Strategic Management (SGM)

Courses

SGM 0827. Creativity and Organizational Innovation. 3 Credit Hours.
Being creative is about solving problems or approaching opportunities in novel and valuable ways. This course is designed to help ALL students better harness their full creative potential - whether you think: "I am not creative" or "I already have more ideas than I can handle", this class will help you come up with more creative ideas that offer more value and have greater impact on the world. Although creativity has been studied by nearly every professional domain, this course focuses on creativity as a driver of organizational innovation - from non-profits to small businesses and large corporations to students' own entrepreneurial startups, creativity and innovation are critical to providing value and ensuring long-term survival.
Throughout this course students will develop important life skills while learning to creatively solve problems through a number of real-world innovation challenges. No matter what career or profession you are going into, being more creative and appreciating how and why modern organizations function the way that they do will help you to be more valuable, more employable, more innovative, and more entrepreneurial.
Course Attributes: GB
Repeatability: This course may not be repeated for additional credits.

SGM 2501. Fundamentals of Asian Business. 3 Credit Hours.
This course is designed to enable you to grasp broad knowledge on Asian business practices. It will examine the similarities and dissimilarities among Japanese, Chinese, and Korean businesses and the special features of Japanese business, such as the network relationships among companies and groups called 'keiretsu'. Given our understanding of the above issues, we will examine how American companies should compete in Asia. NOTE: Fox School of Business students must be a junior or have special permission from your academic advisor.
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
ECON 1001|Minimum Grade of C-|May not be taken concurrently
OR ECON 1101|Minimum Grade of C-|May not be taken concurrently
OR ECON 1901|Minimum Grade of C-|May not be taken concurrently
OR ECON 1102|Minimum Grade of C-|May not be taken concurrently
OR ECON 1902|Minimum Grade of C-|May not be taken concurrently
OR ECON 1103|Minimum Grade of C-|May not be taken concurrently.

SGM 2502. Fundamentals of Latin American Business. 3 Credit Hours.
This course is designed to give you a solid basis to face a job assignment related to business in a Latin American country and to develop your ability to perceive the importance of cultural diversity and how it influences business activities across Latin American countries. Specifically, this course will help you understand the specific challenges of doing business in Latin America and enable you to perceive and understand the differences in the business environment, business customs, and business practices between countries of Latin America and of the rest of the world. NOTE: Fox School of Business students must be a junior or have special permission from your academic advisor.
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
ECON 1001|Minimum Grade of C-|May not be taken concurrently
OR ECON 1101|Minimum Grade of C-|May not be taken concurrently
OR ECON 1901|Minimum Grade of C-|May not be taken concurrently
OR ECON 1102|Minimum Grade of C-|May not be taken concurrently
OR ECON 1902|Minimum Grade of C-|May not be taken concurrently
OR ECON 1103|Minimum Grade of C-|May not be taken concurrently.
SGM 3001. Becoming a Manager: Building, Leading, and Managing New and Small Businesses. 3 Credit Hours.
This course is designed to introduce students with limited or no business background to the critical business management skills and tools needed to run a small enterprise or to launch a new venture and become a successful entrepreneur. Whether you want to become a manager, build a consulting or freelance business, start a new for-profit or non-profit venture, or simply want to be more successful working in any organization, understanding the fundamentals of management will help you achieve these goals. Traditional as well as cutting edge management principles will be discussed and students will learn to develop marketing plans, staffing and operational plans, and to analyze the financial viability of various business ideas. NOTE: Business students are not eligible to register for this course and should consider SGM 3503 instead.

College Restrictions: May not be enrolled in one of the following: Business & Mgmt, Fox School

Repeatability: This course may not be repeated for additional credits

Pre-requisites:
SGM 3501|Minimum Grade of D-|May not be taken concurrently
OR ENGR 3033|Minimum Grade of D-|May not be taken concurrently
OR OTHR 5009|Minimum Grade of D-|May not be taken concurrently
OR SCTR 4321|Minimum Grade of D-|May not be taken concurrently
OR BTMM 4614|Minimum Grade of D-|May not be taken concurrently.

SGM 3002. Be Your Own Boss: Planning to Start Your Own Business. 3 Credit Hours.
It's a fact: Entrepreneurs report greater satisfaction with their work. Chief among the reasons for this is the freedom to determine their own destiny and the appreciation of having a direct impact with their work. In the current economic climate, more and more students are finding entrepreneurial career paths offer them better or complementary options to traditional employment. This course provides students with an understanding of how to research, write, and present effective business plans. The business plan is a critical strategic document used to plan the launch, pivot, or growth of an enterprise. Students will learn about the interrelationship among the various aspects of the plan including the industry, target market, competition, marketing strategy, human resources, financial resources, and management team among others. Students will also learn about presenting the business plan as they engage in mock presentations to local entrepreneurs and venture capital investors.

NOTE: We recommend that non-business students take both an 'Entrepreneurial Thinking' and 'Entrepreneurial Management' course prior to taking SGM 3002 since students should have a feasible business idea prior to class start. Students who do not meet these criteria may be required to complete additional supplementary work and may want to contact the professor to find out if they are sufficiently prepared to take this course. Students cannot receive credit for both SGM 3002 and SGM 4596; Fox Entrepreneurship Majors should take SGM 4596 instead of this course.

Field of Study Restrictions: May not be enrolled in one of the following Majors: Entrepreneurship, General Business

Repeatability: This course may not be repeated for additional credits

Pre-requisites:
SGM 3001|Minimum Grade of D-|May not be taken concurrently.

