate**Description:** Internal and Interpersonal Communications Students discuss and practice effective ways to communicate both to groups within and organization and one-on-one. Content includes analyzing pitfalls of hierarchical communication; listening skills; productive vs. unproductive feedback; etc. Repeatable for Credit.

MGMP 707 - COMMUNICATIONS ILE

Short Title: COMMUNICATIONS ILE

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 0.75

Restrictions: Enrollment limited to students in the MBA, PMBA, WMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Intercultural Communications Students focus on understanding how to conduct business in cultures different from their own. Content includes cultural and emotional intelligence; cross-cultural exercises; and ways to approach and learn about foreign culture and its related business practices.

MGMP 708 - LEADERSHIP ILE

Short Title: LEADERSHIP ILE

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: The purpose of this course is to teach you some skills and give you some hands on practice around leading others in group settings. The course will focus on Fundamental Leadership Skills: Influence and Vision; Fundamental Leadership Skills: Leading a Key Decision; Fundamental Leadership Skills: Interpretive Leading under Crisis; Putting it Together. Climbing Mt. Everest.

MGMP 709 - NEGOTIATIONS ILE

Short Title: NEGOTIATIONS ILE

Department: Management

Grade Mode: Satisfactory/Unsatisfactory

Course Type: Intensive Learning Experience

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: Managers and professionals cannot be successful without possessing effective negotiation skills and strategies. The purpose of this ILE is to help one understand the processes of negotiation in a variety of settings. The ILE will cover a broad spectrum of negotiation problems faced by managers and professionals. This ILE helps students develop negotiation skills by tackling a series important topics central to effective negotiation.

MGMP 789 - GLOBAL FIELD EXPERIENCE

Short Title: GLOBAL FIELD EXPERIENCE

Department: Management

Grade Mode: Standard Letter

Course Type: Seminar

Credit Hours: 3

Restrictions: Enrollment limited to students in the PMBA, WMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: This unique experiential learning opportunity requires students to apply what was learned in the first year of the program through consulting projects on the ground in a designated country. The course fosters a global mindset and further develops the ability to tackle business challenges in dynamic, diverse and complex environments. Department Permission Required.

MGMP 798 - STRATEGIC MANAGEMENT SIMULATION

Short Title: STRATEGIC MGMT SIMULATION

Department: Management

Grade Mode: Standard Letter

Course Type: Intensive Learning Experience

Credit Hours: 1.5

Restrictions: Enrollment limited to students in the PMBA or XMBA programs. Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: This core course uses a capstone business strategy simulation conducted in close proximity to the required formulation/ implementation course. Student teams operate simulated companies in a highly competitive industry. Emphasis is placed on integrating strategy, financial control, operational excellence, and team building. Teams make presentations at the end of the course.

MGMP 799 - STRATEGY CONSULTING LAB

Short Title: STRATEGY CONSULTING LAB

Department: Management

Grade Mode: Standard Letter

Course Type: Intensive Learning Experience

Credit Hours: 3

Restrictions: Enrollment limited to students in the following programs: EMBA H MBA MBA PMBA WMBA XMBA Enrollment is limited to Graduate level students.

Course Level: Graduate

Description: In the Strategy Consulting Lab students provide comprehensive, real-world strategic planning for small businesses and not-for-profit organizations. Students assess the company's/non-profit's current situation to recommend strategic and functional improvements. Students detail designs for the recommendations, make the business case, and provide the implementation roadmap to the senior executives and board of directors. Students have the option to develop a full strategic and business plan for a not-for-profit organization they intend to launch.