Engineering Management, M.S.

COLLEGE OF ENGINEERING (http://engineering.temple.edu)

About the Program

The College of Engineering, which hosts the program, and the Fox School of Business and Management established this interdisciplinary Master of Science in Engineering Management. The degree program is designed as a career development option for students pursuing careers in technology-based ventures who desire to learn specific management techniques associated with the management of technology development and technology-based projects, either for customers or associated with the introduction of new technologies into existing organizations.

Students who complete the M.S. in Engineering Management learn many of the skills and approaches necessary to increase the productivity and innovative capacity of technology-driven organizations. They are exposed to aspects of management education, such as project management, IP strategy, and quality management, to which they may not have previously been exposed.

Time Limit for Degree Completion: 5 years

Campus Location: Many courses are offered on Main Campus and include online components. Eventually, students will be able to complete the program entirely online, but this is not an option in 2014 and 2015. The online program requires some in-person classroom participation.

Full-Time/Part-Time Status: The degree program can be completed full-time in one year or part-time over two years. Part-time students may extend the completion deadline to 3 years, based on circumstances.

Interdisciplinary Study: Designed as an interdisciplinary program, the source of courses has been balanced between the College of Engineering and Fox School of Business and Management.

Affiliation(s): Research is supported by the Fox School of Business and Management’s Innovation and Entrepreneurship Institute and Small Business Development Center. Research interests of the Fox School and College of Engineering faculty are also supported by numerous centers and institutes throughout Temple University.

Ranking: Most of the content developed for the Engineering Management M.S. degree was developed by the Fox School of Business and Management, which is highly ranked. Current ranking information may be viewed at http://www.fox.temple.edu/ranking/.

Accreditation: The overall curriculum is designed to meet the requirements of the American Society for Engineering Management.

Non-Matriculated Student Policy: Students with an undergraduate GPA of 3.0 or higher may be allowed to take classes on a non-matriculated basis. Non-matriculated students may take a maximum of 9 credit hours. Any additional courses require the student to be matriculated in a program.

Financing Opportunities: Contact the department directly for more information.

Admission Requirements and Deadlines

Application Deadline:

Fall: March 1
Spring: November 1; August 1 international

Applications are processed on a continual basis. Late applications may be considered for admission. Ordinarily, the applicant is informed of an admissions decision within 6 weeks of receipt of all supporting application documents.

APPLY ONLINE to this graduate program.

Letters of Reference:

Number Required: 3

From Whom: Recommendations should be professional references from supervisors and co-workers or academic references. References should be obtained from those who know the applicant well and who can attest to the applicant’s ability to excel in the M.S. in Engineering Management program.

Coursework Required for Admission Consideration: Applicants should have a technical background in engineering, mathematics, science, or technology. Two years’ relevant work experience in a company is preferred, but exceptions can be made.

Bachelor’s Degree in Discipline/Related Discipline: A baccalaureate degree in engineering, science, or technology is required.

Statement of Goals: An essay on your professional plans and goals should be one to three pages in length. It should reflect your influences, values, aspirations, and interest in the M.S. in Engineering Management program. The following questions may be addressed:
• What particular past experiences or previous exposure (academic, professional, etc.) prepared or motivated you to pursue an M.S. in Engineering Management degree?
• How would you expect to change over the course of the program?
• What personal and professional values and skills do you hope to acquire through the academic content?
• How will obtaining the M.S. in Engineering Management degree support your career objectives or potential career path(s)?
• Given the importance of teamwork and collaboration in business, what are the most significant strengths or contributions you bring to a team?

**Standardized Test Scores:**
GRE scores must be no more than 5 years in advance of the application date. (See Graduate School Policy 02.23.12 [http://www.temple.edu/grad/policies/gradpolicies.htm].) Applicants who request a waiver of the GRE should consult the Engineering Management Program Director concerning the mechanics and consequences of obtaining an exception.

TOEFL score: 79 iBT or 550 PBT minimum. (See Graduate School Policy 02.23.13.01 [http://www.temple.edu/grad/policies/gradpolicies.htm].)

IELTS Academic version may be substituted for the TOEFL with a comparable minimum score of 6.5.