SGM 3501. Entrepreneurial and Innovative Thinking. 3 Credit Hours.
Thinking like an entrepreneur is about seeing opportunities and passionately pursuing them. Anyone can be entrepreneurial -- whether you start the next Facebook, take control of your work-life balance with a lifestyle business, have an impact on the world with a social venture, or drive change and innovation in an existing company. The goal of this course is not to teach students to start a venture nor to manage a business (this is covered in later courses) but to help you understand the hidden value of your ideas. By highlighting the impact of various types of innovation in driving the development of industries and technological fields, we demonstrate the importance of strategy, competitive advantage, core competencies, and value chains to organizations and industries. By training students to identify opportunities and creatively solve problems, we help develop invaluable skills and perspectives that will make anyone more successful in their professional life. Finally, by showing students all the options that entrepreneurship offers as a potential career path, we begin the process of training you to become a successful entrepreneur.


Repeatability: This course may not be repeated for additional credits.

SGM 3502. Software Applications to Business Problems. 3 Credit Hours.
This course provides hands-on experience in the application of personal computer software to business problems. Students learn to use the Excel spreadsheet program for tasks such as evaluating investment opportunities, amortizing a loan and planning the timely completion of numerous related projects. Financial statement analysis, budgeting, and forecasting are also reviewed.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mgmt, Fox School

Repeatability: This course may not be repeated for additional credits.
SGM 3503. Innovation that Works: Building and Assessing Innovative Business Models. 3 Credit Hours.
The modern competitive landscape requires agile, learning organizations that can constantly innovate and reinvent themselves. Many of the management principles and business models that have served executives well for the past 100 years are no longer appropriate or optimal. Unfortunately, innovative ideas and business models can be difficult to assess leaving many companies to stagnate and eventually fail. By integrating topics from students’ core business courses with leading-edge management practices and creative problem solving, students will come to understand the implications of organizational innovation through a business model lens. This is accomplished through a number of hands-on exercises and mini-projects in which students talk with actual entrepreneurs in order to understand their challenges and generate innovative solutions. This process helps you evaluate novel business model ideas—What if you gave your product away for free? Can an organization function with no employees (or can you find employees to work for free)? Can you build a multi-million dollar business with no startup capital? These are just some of the alternatives that this course will help you appreciate as you learn to be a more innovative, analytical, high-impact employee or entrepreneur.


Repeatability: This course may not be repeated for additional credits.

Pre-requisites:
SGM 3501 Minimum Grade of D-|May not be taken concurrently.

SGM 3511. Doing Well by Doing Good: Where Innovation and Entrepreneurship Meet Social Impact. 3 Credit Hours.
These days the boundary between for-profit and social entrepreneurial ventures is increasingly becoming blurred. Every company, large and small, is making the multi bottom line of people-planet-profit an all-important goal. If you work in any organization or want to start a new venture of your own it is critical that you prioritize “purpose” or create “meaning.” Organizations that ignore their impact on society and the world miss out on opportunities for innovation as well as the immense competitive advantage to having a positive social impact (i.e., doing good) while you do well. If you make meaning you will make people want to write stories about you, want to work for you, and want to buy from you. This course will explore the various ways the emerging U.S. social enterprise sector is evolving. More broadly, this class examines the ways in which entrepreneurship and business in general is embedded in—and affects—larger social, cultural, ecological, and economic relationships.

Repeatability: This course may not be repeated for additional credits.

Pre-requisites:
SGM 3501 Minimum Grade of D-|May not be taken concurrently.

SGM 3521. Finance Your Ideas: Crowdfunding, Grants, Banks, Venture Funds, Corporate and Private Investment. 3 Credit Hours.
In this course you will get out of the classroom and pitch a source (or sources) in order to find funding for your (or your team’s) business idea. Ultimately, every pitch requires a feasible business idea but whether you head to Kickstarter to produce a crowdfunding video pitch, present your business plan to a bank, apply for a government grant, present to the powers-that-be inside an existing organization, or pitch to the angels and VC investors that will be invited as guests to the class, will depend on the type of business idea you have. This course discusses a range of equity and non-equity financing options available to organizations today. One of the biggest problems for Temple entrepreneurs is financing their ideas—although securing funding is always difficult, this course helps you appreciate several options you have and the implications for each. A special focus will be paid to the investment decision (i.e., what does it take to persuade an investor to part with their hard earned money) and students will gain insights into factors that influence the viability and financial health of a business as well as the steps that can be taken to increase venture valuation.

NOTE: Most students that take this course should enter having already assessed the viability of their idea for a new venture. We recommend that students take both an ‘Entrepreneurial Thinking’ (e.g. SGM 3501, 0827, 5117) and ‘Entrepreneurial Management’ (e.g. SGM 3503, 3001, 5187) course prior to taking SGM 3521. Students who do not meet this criteria may be required to complete additional supplementary work and may want to contact the professor to find out if they are sufficiently prepared to take this course. Entrepreneurship majors may want to consider taking SGM 3521 at the same time or even after SGM 4596.

Repeatability: This course may not be repeated for additional credits.

Pre-requisites:
SGM 3501 Minimum Grade of D-|May not be taken concurrently.

SGM 3580. Special Topics - Strategic Management. 3 Credit Hours.
Special topics in current developments in the field of general and strategic management.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

Repeatability: This course may be repeated for additional credit.

