

# Management and Economics

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Wallace (Alex) Williams (Department Head)

Location: 903-886-5703

Management and Economics Web Site (<https://new.tamuc.edu/dept-of-management-and-economics/>)

## Business Administration - MBA

The Master of Business Administration degree offered by the College of Business of East Texas A&M University prepares the graduate student for advanced management positions that demand analytic and strategic leadership solutions to an interrelated set of economic, ethical, and environmental issues. The curriculum stresses the development and use of analytical skills for both quantitative and qualitative applications, which will assist managers in their decision-making and leadership responsibilities.

East Texas A&M University also offers a complete MBA online. Please contact the Graduate Programs in Business Advising Center (903-468-3197 or [MBA@tamuc.edu](mailto:MBA@tamuc.edu)) for information.

### Admission Requirements

Successful completion of the Comprehensive Exam is required of all students.

## Management - MS

The East Texas A&M University Master of Science in Management program is designed to provide students with the scientific knowledge and practical skills needed for effective leadership and management within dynamic business environments. Students may take courses on campus in Commerce or Dallas, with an option of the flexibility and convenience of online courses. (email us at [Management@tamuc.edu](mailto:Management@tamuc.edu))

### Admission Requirements

Successful completion of the Comprehensive Exam is required of all students.

## Supply Chain Management - MS

Supply Chain Management (SCM) is a diverse field that encapsulates the company's ability to link processes, practices, and people in a timely manner. The Master of Science in Supply Chain Management equips its students to meet this growing demand. The program aims to provide the knowledge base necessary to excel in critical SCM areas to ensure the company's success in design, assembly, and delivery of their product.

### Admission Requirements

Successful completion of the Comprehensive Exam is required of all students.

## Healthcare Leadership - MS

The graduate program in healthcare leadership provides professionals with the tools needed to successfully lead organizations in the dynamic and complex healthcare industry. This program supplies students with a robust understanding of healthcare markets and policy environments, enabling them to effectively navigate organizations through informed decision-making. Students will have the opportunity to earn a Six Sigma - Green Belt in the program, and will learn modern leadership practices to enhance productivity and growth for themselves and those working with them.

### Admission Requirements

Successful completion of the Comprehensive Exam is required of all students.

**Note:** Individual departments may reserve the right to dismiss from their programs students who, in their judgment, would not meet the professional expectations of the field for which they are training.

Business Administration MBA (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/business-administration-mba/>)

Management MS (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/management-ms/>)

Supply Chain Management MS (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/supply-chain-management-ms/>)

Healthcare Leadership MS (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/healthcare-leadership-ms/>)

Corporate Management Minor (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/corporate-management-minor/>)

Economics Minor (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/economics-minor/>)

Economics of U.S. Healthcare Minor (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/economics-of-u.s.-healthcare-minor/>)

Operational Excellence Graduate Certificate (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/operational-excellence-graduate-certificate/>)

Economics of U.S. Healthcare Graduate Certificate (<https://coursecatalog.tamuc.edu/grad/colleges-and-departments/business/management-and-economics/economics-of-u.s.-healthcare-graduate-certificate/>)

### **BA 589 - Independent Study**

Hours: 1-4

Independent Study. One to four semester hours. Individualized instruction/research at an advanced level in a specialized content area under the direction of a faculty member. May be repeated when the topic varies. Prerequisite: Consent of department head.

### **BA 597 - Special Topics**

Hours: 3

Special Topics. One to four semester hours. Organized class. May be repeated when topics vary.

### **ECO 501 - Economics for Decision Makers**

Hours: 3

An introduction to the primary concepts and methods of micro and macroeconomics as they apply to decision makers within the business unit- all within the context of expanding global markets. This course satisfies the economics background requirement for MBA candidates.

### **ECO 502 - Quantitative Analysis for Managers**

Hours: 3

This course satisfies the background requirements for quantitative analysis and techniques. The course will cover descriptive statistics, inferential statistics and models with business applications to analyze business problems. Specific topics include: measures of central tendency and variation, probability distributions, estimation, hypothesis testing, regression and correlation.

### **ECO 510 - Advanced Environmental Economics**

Hours: 3

This graduate level course applies advanced analytical tools of economics to explain the interaction between the marketplace and the environment, the implications of that relationship, and an examination of effective solutions. Particular emphasis given to agricultural, natural resources, and policy analysis. Prerequisites: ECO 2301 or ECO 2302 or Instructor Permission.

### **ECO 518 - Thesis**

Hours: 3-6

Graded on a (S) satisfactory or (U) unsatisfactory basis.

### **ECO 528 - International Economic Problems**

Hours: 3

An analysis of current global issues and their impacts on the United States. Emphasis is on gains from trade, balance of payments and adjustment to national international equilibria, determination of exchange rates under various monetary standards, international capital flows, and trade policy considerations in a changing world economy. Crosslisted with: ECO 428.

