



EXPERIENCED PROFESSIONAL CERTIFICATE IN **Entrepreneurship**

## Certificate Description

**This certificate provides professionals the opportunity to enhance understanding of entrepreneurship principles in today's business environment.**

**Business Law and Regulations—MGMT 330**—This course examines the legal environment and various challenges of managing modern organizations. It also reviews the concepts of corporate accountability, ethical work environments and legal compliance. It introduces basic legal terms and typical business regulatory agencies and laws that effect most business enterprises

**Outcomes:**

- Examine various legal challenges, mechanisms, strategies within a business environment.
- Analyze the structure and organization of legal systems in the US.
- Examine the regulation of multinational and international enterprises within home and host states.
- Examine regulations and regulatory agencies and their impact on business organizations.
- Apply critical thinking skills to analyze business situations.
- Recognize situations that present potential ethical and legal issues and develop solutions for those issues

**Employment and Labor Law—MGMT 402**—The goal of this course is to provide students with an overview of the legal environment of the modern workplace, including an awareness of the legal, social, economic and political forces impacting the law, and responsive strategies for the business manager. Some of the key areas covered include the law impacting the workplace; the employer-employee contract; anti-discrimination law; employee testing and privacy; regulatory agencies; retirement compensation; workers compensation & other statutory rights.

**Outcomes:**

- Appraise the specific forms of workplace discrimination prohibited under current statutory and case law
- Assess the classes of people protected by current employment law
- Critically compare and contrast the various theories underlying workplace protection
- Argue the contract and tort rights of employees and corresponding obligations and defenses of employers
- List the federal government agencies that regulate each of the areas of employment law covered and explain how they implement the relevant law and policy
- Develop and discuss preemptive management strategies that respond to the legal constraints of the current workplace environment



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**Project Management—MGMT 412**—This course explores principles of project management to gain fundamental knowledge to enhance management outcomes including human resources management, communications management, scope management, quality management, scheduling/time management, cost and resource management, risk management, contract/procurement management, and project integration.

**Outcomes:**

- Assess the general functions of management as depicted by planning, organizing, leading, and controlling
- Appraise the main concerns of project management based on the general functions of management
- Evaluate the main components of project management in the modern setting
- Justify the different approaches to project implementation within the modern business setting
- Evaluate the concepts of engineering, procurement, construction, installation, and start-up in contemporary turnkey project management process
- Discuss the impact of technology on Business
- Use effective communication techniques
- Recognize situations that present potential ethical and legal issues and develop solutions.

**Advanced Entrepreneurship—MGMT 422**—This advanced course in domestic entrepreneurship centers on writing a comprehensive business plan and implementation plan for a venture of the student's choice. The course examines ways to profitably launch and exploit business opportunities (as opposed to what opportunity to explore). It will allow students to acquire the skill set necessary for crafting a winning business model for their ventures - developing and writing a coherent and effective plan to start a business, in either an independent or a corporate setting.

**Outcomes:**

- Critically evaluate the role of business in society
- Assess the role and nature of entrepreneurship
- Critically analyze the options for financing a business and explore franchising options
- Appraise the importance of marketing and its role in our economy
- Critique the four stages of the product life cycle
- Evaluate the way global competition affects the operation of contemporary businesses
- Evaluate credit and collection policies and practices as relevant to the modern entrepreneur
- Design and develop a business plan



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**Technology Management—MGMT 447**—This course focuses on management of information systems. Topics include resources, information systems in an organization, social implications and use and evaluation of common microcomputer software packages.

**Outcomes:**

- Assess what a company's MIS department does and how companies use information systems to help manage internal operations and to make decisions
- Evaluate how companies use information technology for competitive advantage by changing their marketplace
- Apply a working knowledge of computer hardware, software, database technology and computer networks
- Delineate how businesses use Internet technology for electronic commerce, communicating with employees and working with business partners
- Critically assess the life cycle of an information system
- Appraise a business problem which might be solved using information technology and then work with MIS to develop and implement a solution
- Assess the individual and organizational consequences of the use of information technology
- Evaluate security breaches and computer crimes
- Solve a business problem by creating a database application using Microsoft Access, and use advanced Excel functions to create a decision support system
- Use advanced Excel functions to create a decision support system

**Capitalization and Investment—MGMT 448**—The course deals with the process of capital budgeting involving decision making with respect to investment in fixed assets. Some of the topics include payback period, net present value, profitability index, internal rate of return, and modified internal rate of return

**Outcomes:**

- Examine and explain the purpose of capital budgeting
- Analyze and assess capital investment decisions to determine the most appropriate outcomes
- Understand the concept of compound interest and its relationship to discounting
- Understand and evaluate the determinants for the appropriate DCF rate of return
- Analyze and evaluate non-standard capital investment decisions
- Analyze and evaluate alternative capital investment decision methods
- Analyze and evaluate both cash and profit approaches to capital investment appraisal



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**Supply Chain Management and Purchasing—MGMT 450**—This course explores the basic principles of supply chain management in modern organizations. The subjects include key areas of supply chain management such as supply chain economics, supply chain strategies, e-procurement, logistics management, global supply chain issues, vendor selection, and measurement of supply chain performance.

**Outcomes:**

- Critically appraise the key concepts of Supply Chain Management (SCM)
- Evaluate distribution Network Design in a Supply Chain
- Assess aggregate Planning and Product Variety Management
- Critique inventory Management: Deterministic & Stochastic; Multi-Period & Multi-Echelon
- Assess strategic Alliances and Outsourcing Strategies
- Evaluate Supply Chain Coordination and Contracts, Customer Value and Supply Chain Management
- Appraise Information Technology and Decision-Support Systems for SCM

**Contracts and Procurement—MGMT 475**—This course examines the legal environment and various challenges of managing modern supply chain organizations. It also reviews the concepts of contract law and examines government procurement and common civil procurement practices. The course includes information about negotiation tactics and strategy, ethical work environments and legal compliance. It builds upon the students knowledge of basic legal terms and provides an understanding of contracting and procurement activities within a global supply chain organization.

**Outcomes:**

- Examine the basic elements of supply chain management, study supply chain strategies and mechanisms, within a business environment.
- Analyze the supply chain theory practices as it relates to the Procurement Managers role and responsibilities.
- Examine the regulation of contracting and the requirements of the US Government Procurement and contracting requirements
- Examine the ethical role of a procurement manager in contract negotiations and supply chain management.
- Apply critical thinking skills to analyze business negotiation situations and construct a negotiation plan.