SGM 3582. Independent Study. 3 Credit Hours.
Readings and/or papers under supervision of a faculty member.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

Repeatability: This course may be repeated for additional credit.
SGM 3585. Incubator Internship: Contribute, Connect and Learn as a Part of the Entrepreneurial Ecosystem. 3 Credit Hours.
Accelerators and incubators have proven to be quite successful at launching and enabling successful new ventures. These programs help organizations move through multiple milestones and stages, constantly evaluating the success and prospects for the venture, and recommend pivots or changes in the core concept as necessary. This process requires support personnel with a huge range of experience - from business students to work on marketing plans and business models, to engineers and computer programmers to help build prototypes, to law / legal studies students to help assess IP and other legal issues related to incorporation, to media and communication students to generate press or help create videos and webpages for crowdfunding campaigns. In this internship students will be placed in one of these accelerators/incubators so that they can leverage their expertise, gain experience (and a portfolio) working with various new ventures, enhance their networks, and learn what makes these ventures succeed vs. fail. Accelerator/incubator options include those that help Temple students, those that assist with technology commercialization, those that focus on small businesses in North Philly, those focused on app-based companies, and many more both within Temple and elsewhere in the region or around the country / world.
Note: Please check http://iei.temple.edu/internships or email: entrepreneurial-internships@temple.edu with questions or for more information (students must have their internship arranged and complete necessary paperwork before the first week of class or they will be dropped from the course).
Repeatability: This course may be repeated for additional credit.

SGM 3682. Independent Study. 3 Credit Hours.
Readings and/or papers under supervision of a faculty member.
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

SGM 3685. New Venture Internship: Learning to be a High-Value Employee, Manager, or Founder. 3 Credit Hours.
During this semester long course, students will work in an entrepreneurial new venture on a specific high-value project (internships are 100 hours). In parallel to the internship, students will be working with the course faculty (typically experienced mentors, executive coaches, or consultants) in one-on-one, team, and group sessions as they learn how to manage a project-based internship. Emphasis is placed on helping students understand how they create value for the organization they are working with while making sure they learn the most from the experience themselves. The IEI typically has a number of internships available or students are welcome to come to the course with an internship opportunity in mind. We strongly recommend that students take the opportunity to reach out to companies and organizations that they really want to work in. The best internships are typically with smaller, high-growth entrepreneurial companies and organizations - not with large, traditional organizations (and not with family or friends).
NOTE: Please check http://iei.temple.edu/internships or email: entrepreneurial-internships@temple.edu with questions or for more information (students must have their internship arranged and complete necessary paperwork before the first week of class or they will be dropped from the course).
Repeatability: This course may be repeated for additional credit.

SGM 4596. Strategic Planning: The Business Plan as a Strategic Tool for Existing Businesses and Entrepreneurs. 3 Credit Hours.
The business plan (BP) is frequently misunderstood and assumed to be most relevant when entrepreneurs seek external funding. In actuality, the BP simply encourages entrepreneurs and managers alike to invest some thought, some time, and some ink before they risk a great deal more time, resources, and money launching an ill-conceived new venture. In addition, the BP is frequently underappreciated as a vital instrument for existing businesses. Senior managers often evaluate a potential departure from existing business models by engaging multiple internal stakeholders, hiring consultants, benchmarking and establishing milestones--as momentum builds the process takes on a life of its own. Ultimately, a great deal could have been saved if a BP had been created from the start. This course teaches students a very practical skill--the know-how to fully develop and flesh-out an innovative new business model via a business plan. In addition, all students will present their ideas to experienced entrepreneurs for feedback and have the opportunity to submit their BP to the Be Your Own Boss Bowl (BYOBB) competition for a chance to win $125k+.
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Course Attributes: WI
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(SGM 3501 minimum Grade of C-) (May not be taken concurrently)
AND (SGM 3503 minimum Grade of C-) (May not be taken concurrently).

SGM 5001. Mng New & Small Enterprsr. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5002. Business Plan Developmnt. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5051. Business Strategy in a Global Environment. 3 Credit Hours.
This course is designed to present international strategic management concepts and the field of global industry competitive analysis. This seminar combines multiple attributes and analytical frameworks of strategic management to assess an industry and the relevant competitor strategies.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Degree Restrictions: Must be enrolled in one of the following Degrees: Master of Business Admin
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.
SGM 5052. Analytical Foundations of Strategy. 1.5 Credit Hour.
This course is designed to [a] introduce students to core concepts and analytical tools to facilitate strategic decision making in a setting of uncertainty; [b] assess the importance of the external environment (industry, location) in the development of firm strategies and sustainable competitive advantage; [c] examine the responses of competitors, customers and suppliers to a firm's strategic actions (prices, costs, scope of the market, innovations) and the implications of these responses for firm strategy and performance; [d] clarify the relationship between firm performance and the activities within the value chain, using relative cost analysis and value added analysis; [e] evaluate the domestic and international diversification strategy of firms, including the impact of institutions such as ownership structure on firm performance and cross border valuation. The course will rely heavily on theory, quantitative analysis, and case analysis to develop cutting edge skills for critical analysis in a real world consulting environment.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Degree Restrictions: Must be enrolled in one of the following Degrees: Master of Business Admin
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (STAT 5001|Minimum Grade of B-|May be taken concurrently)
AND (ECON 5001|Minimum Grade of B-|May be taken concurrently)
OR (BA 5001|Minimum Grade of B-|May be taken concurrently)
AND (FIN 5001|Minimum Grade of B-|May be taken concurrently).