### **ECO 533 - Applied Economic & Financial Forecasting**

Hours: 3

Introduces students to the tools, techniques and computer software used to create a structural process by which future economic, finance, and business variables are forecasted. Prerequisites: Eco 231 and 232, or ECO 501. Crosslisted with: FIN 533.

### **ECO 552 - Economics for Public Policy**

Hours: 3

Business, government, and culture provide the three interacting subsystems of society within which markets must operate. This course analyzes each side of that relationship, covering the different ways that public policy affects the activities of the modern global corporation and the key responses on the part of market participants. Prerequisites: ECO 2301, 2302, or ECO 501.

### **ECO 555 - Health Care Services in the U.S.**

Hours: 3

This course provides (1) a historical perspective on the development of health care services in the United States, (2) a description of the key factors and issues which influence the development of the current health care delivery systems and (3) a description of the current health care delivery systems.

**ECO 556 - Health Economics**

Hours: 3

This course examines the application of economic principles to the allocation of scarce resources in health care; the use of economic theory to understand problems of organization, delivery, and financing of health services; and the choices available to society regarding these issues.

**ECO 557 - Health Policy**

Hours: 3

Provides an overview of health policy in the United States and introduces both qualitative and quantitative methods for analyzing health policy with attention given to the political and economic perspectives on health policy questions

**ECO 562 - Managerial Economics**

Hours: 3

The study and application of concepts and models, primarily microeconomic, to various types of management problems. While analysis is primarily in terms of cost, demand, revenues, and market structure, the process combines ideas and methods from other functional fields of business administration. The case method is used to provide illustration and application of concepts.

**ECO 576 - Macroeconomics for Managers**

Hours: 3

This course provides a broad overview of macroeconomic theory and policy. The major focus is on understanding fluctuations in the levels of income, employment, prices, and production in a global environment. While individual managers and firms have no control over aggregate economic performance, they are very much impacted by macro forces. The effective manager recognizes and understands these forces and is thus better able to operate efficiently in the ever changing market environment. Prerequisites: ECO 2301 and 2302.

**ECO 578 - Statistical Methods**

Hours: 3

A course dealing with the study and applications of sampling, estimation, hypothesis testing, analysis of variance, correlation, regression analysis, time series decision theory and nonparametric statistical methods.

**ECO 589 - Independent Study**

Hours: 3

Individualized instruction/research at an advanced level in a specialized content area under the direction of a faculty member. May be repeated when the topic varies. Prerequisite: Consent of department head.

**ECO 595 - Applied Business Research**

Hours: 3

A course to investigate the techniques of the research process as applied to business and economics. Experience is gained in defining research problems and in collecting, analyzing, recording and interpreting data. Also, an analysis of pertinent research literature in business and economics. Required of all graduate majors in business administration under Option II.

**ECO 597 - Special Topics**

Hours: 1-4

Organized class. May be repeated when topics vary.

**MGT 501 - Foundations of Management**

Hours: 3

This introductory management course focuses on planning, organizing, leading, and controlling in an organizational context. It provides a framework for understanding the factors that influence how organizations evolve, function, and perform. Students will learn about contemporary managerial topics including leadership, motivation, teams, organizational culture, organizational structures, and strategic planning.

**MGT 503 - Business Concepts and Tools**

Hours: 3

A study of administrative processes and policy determination at the general management level through the use of case analysis. Course is open to Business majors only. Course should be taken during first semester.

**MGT 510 - Family Business**

Hours: 3

Students will explore the business, personal and family issues found in managing an established family business on a day-to-day basis, and planning for the future. These issues include values, life cycles, marketing strategies, succession, conflict resolution, communications, legal, and financial aspects, estate planning, governance and philanthropy.

**MGT 522 - Electronic Commerce**

Hours: 3

This course addresses key business and strategic management applications relevant to the use of Internet technologies, including but not limited to Internet business models, customer interface, market communications, and valuation. Some exposure to technical issues will also be provided.

**MGT 527 - Strategic Management**

Hours: 3

A study of administrative processes and policy determination at the general management level through the use of case analysis. Course open to business majors only. Should be taken during semester of graduation.

**MGT 530 - The Entrepreneur**

Hours: 3

This is an advanced course geared towards gaining theoretical and applied understanding of the entrepreneur and entrepreneurial lifestyle. In particular, this course addresses the implications of personality, attitudes, ethical challenges, environmental scanning and opportunity recognition mind-frame, biases and heuristics, decision-making processes, on the life of an entrepreneur.

**MGT 550 - Corporate Governance & Sustainability**

Hours: 3

The class presents an advanced examination of the issues related to corporate governance in an ethical society. General theories of governance provide a foundation for an examination of the role governance decisions play in promoting the long-run sustainability of the community in which the firm operates. Global comparative analysis will help identify best practices in internal and external governance mechanisms.

