BUMO Management and Organization  Fall 2016

BUMO714  Competitive and Collaborative Negotiation
Credits: 2  Grading Method: Regular

Corequisite: BUMO715. Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)). Credit only granted for: BUMO714 or BMGT764. Formerly: BMGT764.

Increase negotiating self-confidence and improve capacity to achieve win-win solutions to organizational problems. Improve effectiveness at finding creative solutions to conflict.

| Course | Instructor | Seats (Total: | | Waitlist: 0) |
|--------|------------|--------------|--------------|
| DC01   | Rellie Rozin | 40           | 40           |

**Meets October 19, 2016 - December 12, 2016**

W 6:25pm - 10:00pm  DC C2

| Course | Instructor | Seats (Total: | | Waitlist: 0) |
|--------|------------|--------------|--------------|
| DC06   | Gosia Langa | 40           | 40           |

**Meets October 24, 2016 - December 10, 2016**

Sa 2:00pm - 6:30pm  DC C1


BUMO725  Networks and Influence
Credits: 2  Grading Method: Regular

Restriction: Must be in Business and Management (Master's) program.

Focuses on networks, social capital, and influence as they relate to operating effectively in organizations. It draws heavily on emerging literature related to social capital and networks, but also integrates concepts from persuasion, communication, and motivation literatures to aid your efforts to build a successful track record for yourself and your organization.

| Course | Instructor | Seats (Total: | | Waitlist: 0) |
|--------|------------|--------------|--------------|
| 0501   | Kathryn Bartol | 65           | 65           |

**Meets October 19, 2016 - December 12, 2016**

MW 2:00pm - 3:50pm  VMH 1511

Restricted to MS in SCM students only.
**DC06**  
Kathryn Bartol  
Seats (Total: 50, Open: 50, Waitlist: 0)  
**Meets August 27, 2016 - October 15, 2016**  
Sa 2:00pm - 6:30pm  
DC C1  
*Meets 8/29, 9/12, 9/26, 10/10, Final 10/17. Blended.*

**BUMO732**  
Entrepreneurship and New Ventures  
Credits: 2  
Grading Method: Regular  
*Credit only granted for: BUMO732 or BUSI660. Formerly: BMGT780.*  
*Provides an introduction to important tools and skills necessary to create and grow a successful new venture. Integrates research findings from a range of different practical and intellectual perspectives, including psychology, sociology, economics, strategic management, and history into practical, hands on lessons for an entrepreneur. Class projects provide the foundations for new, real businesses.*

**DC01**  
David Kirsch  
Seats (Total: 50, Open: 50, Waitlist: 0)  
**Meets August 22, 2016 - October 10, 2016**  
W 6:25pm - 10:00pm  
DC C2

**BUMO752**  
Strategic Growth for Emerging Companies  
Credits: 2  
Grading Method: Regular  
*Restriction: Must be in Business and Management (Master's) program.*  
*Explores the key elements of mastering the move from being a successful small company to achieving industry significance. Supplemented by readings, video and guest speakers, the course highlights the application of practical lessons leading to strategic growth and subsequent emergence as a player.*

**BA01**  
Daniel Gordon  
Seats (Total: 50, Open: 50, Waitlist: 0)  
**Meets October 19, 2016 - December 12, 2016**  
W 6:25pm - 10:00pm  
BA 101

**GS01**  
Jonathan Aberman  
Seats (Total: 50, Open: 50, Waitlist: 0)  
**Meets August 22, 2016 - October 10, 2016**  
W 6:25pm - 10:00pm  
BLD2 2062

**BUMO754**  
Global Strategy
Focuses on the "strategic" and "organizational" questions that a company must address as it globalizes its footprint. Among the questions that will be addressed are: What are the potential benefits, costs, and risks associated with going abroad? What differentiates a "global" from a "multidomestic" industry? What are the sources of competitive advantage in a global context?

BA01  Paulo Prochno
Meets August 22, 2016 - October 10, 2016
Tu 6:25pm - 10:00pm
BA 103

BUMO758L  Special Topics in Management and Organization; Leadership Development
Credits: 4  Grading Method: Regular
Selected advanced topics in the various fields of graduate study in management and organization.

BA01  Hui Liao
Meets August 22, 2016 - December 12, 2016
M 6:25pm - 10:00pm
BA 103

BUMO759  Independent Study in Management and Organization
(Perm req)
Credits: 1-6  Grading Method: Regular
Independent study for Masters students in management and organization.
Contact department for information to register for this course.

BUMO767  Cross-Cultural Communication and Teamwork
Credits: 2  Grading Method: Regular
Restriction: Must be in one of the following programs (Business and Management (Master's); Business and Management (Master's)) ; or permission of BMGT-Robert H. Smith School of Business. Credit only granted for: BUSI667 or BUMO767. Formerly: BUSI667.
Provide managers a sound basis for developing such competencies. Specifically, we will develop an understanding of key cultural differences, and how these differences influence the management of individuals, groups, and organizations.
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<th>Instructor</th>
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<tr>
<td>DC01</td>
<td>Nicole Coomber</td>
<td>Meets August 22, 2016 - October 10, 2016</td>
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