SGM 5101. Foundations of Strategic Management. 3 Credit Hours.
Conceptual and operational models of strategic planning examined in detail. Emphasis is on strategy formulation, implementation, and control of organizations of all types.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently)
AND (ECON 5001|Minimum Grade of B-|May not be taken concurrently)
AND (FIN 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MSOM 5001|Minimum Grade of B-|May not be taken concurrently)
AND (STAT 5001|Minimum Grade of B-|May not be taken concurrently).

SGM 5102. Strategic Decision Support Systems. 3 Credit Hours.
Students are exposed to state-of-the-art, PC based decision techniques and approaches for addressing strategic (or unstructured) issues confronting an organization. Skills are developed in structuring complex, strategic decision problems and in the selection and application of appropriate techniques for reaching realistic decisions. Complex, judgmental problems are considered for a variety of organization types, business and non-business. All students perform a team project in strategic analysis using an advanced expert system. No prior computer knowledge is required.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently)
AND (ECON 5001|Minimum Grade of B-|May not be taken concurrently)
AND (FIN 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MSOM 5001|Minimum Grade of B-|May not be taken concurrently)
AND (STAT 5001|Minimum Grade of B-|May not be taken concurrently).

SGM 5103. Management of Technology and Innovation. 3 Credit Hours.
The emphasis on concepts and management processes to manage technological developments and innovations in organizations. Topics include technology, strategy, management of research, development and innovation, development of new products and businesses. Case studies will be used to develop students' analytical skills. Students will do a project within an organization and present written and oral reports.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently)
AND (ECON 5001|Minimum Grade of B-|May not be taken concurrently)
AND (FIN 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
AND (MSOM 5001|Minimum Grade of B-|May not be taken concurrently)
AND (STAT 5001|Minimum Grade of B-|May not be taken concurrently).
SGM 5104. Management of Growth, Decline and Turnaround. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently
AND ECON 5001|Minimum Grade of B-|May not be taken concurrently
AND FIN 5001|Minimum Grade of B-|May not be taken concurrently
AND MIS 5001|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5001|Minimum Grade of B-|May not be taken concurrently
AND MSOM 5001|Minimum Grade of B-|May not be taken concurrently
AND STAT 5001|Minimum Grade of B-|May not be taken concurrently).

SGM 5105. Industry Competitive Analysis. 3 Credit Hours.
An applied examination of recently developed techniques for assessing industry competitive forces and devising appropriate business strategies. Topics include: analysis of industry trends, recognizing types of industries, developing strategic maps of industry competitors, and learning to utilize industry information sources, among others. Students will be required to conduct an in-depth analysis of at least one industry.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently
AND ECON 5001|Minimum Grade of B-|May not be taken concurrently
AND FIN 5001|Minimum Grade of B-|May not be taken concurrently
AND MIS 5001|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5001|Minimum Grade of B-|May not be taken concurrently
AND MSOM 5001|Minimum Grade of B-|May not be taken concurrently
AND STAT 5001|Minimum Grade of B-|May not be taken concurrently).

SGM 5106. E-Commerce Strategy. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5107. Management of Mergers and Acquisitions. 3 Credit Hours.
Examines managerial aspects of growth through mergers and acquisitions. Examines pre-merger analysis, strategies for negotiation and bidding, as well as post-merger integration of target firms. Utilizes several techniques valuable for acquisition analysis, including financial valuation techniques and industry analysis. Case studies develop students’ analytical skills.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently
AND ECON 5001|Minimum Grade of B-|May not be taken concurrently
AND FIN 5001|Minimum Grade of B-|May not be taken concurrently
AND MIS 5001|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5001|Minimum Grade of B-|May not be taken concurrently
AND MSOM 5001|Minimum Grade of B-|May not be taken concurrently
AND STAT 5001|Minimum Grade of B-|May not be taken concurrently).

SGM 5108. New Venture Creation. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites: (ACCT 5001|Minimum Grade of B-|May not be taken concurrently
AND ECON 5001|Minimum Grade of B-|May not be taken concurrently
AND FIN 5001|Minimum Grade of B-|May not be taken concurrently
AND MIS 5001|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5001|Minimum Grade of B-|May not be taken concurrently
AND MSOM 5001|Minimum Grade of B-|May not be taken concurrently
AND STAT 5001|Minimum Grade of B-|May not be taken concurrently).
SGM 5111. Growing Through Mergers & Acquisitions. 1.5 Credit Hour.
Mergers and Acquisitions (M&As) are two key avenues for rapid growth or consolidation, especially when organic growth through R&D, corporate venturing or market development will not suffice. However, research and anecdotal evidence abound that anywhere from 50% to 80% of M&As fail, and end up compromising the competitiveness of even strong firms. This module will answer the following questions: (1) When should M&As be the preferred modes for growth? (2) How should managers identify and evaluate targets realistically? (3) How should the M&A deal be structured and what are the implications for respective shareholders and the combined entity? (4) How can executives anticipate and address the strategic and behavioral challenges of integrating the two parties such that growth objectives are realized? In doing so, this module aims to offer a "soup-to-nuts" overview of the strategic, financial and legal (though, to a lesser extent than a typical finance or law school course), and organizational integration challenges in undertaking M&As.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5112. Competing on Value: Analyzing and Shaping Your Industry. 1.5 Credit Hour.
Value is the essence of strategy. For every position that a firm takes in the industry, the firm creates, adds or destroys value. This course provides the knowledge and perspectives necessary to do an in-depth analysis of various industries and in learning to compete on value and to position their firms within the industry in which they chose to compete. The positioning has implications for resources, core competencies of the firm, its competitive advantage, and performance of the firm. Key questions raised and answered in the module include: How do firms create or add value? How do firms compete on value in slow moving vs. fast moving industries. How does the value frontier evolve and transform the competitive landscapes? Does order of entry matter? When and Why? How are industries created? How to compete on value in Internet-based and networked industries? How to compete on value in science-based industries?