**Resume:** Current resume required.

**Program Requirements**

**General Program Requirements:**
*Number of Didactic Credits Required Beyond the Baccalaureate:* 30, with a minimum of 13.5 credits taken in the College of Engineering and 7.5 credits taken in the Fox School of Business and Management

**Required Courses:**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>EMGT 5631</td>
<td>Design Thinking</td>
<td>1.5</td>
</tr>
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<td>EMGT 5632</td>
<td>Idea to Invoice: Managing the New Product Development Process</td>
<td>3</td>
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<tr>
<td>EMGT 5633</td>
<td>Management Principles for Innovators, Engineers and Technologists</td>
<td>3</td>
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<tr>
<td>EMGT 5634</td>
<td>Project Management Overview and Project Management Essentials</td>
<td>1.5</td>
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<tr>
<td>EMGT 5635</td>
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<td>1.5</td>
</tr>
<tr>
<td>EMGT 5636</td>
<td>Lean Six Sigma and the Science of Improvement</td>
<td>3</td>
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</tbody>
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**Fox School of Business and Management Courses**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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</thead>
<tbody>
<tr>
<td>SGM 5117</td>
<td>New Venture Creation: Entrepreneurial Opportunities, Resources, and Teams</td>
<td>1.5</td>
</tr>
<tr>
<td>SGM 5118</td>
<td>Innovation-Based Strategy: Managing Disruptive Change</td>
<td>1.5</td>
</tr>
<tr>
<td>SGM 5122</td>
<td>Business Model Innovation: Profitable and High-Impact by Design</td>
<td>1.5</td>
</tr>
<tr>
<td>SGM 5124</td>
<td>Creative Problem Solving: Perspectives &amp; Techniques that Improve Creativity in Organizations &amp; Life</td>
<td>1.5</td>
</tr>
<tr>
<td>SGM 5126</td>
<td>Innovation Adoption and Diffusion: Finding First Customers and Driving Widespread Implementation</td>
<td>1.5</td>
</tr>
</tbody>
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**Electives**

9

**Total Credit Hours**
30

1 Students select electives from either the Fox School of Business and Management (e.g., Managing Business Processes, Managing Productive Work Teams, New Venture Creation, Process Improvement and Innovation, or Quantitative Methods) or the College of Engineering (e.g., IP Strategy for Technologists).

**Culminating Events:**
This program requires no culminating event.

**Contacts**

**Program Web Address:**
http://engineering.temple.edu/department/engineering-management

**Department Information:**

College of Engineering
ATTN: Engineering Management M.S. Program
1947 N. 12th Street
Philadelphia, PA 19122-6077
gradengr@temple.edu
EMGT 5631. Design Thinking. 1.5 Credit Hour.
Many technologists view design as a function that takes place after the product or solution has been developed. Design thinking offers an alternative, customer driven approach to the commercialization of technological innovation, which embeds potential customer usage patterns into the development from the outset. Design thinking is thus a radical approach to the design process that enables much higher levels of innovation (and therefore commercial success) into the design process, especially in comparison with the traditional view of design that tends to foster incremental thinking.
In this course we will share case studies of successful and unsuccessful product design, and provide participants with a series of tools to help them understand and deploy a design thinking process. In the course we will share frameworks for identifying market and technology trends that can stimulate opportunities for radical designs based on user engagement. With an improved understanding of the design thinking process participants will be better prepared for commercial success, whether they work in a large company deploying new solutions, or are interested in starting their own venture. The course will place particular emphasis on the importance and role of experimentation and learning from failure, as well as provide access to a series of tools that can help an organization decide whether, or not, to continue with a specific development process. In this course, students learn theories and practices for innovation, tools and methods for design inquiry, and characteristics of "design attitude." The course emphasizes hands-on project and studio-style project works.

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

EMGT 5632. Idea to Invoice: Managing the New Product Development Process. 3 Credit Hours.
The course is designed to give technology students insights into the market and commercial factors that should be considered when developing new products or technologies. This course offers students the chance to understand and apply a number of analytical, decision making, and planning tools that can be used to guide the development of new products (and services) from idea to the marketplace (invoice). The course highlights critical issues associated with linking business objectives to technology development, and how each influences the other. Specific topics addressed include: the development of new product strategy and policy, selection of product market strategies, deployment and application of new product development processes, portfolio management, product development tools and metrics, market research, and importantly the people and organizational issues associated with the product development process. Participants in the course will learn to appreciate the advantages of introducing more formal new product development processes that break down the overall process into stages, and understand how and why the consideration of different strategic, technical and financial issues at each stage improve the likelihood of long-term commercial success. Not only will the course prepare participants for an active role in the product development process in a large organization or to participate in the technology development process in a new venture, they will also be prepared to obtain a certificate as a New Product Development Professional (NPDP) Certification offered by the PDMA.

