

auditors. The course begins with a discussion of the basic vocabulary and mechanics of managerial accounting systems. The remainder of the course addresses how to identify and extract relevant information from these systems as an input to decision making and performance evaluation. Throughout, the course evaluates the limitations of, and assumptions underlying, internally available accounting information sources. The course objectives are reinforced through lectures, practice problems, class problem-solving, case write-ups, and exams. Prerequisite: MGT 7711. [2]

EMGT 7721. Macroeconomics. [Formerly EMGT 721] Studies the inter-relationship of elements that influence global economies including business cycles, interest rates, exchange rates, inflation, employment, and monetary and fiscal policies. Theory is related closely to current developments in the economy. [2]

EMGT 7722. Managerial Economics. [Formerly EMGT 722] Introduces the economics of the firm including price theory, consumer behavior, theories of cost and supply, equilibrium under different market conditions, demand and supply factors of production, introduction to welfare economics and its effects on modern organizations, game theory for decision-making, and applied agency theory in organizations. [4]

EMGT 7723. Corporate Social Responsibility (AMBA). [Formerly EMGT 723] Corporate Social Responsibility (AMBA). In this course the student will understand the rationale and concepts supporting a “triple bottom line” approach to measuring the firm’s results, and will understand the challenges and approaches to mobilizing for change and interacting with stakeholders to develop sustainable business practices, with a special emphasis on the relationship between government, business and society in Latin America and in developing countries in general. (FIA) [2]

EMGT 7724. Strategic Management for Emerging Markets (AMBA). [Formerly EMGT 724] Strategic Management for Emerging Markets (AMBA). On completion of this course the student will have an understanding of the challenges and practices in developing products, services and business models to cater to the needs of dynamic emerging markets, which combine wide extremes of purchasing power, as well as social and cultural differences, so as to achieve and maintain competitive advantages over the evolving life cycle of products and consumers. The rapid growth of population in emerging economies makes this understanding an essential knowledge component for the international manager. (FIA) [2]

EMGT 7726. Competitiveness and Strategy (AMBA). [Formerly EMGT 726] Competitiveness and Strategy (AMBA). In order to thrive, firms, regions and countries need to consistently find ways to remain competitive. This course will present the driving factors behind different levels of competitiveness, and clarify the interaction between these different levels. The course will provide alternative frameworks for analyzing the competitive environment, as well as tools to create and implement strategic alternatives to prosper within a changing environment. (ITAM) [2]

EMGT 7728. Global Enterprise. [Formerly EMGT 728B] Studies the management of the global organization including the international economic environment and international operations. Related topics include international finance and economic strategies, the foreign exchange market and factors affecting exchange rates, management of foreign exchange exposure, capital budgeting and financing of foreign projects, and management of intra-corporate fund flows. The course is designed to prepare you to manage global financial risk whether executing an international strategy, sitting on a board of directors, or managing investment assets, and begin to prepare you for the next financial crisis. (An optional international study trip is offered with this course for additional credit.) [2]

EMGT 7731. Managerial Finance. [Formerly EMGT 731] This class provides the framework for analyzing the various components needed to value real assets, as well as an introduction to the valuation of financial assets. Topics include the time value of money, capital budgeting, measuring risk in financial markets, market efficiency and an introduction to options. [2]

EMGT 7732. Corporate Value Management. [Formerly EMGT 732] (Second course in a three-course sequence). This course focuses on providing students with a strong theoretical and applied understanding of the key tools used in equity valuation and stock selection. Approaches to

valuation include dividend discount models, cash flow models, and valuation by multiples. Financial statement data are used in developing cash flow forecasts, and market data are used in estimating the cost of capital. Applications include capital budgeting, the evaluation of potential mergers and acquisitions, and corporate restructuring. [2]

EMGT 7733. Corporate Financial Policy. [Formerly EMGT 733] (Third course in a three-course sequence). The course takes as given the real assets purchased by a corporation to maximize the value of the company, and then asks “How should the firm pay for these assets?” The topics will include the mix of debt and equity (optimal capital structure), conflicts of interest between bond and stockholders, dividend policy, corporate governance and executive compensation, and bankruptcy/reorganization. [2]

EMGT 7740. Negotiation. [Formerly EMGT 758] Designed to provide students from all functional backgrounds with skills needed to approach negotiations with confidence. This includes a framework for analysis, knowledge about one’s own tendencies in negotiation, and a chance to experiment with negotiating techniques in various contexts. Topics include integrative and distributive negotiations, individual differences in bargaining styles, coalitions, team negotiations, negotiating through agents, and ethical issues in negotiation. The course uses readings and cases, with considerable emphasis placed on negotiation simulations. [2]

EMGT 7741. Cross Cultural Management (AMBA). [Formerly EMGT 751] Cross Cultural Management (AMBA). In this course students will develop “cultural intelligence” through exposure to the dilemmas and opportunities that arise within international and multi-cultural work environments needed when dealing with a global business environment. Strategies for adopting organizational practices that address these issues will be discussed. The focus of the course is on the interaction between people in international work settings rather than interactions between specific countries and/or cultures. The second part of the course addresses the human resources implication of global business, including the significance of multinational complexity and diversity (cultural, economic, demographic, etc.) as well as the interplay among human resource functions (employee procurement, allocation, utilization), types of employees, and countries of operation. (SFU) [2.5]

EMGT 7742. Strategic Alignment of Human Capital. [Formerly EMGT 742] Taking the perspective of a General Manager’s role in guiding the Human Resources function, the purpose of this course is to develop the student’s ability to determine whether a firm has the Human Resources practices in place to deliver the Human Capital the firm needs to execute its strategy. We explore the responsibility and opportunity a business leader has to be an active participant in their Human Capital strategy and, as appropriate, to hold their Human Resources function accountable for helping to create value for the customer. The underlying premise of this course is that HR practices and processes can have strategic value IF aligned with organization strategy. [2]

EMGT 7743. Leading a Global Innovation Strategy (AMBA). [Formerly EMGT 743] Leading a Global Innovation Strategy (AMBA). Everybody wants innovation—or do they? This course presents a framework for understanding how individuals and organizations sabotage their own best intentions to encourage creativity and “outside the box” thinking. This course demonstrates that the antidote to this self-defeating behavior is to identify which of the six major types of constraints are hindering innovation: individual, group, organizational, industry-wide, societal, or technological. Once innovators and other leaders of organizational change understand exactly which constraints are working against them and how to overcome them, they can create conditions that foster innovation instead of stopping it in its tracks. Upon completion students will be able to: understand the most common causes of innovation failure, assess innovation capabilities in themselves and their organizations, diagnose the constraints that stand in the way of a successful innovation, become better at idea-generation and assessment, and develop a successful innovation strategy for their organizations. [2]

EMGT 7744. Leadership. [Formerly EMGT 744] Focuses on leadership and change in organizations. Taught as an intensive two-day module. The course examines leadership qualities such as vision, communication, influence, self-awareness, leader self-management, and relationship building. It covers strategies for leading change, including the creation of employee