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5113. Strategy Implementation: Designing Organizations for Success. 1.5 Credit Hour.
"Execution is the great unaddressed issue in the business world today. Its absence is the biggest single obstacle to success and the cause of most of the disappointments that are mistakenly attributed to other causes." That according to a well respected consultant. This module attempts to fill the gap between "saying and doing" that is often seen in organizations. Strategy implementation is operations-oriented. Implementation excellence is both absolutely essential and capable of providing enormous rewards. By learning to bridge the gap between saying and doing and by focusing on the activities that really determine the success or failure of the organization, students appreciate the nature of the work they do. Key questions raised and answered in the module include: How does strategy really work in organizations? How to achieve a good fit between strategy and organization structure? How to align strategy and organization systems? What is the role of organization culture in strategy implementation? How to initiate and complete changes in strategy? What are the roles of CEO, top management teams and board of directors in strategy implementation?

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5114. Managing Strategic Alliances: Competing through Collaborations. 1.5 Credit Hour.
Strategic partnerships are formal arrangements between firms that involve significant levels of shared resources and decision-making. In the current context, these inter-firm collaborations, some of which span international boundaries, have become fundamental to competitive advantage. However, alliances are notoriously difficult to manage with failure rates reaching over 70%. The course covers both analysis and design of strategic partnerships, as well as their management and implementation. Various forms of strategic partnerships covered in this course are outsourcing agreements, minority equity investments, equity alliances, and joint ventures. The course will provide concepts, tools and frameworks necessary to develop an organizational capability to manage strategic partnerships; to assist clients with partner selection, deal making and due diligence; decide when a firm should choose internal development over external partnerships; understand the role of corporate venturing in a firm's alliance strategy; and learn how partnerships with the citizen sector can help scale new growth initiatives.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5115. Firms in Crisis: Managing Turnaround. 1.5 Credit Hour.
In the life cycle of firms, growth invariably is followed by decline and, possibly, turnarounds. As Jim Collins, the author of "Good to Great" noted, less than 15% of the firms that appeared in the first Fortune 500 list published in 1955 still made the list in 2008. Decline may set in due to "irrational exuberance" during the growth phase, when management challenges and missteps may be masked by superior performance in the short term. Decline also may be caused by external shocks, usually unanticipated changes in the firm's markets and environment. Whatever the causes of decline, it results in liquidity and legitimacy crises and, if not aggressively managed, can lead to failure. Failure, though, does not always mean liquidation. Firms that file for Chapter 11 bankruptcy face the challenge of developing a plan to turn the company around. A number of firms successfully emerge as viable concerns from Chapter 11; others do not. Accordingly, this module will answer the following questions: (1) How can managers recognize the early warning signs and root causes of decline, and take action before crisis sets in? (2) Once decline has begun, how can they take charge and turn around the firm setting it on a course to survival (in the short term) and rejuvenation (in the long-term)?

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
SGM 5116. Non-Profit Governance: Preparing to Sit on a Board of Directors. 1.5 Credit Hour.
Participation on a nonprofit board is a rite of passage for business leaders. It provides a rich opportunity to study governance, risk management, and leadership development at a strategic level. It also offers rich professional development opportunities and the satisfaction of sharing professional skills with mission-driven organizations. Through active involvement with the board of a nonprofit organization, enriched by a management project for the organization, students will consolidate their MBA skills while exploring issues related to governance, risk management, impact measures and executive development and motivation.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5117. New Venture Creation: Entrepreneurial Opportunities, Resources, and Teams. 1.5 Credit Hour.
Whether students are aspiring entrepreneurs bent on launching new businesses or managers bent on growing profitable businesses, the module seeks students to “think big” and “think outside the box”. The central focus of the module is on two key success factors: the entrepreneur; and his/her ability to create and recognize opportunities. It examines the concepts, skills and know-how, information, attitudes and alternatives that are relevant for entrepreneurs engaged in start-up and early-stage ventures, managers of new ventures within established organizations, and the relevant stakeholders. Key questions raised and answered in the module include: What are the key aspects of new venture creation process? How to evaluate an opportunity? How do new ventures achieve growth? What are the key elements of deal structure? How to structure a deal? What are the strategies for harvesting new ventures? What are the unique properties of entrepreneurs and their teams?
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5118. Innovation-Based Strategy: Managing Disruptive Change. 1 to 3 Credit Hour.
This course discusses the basics every manager needs to organize successful technology-driven innovation in both entrepreneurial and established firms. We start by examining innovation-based strategies as a source of competitive advantage and then examine how to build and design organizations that excel at innovations. Major topics include understanding how disruptive innovations impact existing markets; how organizations can embrace disruptive innovations; creating an organizational environment that rewards innovation; organizing to take advantage of internal and external sources of innovation; and designing structures to reduce resistance to change. Many of the examples also focus on how established firms can become more entrepreneurial in their approach to innovation.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5119. Social Entrepreneurship: Change the World, Profitably. 1.5 Credit Hour.
Social entrepreneurship combines the energy, discipline and innovativeness of private enterprise with the inclusiveness and farsightedness of public enterprise to solve pressing social, environmental and economic problems. Social entrepreneurship sounds wonderful - but how does it play out in reality? And what does it take to manage multiple bottom lines effectively? Through extensive readings, vigorous discussion with classmates and guest speakers, and action research, we will explore the promise and perils of social entrepreneurship as lever for improving the world - and use our experience with social entrepreneurship as a lens through which to understand business and strategy.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5121. Emerging Market Innovation: Reinventing the Multinational Firm. 1 to 3 Credit Hour.
This course is a deep dive into exploring some of the common management challenges and business opportunities in emerging markets. Operating at the intersection of emerging market strategy, innovation and sustainability, this cutting-edge course will explore two key dimensions of managing in emerging markets: One, how emerging markets are forcing firms to take a long hard look at their existing practices and business models due to the need to address inclusive growth objectives; and two, how by doing so, these companies are laying the foundation for the next generation of competitive advantage. This is a must have course for students interested in emerging markets, international business, global marketing, innovation, sustainability and in understanding how doing good can be blended with doing well.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.