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

EMGT 5633. Management Principles for Innovators, Engineers and Technologists. 3 Credit Hours.
This is an introductory course for engineers and technologists who have no formal business training. It includes an introduction to the theory of the firm and the principles of management. It includes looking at the evolution of management, and the new roles for leaders and managers in innovative organizations. The course also gives a basic overview of corporate finance, and explains the various components of balance sheets, profit and loss and cash flow statements. Finally, the course deals with basic human resource and people management issues in the contexts of large organizations trying to adapt to rapid changes in the market.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
EMGT 5634. Project Management Overview and Project Management Essentials. 1.5 Credit Hour.
This course is designed for individuals working in both large and small organizations who are often faced with the challenges of managing multiple priorities and projects with limited resources. Whether these projects include a research and development project, the opening of a new production line, or the construction of a new facility, individuals are accountable for their on-time and on-budget performance. This course is an introduction course and follows a life-cycle approach to managing projects, beginning with project initiation concerns and ending with project termination.

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

EMGT 5636. Lean Six Sigma and the Science of Improvement. 3 Credit Hours.
The discipline of quality management is increasingly recognized as an essential element in the management of any company. Quality management provides a number of approaches and tools to help individuals in both large and small organizations ensure that products and solutions consistently meet and exceed customer expectations, while ensuring that the company’s processes maximize operational efficiency. In this course we will introduce a number of quality management tools: six-sigma, kaizen and TQM, that participants will be expected to deploy on actual cases. In addition, students will be provided with an overview of statistical tools that are essential when deploying a quality management system (i.e. pareto analysis, correlations and regression). The course will also focus on developing appropriate measurement systems, in order to use quantitative as well as qualitative tools to help identify specific areas that need attention. This will help quantify the magnitude of identified problems, prioritize the sequence in which each is going to be addressed, and then measure improvements made. The course is essential to those operating in larger companies, but the tools deployed will be useful to anyone looking to improve the effectiveness and efficiency of a smaller business, including those running their own ventures. This course provides an outstanding opportunity to learn the basic concepts of improvement science and offers exposure to key tools used in the science and art of improvement. The tools of quality and improvement science are explored, and the student has an opportunity to practice with the tools. Successful course completion can lead to certification as a Six Sigma Green Belt.

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

EMGT 5642. Project Management – Project Planning, Implementation and Case Study. 1.5 Credit Hour.
This course follows EMGT 5634 and includes project planning and scheduling which are given the most emphasis, making use of the PERT and CPM approaches. A course project is required. This course is designed to provide simple project management tools to help participants define project scope, agree on project milestones and track project performance. For individuals with multiple projects, learning these project management techniques is both an essential way of assigning priorities and increasing the likelihood of good performance, and in communicating with project participants and other stakeholders to allocate responsibilities and monitor outcomes. This course will provide participants with a number of project management tools and the opportunity to deploy them on case studies, in order for them to learn which tools are most appropriate for a specific application. In addition, the experience of using project management tools will help them to make sure they establish the groundwork for success when taking on new projects.

Participants in this course may also gain credits for certification from the Project Management Institute (PMI).

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:
EMGT 5634|Minimum Grade of B|May not be taken concurrently.

EMGT 8110. Special Topics in Engineering Management. 1.5 Credit Hour.
Selected topics in Engineering Management. Please consult with instructor for detailed description.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

EMGT 9682. Independent Study in Engineering Management. 3 Credit Hours.
The Independent Study course will allow students to work on a relevant project in the field of Engineering Management under the direct supervision of faculty.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

EMGT 9995. Capstone for Engineering Management. 3 Credit Hours.
The Capstone course will allow students to complete final projects in their Engineering Management program.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

