

BUSINESS: GENERAL MANAGEMENT, M.S.

LEARNING OUTCOMES

1. Demonstrate ability to diagnose and solve problems by drawing on accumulated knowledge, understanding correlation vs. causation, integrating inductive and deductive reasoning, and being aware of perceptual and conceptual biases that can affect individual and group decision-making and knowing how to correct these biases.
2. Demonstrate ability to synthesize data and inputs from multiple sources to analyze business problems.
3. Demonstrate ability to derive valid inferences from data and make recommendations based on marginal analysis of costs and benefits.
4. Communicate clearly and effectively as managers in professional settings to meet organizational goals.
5. Persuasive skills in verbal and written communication.
6. Utilize a variety of media and technologies.
7. Manage the message and its flow through an organization.
8. Develop multi-disciplinary approaches to frame and analyze complex business problems and situations.
9. Understand perspectives on the role of business in society, e.g., shareholder value as its sole objective and corporations having a social responsibility.
10. Explain how these views are shaped by globalization, environmental and social circumstances, technology, law, and the role of government.
11. Analyze the cultural, economic, and legal/regulatory issues that impact international business activities and relationships.
12. Understand that a leader motivates and inspires people while a manager manages processes, that leader and manager roles are distinct and complementary, and that both roles are necessary for success in complex, multifaceted organizations.
13. Explain and contrast the different systems of behaviors for leaders and managers within the organization.
14. Frame, reflect on, and respond to the ethical dimensions of business decisions.
15. Demonstrate the skills and know processes to maximize team performance to successfully meet goals, both as an effective team member and leader.
16. Understand the advantages of a diverse and inclusive workforce, and demonstrate the cultural competencies necessary to manage such a workforce.
17. Analyze the impact of laws and regulations on their decisions.