SGM 5122. Business Model Innovation: Profitable and High-Impact by Design. 1.5 Credit Hour.
Business models describe how an organization creates, delivers, and captures value in economic, social, cultural or other contexts. This course will present the defining characteristics of a business model, the most common types of business models (e.g. subscription, brick-and-mortar, click-and-mortar, razor-and-blades, free, freemium, open, long tail, etc.), and help students learn to assess the viability of an organization through a business model lens. We will then learn how to generate, evaluate, and improve novel business models. We will use the business model canvas methodology as well as rely on the strategic revolution/blue ocean strategy approaches to generate rule-breaking business models. Innovative and original business models have the potential to create new competitive spaces as well as reinvent stagnant or declining industries. Our discussion of business models will also include special attention to issues such as the international context of a business, the hybrid nature (economic and social values) of certain businesses, as well as implementation challenges. The course will use a combination of case studies and hands-on practical exercises in order to develop your creative and critical thinking.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
SGM 5123. Corporate Strategy: Managing Diversified Firms. 1.5 Credit Hour.
Much of industrial activity is carried out by large companies which compete simultaneously in multiple markets (product, location, business). In 2012, the largest 500 publicly traded companies sold approximately 11 trillion worth of goods and services or approximately 75% of the output of all U.S. public companies. On average these firms engaged in over 10 different lines of business. Hence it is likely that most people will at some point work for, advise or compete against a multi-product, multi-location, multi-business corporation. This course will broadly examine topics such as: why do multi-product, multi-location, multi-business firms exist? How do they create value? What determines firm boundaries? How are these businesses managed?

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5124. Creative Problem Solving: Perspectives & Techniques that Improve Creativity in Organizations & Life. 1.5 Credit Hour.
Being creative is about solving problems or approaching opportunities in novel and valuable ways. This course is designed to help ALL students better harness their full creative potential—whether you think: “I am not creative” or “I already have more ideas than I can handle”, this class will help you come up with more creative ideas that offer more value and have greater impact on the world. Students in this course will shift both their perspective and their behaviors as they learn about the psychological and sociological underpinnings of creativity while applying practical creativity techniques to real-world challenges during class. This course is designed to complement design thinking/inquiry courses offered at Fox and Temple and delves deeper into critical creativity topics like problem formulation, divergent thinking techniques, idea evaluation and convergent thinking, evolving ideas to increase impact and feasibility, and championing your ideas to find acceptance. No matter what career or profession you are going into, being more creative and appreciating how group and organizational environments can foster creativity will help you to be more valuable, employable, innovative, and entrepreneurial.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5125. Financing Entrepreneurial and Corporate Ventures. 1.5 Credit Hour.
The ecosystem of startups is changing rapidly, presenting new opportunities and challenges for entrepreneurs and early employees as well as for established corporations seeking fresh entrepreneurial ideas. Against this dynamic backdrop, financing and growing a new venture—as an entrepreneur launching a startup or as a company cultivating entrepreneurial opportunities—requires distinctive knowledge and a skill set that integrates strategic, operational, and financial tools. The goal of this course is to apply the analytical skills and functional knowledge developed in the core curriculum to the opportunities and challenges of emerging business opportunities. This course demands synthesis of strategic and financial analysis in the context of real time applications in a diversity of industry settings, including social media and data analytics, information technology, life sciences, and healthcare and a range of equity and non-equity financing options. One of the biggest hurdles for entrepreneurs is financing their ideas—although securing funding is always difficult, this course helps you appreciate multiple options and implications for each. A special focus will be paid to the investment decision from the perspective of various investors and the entrepreneur, and students will gain insights into factors that influence the viability and financial health of a business as well as the steps that can be taken to increase venture valuation.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5126. Innovation Adoption and Diffusion: Finding First Customers and Driving Widespread Implementation. 1.5 Credit Hour.
The difference between a creative idea and an innovation is that an innovation is put into practice or implemented. However, it turns out that the implementation of innovations is actually quite difficult and has exceptionally high failure rates. This course builds on the theoretical foundations of innovation characteristics, adoption, and diffusion as well as behavioral economics while providing concrete, practical advice and techniques for successfully implementing innovative ideas. It is designed to help entrepreneurs and innovators appreciate barriers to adoption, identify and convert first users, and ultimately, drive change and innovation through networks—whether these are customer groups, organizations, or the public at large. Change can be economically and psychologically costly—whether it involves the adoption of a novel product/service or business model by a user, a new process by members of an organization, or simply a new point of view by a person. However, there are ways in which innovations can be positioned to reduce these costs or barriers and techniques by which early adopters can be leveraged to rapidly diffuse these novelties through networks. These skills are what allow individuals to turn a creative idea into an innovation and an innovation into a competitive advantage.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5127. Managing Knowledge Networks: Understanding & Analyzing Social Networks in Organizations & Beyond. 1.5 Credit Hour.
We all know that it is not WHAT you know but WHO you know that matters most. But this truism is even more relevant as we move into a knowledge-based economy. Most significant innovations are the result of a collaborative endeavor between individuals, groups, and organizations. Thus, understanding social networks can be particularly useful in assessing how information and knowledge flow both within and across specific units or organizations. This course is designed to provide an introduction to how social network analysis can shed light on problems of collaboration and connectivity in organizations and can provide managers a more effective and strategic way to address these problems. The course will teach students about the importance of knowledge in organizations and cover basic social network analytical methods. These techniques can systematically reveal how collaboration, innovation, and learning are occurring—or not occurring—in informal networks. We will then discuss practical ways for managers to improve networks by looking at individual employees and their positions within a network.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
SGM 5128. The Crowd, The Cloud, and Open Innovation Strategy. 1.5 Credit Hour.
Unbridled advances in technology and connectedness have transformed the relationship between companies, customers, and competitors. With this transformation, the lines between business relationships, social connections, and competitive advantage are increasingly connected to one another. Thus companies across all industries and size classes—from established industry giants to high-growth companies in new technology areas—require the skills and knowledge to strategically harness the power of "the crowd and the cloud". This course addresses the distinct challenges and opportunities posed by the confluence of digital community, powerful and expanding data gathering and analytics, and the intertwining of technological change and business models. This course is relevant for students seeking to expand their skills in harnessing insights from real-time change for the development of powerful and adaptable decision-making and innovation. This class will draw upon current topics including: the crowdsourcing of innovation in established firms and new entrants; the use of technological connectedness and social media strategies in developing innovative user communities; the challenges and opportunities of co-creation; and the emergence of crowd-based funding as a financial tool for launching new projects. The course relies on case analysis and class discussions focused on applying analytical skills to challenges and opportunities in current contexts.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5131. Social Entrepreneurship. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5132. Sustainable Business Practices. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5170. Special Topics. 1 to 6 Credit Hour.
Special topics in Strategic Management.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