Management Science/Op Mgmnt Courses

MSOM 5001. Operations Management. 1 to 3 Credit Hour.
The “operations” function is the core of any organization, where inputs such as labor and technology are converted into goods and services. The course provides a survey of several diverse operations topics that are central to both the manufacturing and service sectors of the economy, such as forecasting, inventory control, quality management, production planning, and supply chain management. The emphasis of the course is to apply quantitative models to effectively design and control these operational systems. Software is extensively used to support the operations analysis.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
MSOM 5107. Lean, Six Sigma, and the Science of Improvement. 3 Credit Hours.
This course provides an outstanding opportunity to learn the basic concepts of improvement science and offers exposure to key tools used in the science and art of improvement. The tools of quality and improvement science are explored, and the student has an opportunity to practice with the tools.
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: MSOM 5001|Minimum Grade of B-|May not be taken concurrently.

MSOM 5108. Project Management. 3 Credit Hours.
This course follows a life-cycle approach to managing projects, beginning with project initiation concerns and ending with project termination. Project planning and scheduling are given the most emphasis, making use of the PERT and CPM approaches. A course project 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.

MSOM 5111. Optimization Methods. 3 Credit Hours.
This course covers optimization models, methods, and software applied to solve business problems focusing on models and methods used in computational finance, ranging from asset allocation to risk management, from option pricing to model calibration. Students gain an understanding of linear, quadratic, integer, dynamic, and stochastic programming methods and the tools for implementing these models in practice.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MSOM 5156. Logistics and Supply Chain Management: Tools, Strategy, and e-Business Issues. 3 Credit Hours.
One objective of this course is to apprise students of the e-impact on supply chain management (SCM) and, conversely, on how SCM is growing more important as more organizations embrace e-business. The overarching objective, though, is that through this introduction to and survey of the field, students learn what today’s issues in logistics and SCM are and how they are treated. That is, the students are expected not only to grasp what typical logistics and SCM problem areas are, but also to become familiar and competent with some of the analysis tools that managers use to address these problems. This course will be taught online.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MSOM 5170. 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.

MSOM 5175. Multi-Criteria Decision Analysis. 3 Credit Hours.
Decision-making processes and techniques emphasize that solving problems often entail conflicting criteria. Approaches to incorporating and resolving this conflict are presented.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MSOM 5182. Independent Study. 1 to 6 Credit Hour.
Special study in a particular aspect of operations research, under direct supervision of a graduate faculty member. No more than six semester hours of independent study may be counted toward degree requirements.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

MSOM 5190. Special Topics - MSOM. 1 to 6 Credit Hour.
Content varies by semester.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

MSOM 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.

MSOM 5301. Project Management and Capacity Planning. 1.5 Credit Hour.
Managing operations is a critical and integral concern for any organization. Essentially, operations comprises the functional areas of an organization that convert inputs into goods and services. This course will examine the efficient design and control of these activities. Much of the analysis that we carry out involves mathematical modeling and solution of the problems typically encountered across a wide range of service and manufacturing firms. The course will also include techniques for effective project management – techniques that can be immediately applied to the marketing and consulting challenges.
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.
MSOM 5401. Project Management and Capacity Planning. 1.5 Credit Hour.
Managing operations is a critical and integral concern for any organization. Essentially, operations comprises the functional areas of an organization that convert inputs into goods and services. This course will examine the efficient design and control of these activities. Much of the analysis that we carry out involves mathematical modeling and solution of the problems typically encountered across a wide range of service and manufacturing firms. The course will also include techniques for effective project management – techniques that can be immediately applied to the marketing and consulting challenges.
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.

MSOM 5806. Managing Operations in the Enterprise. 2 or 3 Credit Hours.
This course entails the study of decision-making techniques applicable to operations in both service and manufacturing enterprises. These techniques are examined as they apply to both traditional organizations and those in the dynamic world of new technology and e-business. The techniques are applied in areas such as supply chains, quality management, capacity planning, and resource allocation. Software is used to help students apply these techniques in course projects related to the workplace.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MSOM 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.

MSOM 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.

Strategic Management Courses

SGM 5001. Mng New & Small Enterprs. 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 an 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 choose 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 complete 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 Franklins: 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 5302|Minimum Grade of B-|May not be taken concurrently
OR MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
AND (MSOM 5001|Minimum Grade of B-|May not be taken concurrently
OR MSOM 5401|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 5401|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 entities.
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.