SGM 5180. Special Topics in SGM. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5182. Independent Study. 1 to 6 Credit Hour.
Only available to MBA/MS students. Course provides an opportunity for students to explore the creation of an idea for a new eBusiness, as well the planning and research involved in moving from the idea stage to the startup stage. This course involves preparation of a business plan on the new eBusiness idea. In addition, this course provides students with an on-going platform to develop and integrate concepts presented in previous and concurrent seminars. Prior to taking this course, students will be exposed to an entrepreneurship module in the Fall semester. This module is designed to provide students with an opportunity to present preliminary ideas for a new eBusiness endeavor to be expanded on during this course.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5187. Future Franklin: Assessing the Feasibility of Innovative Business Ideas. 1.5 Credit Hour.
Benjamin Franklin was one of the Founding Fathers of the United States but he was also an inventor and entrepreneur. Among other things he founded his own printing company, created the concept of the mail order catalogue, invented the bifocals and the lightning rod, was instrumental in forming both the first public library and first fire department, and is credited with coining the saying "do well by doing good." This course will help you find your inner Franklin as you explore a number of potentially viable business models in order to write a feasibility plan for an innovative new idea. Based on our partnership with the Technology Commercialization office, students will have access to a portfolio of Temple's patented, high-potential technology for their projects or they will have the option to work on their own ideas or technologies. Whether you want to start a new high-growth venture, explore a new business model within an existing company, or be a social entrepreneur this course will help you make this a reality.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5190. Special Topics: General & Strategic Management. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5282. Independent Study. 1 to 3 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
SGM 5051|Minimum Grade of B-|May not be taken concurrently.
SGM 5301. Competitive Strategy. 1.5 to 3 Credit Hour.
The purpose of this course is to build on the concepts introduced in the Foundations of Strategy course and apply them to more advanced applications in a global setting. Using industry structure, strategic profile and complex competitor interaction concepts, students are asked to apply these concepts in a two part simulation.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: BA 5301
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(FIN 5301|Minimum Grade of B-|May be taken concurrently)
AND (ACCT 5301|Minimum Grade of B-|May be taken concurrently).

SGM 5302. Strategy in a Global Context. 1.5 Credit Hour.
With rapid technological change and the de-coupling of the world economy due to the rise of emerging markets, competitive advantage is increasingly being linked with strategy and innovation, be it in technology, product and service, process, culture, or organization design. This course, which is concerned with the formulation and analysis of global strategy in a contemporary environment, focuses on the challenges that companies face in managing complex activities that stretch across national boundaries. The course addresses how organizations structure their internal and external environments, and develop resources and capabilities which enable them to build competitive advantage. The course relies on case analysis and class discussions to tackle novel, unstructured problems and to integrate ideas relating to competitive, emerging markets, globalization and innovation.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.

SGM 5401. Competitive Strategy. 1.5 Credit Hour.
The purpose of this course is to build on the concepts introduced in the Foundations of Strategy course and apply them to more advanced applications in a global setting. Using industry structure, strategic profile and complex competitor interaction concepts, students are asked to apply these concepts in a two part simulation.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: BA 5401
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(FIN 5401|Minimum Grade of B-|May be taken concurrently)
AND (ACCT 5401|Minimum Grade of B-|May be taken concurrently).

SGM 5402. Strategy in a Global Context. 1.5 Credit Hour.
With rapid technological change and the de-coupling of the world economy due to the rise of emerging markets, competitive advantage is increasingly being linked with strategy and innovation, be it in technology, product and service, process, culture, or organization design. This course, which is concerned with the formulation and analysis of global strategy in a contemporary environment, focuses on the challenges that companies face in managing complex activities that stretch across national boundaries. The course addresses how organizations structure their internal and external environments, and develop resources and capabilities which enable them to build competitive advantage. The course relies on case analysis and class discussions to tackle novel, unstructured problems and to integrate ideas relating to competitive strategy, emerging markets, globalization and innovation.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.
SGM 5501. International Management. 3 Credit Hours.
Operating policies and procedures; organization, administrative, and operational problems of multinational companies. Required for majors in International Business Administration.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(ACCT 5001|Minimum Grade of B-|May not be taken concurrently
OR ACCT 5402|Minimum Grade of B-|May not be taken concurrently
OR ACCT 5302|Minimum Grade of B-|May not be taken concurrently)
AND (ECON 5001|Minimum Grade of B-|May not be taken concurrently
OR BA 5402|Minimum Grade of B-|May not be taken concurrently
OR BA 5401|Minimum Grade of B-|May not be taken concurrently)
AND (FIN 5001|Minimum Grade of B-|May not be taken concurrently
OR FIN 5402|Minimum Grade of B-|May not be taken concurrently
OR FIN 5302|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5001|Minimum Grade of B-|May not be taken concurrently
OR MIS 5302|Minimum Grade of B-|May not be taken concurrently
OR MIS 5402|Minimum Grade of B-|May not be taken concurrently)
AND (MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR MKTG 5402|Minimum Grade of B-|May not be taken concurrently
OR MKTG 5302|Minimum Grade of B-|May not be taken concurrently)
AND (MSOM 5001|Minimum Grade of B-|May not be taken concurrently
OR MSOM 5402|Minimum Grade of B-|May not be taken concurrently
OR MSOM 5301|Minimum Grade of B-|May not be taken concurrently)
AND (STAT 5001|Minimum Grade of B-|May not be taken concurrently
OR STAT 5402|Minimum Grade of B-|May not be taken concurrently
OR STAT 5301|Minimum Grade of B-|May not be taken concurrently).

SGM 5701. Project in Consulting. 3 Credit Hours.
Develops problem solving and consulting skills as students work in 3-4 person teams on strategic problems for small, medium-sized and large international corporations in the Philadelphia area. An attempt is made to match up student interests with appropriate projects. Formal presentations are made to executives of participating companies. Note: Enrollment is limited to students in the IMBA program.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5702. Multinational Strategic Management. 3 Credit Hours.
Conceptual and operational models of strategic planning examined in detail. Emphasis is on strategy formulation, implementation, and control of organizations of all types. An applied examination of recently developed techniques for assessing industry competitive forces and devising appropriate business strategies. Topics include: analysis of industry trends, recognizing types of industries, developing strategic maps of industry competitors, and learning to utilize industry information sources, among others. Students will be required to conduct an in-depth analysis of at least one industry.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5801. Contemporary Corporate Strategy. 3 Credit Hours.
In this course, you'll increase your grasp of strategic management concepts as they relate to for-profit, not-for-profit and professional organizations. You'll enhance your ability to analyze an industry and develop relevant enterprise-level strategies. In particular, through several real-world case studies, you'll learn about cutting-edge developments in e-business and e-business strategies. You'll apply the concepts to organizations that you and other program participants work for or are interested in.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5882. Independent Study. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5890. Special Topics. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 5901. Mng New/Small Enterprise. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 5902. Managing Bus Planning. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
SGM 9001. Seminar: Strategic Form - Environmental Analysis. 3 Credit Hours.
A critical evaluation of the paradigms, theories, and research approaches as well as the current state of knowledge in strategic management. The courses focuses specifically on the theory and current state of research in the analysis of relevant environments and the subsequent formulation of strategy within corporate entitles.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 9002. Seminar: Administrative Strategic Decisions. 3 Credit Hours.
Design of systems to implement decisions. Examines concepts and theories of organizational design and processes required to transform strategic decisions into action and desired results. The current research literature in the area of organization decision making is emphasized.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 9003. Seminar: Management Control. 3 Credit Hours.
Survey of control theory and research as it relates to organizational behavior. Examines managerial practices and organizational processes which have the potential effect of achieving strategic goals.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 9090. Spec Topic Strategy. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 9183. Directed Study in Mgt. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

SGM 9211. Theor Fndns in Entrepr. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

SGM 9212. Strategic Management of Technology and Innovation. 3 Credit Hours.
This doctoral seminar provides an introduction to the phenomenon of innovation from the strategic management perspective. By introducing some of the basic theories and concepts of innovation research, this seminar serves as a foundation for building our understanding of how organizations create new innovations, engage in search, design their organizations optimally, and manage change. The emphasis of the seminar is on understanding the main theories on innovation and technology strategy and synthesizing research in this area. We will also develop skills to appreciate and construct theoretically rich empirical research designs.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.