**MGT 555 - Project Management**

Hours: 3

This advanced level course is geared towards teaching students the fundamentals of project management based on the Project Management Body of Knowledge developed by the Project Management Institute. In particular, students will learn about scope, time, cost, quality, human resource, communication and procurement management and develop a comprehensive project plan accordingly.

**MGT 560 - Organizational Ethics**

Hours: 3

This course examines the unique ethical demands of leadership and prepares you to better meet these challenges. Alternative perspectives of leadership and ethics are explored and applied to emergent ethical issues facing organizations. The overall mission of the course is to promote critical thinking in terms of ethical decision-making in organizations. The course seeks to help you recognize and be sensitive to moral issues, to consider such issues from multiple perspectives, to engage in a systematic and transparent analysis of alternatives, and to take individual responsibilities for your decisions and conduct.

**MGT 567 - Managing Groups and Teams**

Hours: 3

Techniques for managing individuals and groups in a supervisory situation are developed. Specific attention will be given to problems in communications, counseling and morale. Team building, the roles and responsibilities of supervision in a team environment, and the roles and responsibilities of teams will be presented. Nature and use of teams in various forms and activities are emphasized.

**MGT 570 - New Venture Management**

Hours: 3

The purpose of this advanced course is to teach students about the opportunity recognition, analysis and exploitation process. Students will learn to scan the environment for opportunities and develop a business plan to help assess the opportunity (market research, market segmentation, industry, competition and financial analysis) and to develop comprehensive plans to exploit the identified opportunity (marketing, operation and financial plan).

**MGT 571 - Managerial Metrics and Decision Making**

Hours: 3

This course is an examination of the conceptual and the practical aspects of managerial decision-making. Emphasis is placed upon ethical grounding and business metrics as the appropriate driving forces in operational and financial business metrics as the appropriate driving forces in operational and financial decisions. Barriers to effective decision-making are explored and strategies to improve the quality and sustainability of decisions are presented. Experiential learning is facilitated through self-assessments and decision-making exercises. Case studies are employed to demonstrate typical managerial decision making in production and service industries.

**MGT 574 - Business Law**

Hours: 3

A survey and study of the legal and regulatory environments businesses operate within, including international business implications and an overview of doing business with the U.S. Government. The class will encompass interactive lectures, reading and case studies. This course satisfies the business law requirement for the MSM Cohort program.

**MGT 575 - Operations Management**

Hours: 3

A study of the use of Operations Management concepts, models, methods, and tools to ensure effectiveness and efficiency in for-profit and not-for-profit, private and public organizations. The focus is on the transformation of inputs (e.g., labor, materials, machinery, and methods) into outputs (i.e., goods and services) for customers and other stakeholders.

**MGT 576 - Global Supply Chain Management**

Hours: 3

Global Supply Chain Management explores the key issues, theories, and tools associated with the design, management and improvement of integrated global supply chain systems. It focuses on the strategic, tactical, and financial aspects of supply chain management. Also, it provides an overview of concepts and decision processes that can be used to effectively and efficiently manage the flow of goods, services, and information in a global environment. Firms are procuring, producing, and selling globally which requires ever increasing amounts of coordination within the firm and with supply chain partners.

**MGT 580 - Internship in Management**

Hours: 0-4

The goal of this course is to gain relevant work experience in the student's field of study by developing specific work related skills to improve marketability upon graduation. Students will also build a "network" of professional contacts. Prerequisites: MGT 585 and departmental approval.

**MGT 581 - Entrepreneurship**

Hours: 3

Starting and running new ventures and small/mid-size entrepreneurial organizations; components of comprehensive business plans and feasibility studies; perceptual processes of opportunity recognition; entrepreneurial innovation and creativity; assessing career interest in intrapreneurship and entrepreneurship; strategic gap analysis.

**MGT 583 - Seminar in Leadership**

Hours: 3

This course provides an in-depth seminar emphasizing the development of organizational leadership as a discipline. It focuses primarily on the evolution of leadership thought and the application of the major models and theories associated with the various perspectives on leader behavior and subsequent follower outcomes

**MGT 585 - Management & Organizational Behavior**

Hours: 3

This course is designed to provide an in-depth understanding of individual, group and organizational dynamics in order to influence and manage behaviors in an organizational context. In particular, the course focuses on topics such as developing self-awareness, managing diversity, understanding people at work, creative problem-solving, supportive communication, groups and teams, the use of power and influence, motivation techniques, effective leadership, managing conflict, and organizational culture.

**MGT 587 - Executive Development**

Hours: 3

An in-depth seminar on the impact of current issues and environmental factors on management and organizations. The primary emphasis of the course is on the development of the skills and knowledge required for successful managerial performance. Prerequisite: Consent of instructor.

**MGT 589 - Independent Study**

Hours: 0-4

Individualized instruction/research at an advanced level in a specialized content area under the direction of a faculty member. May be repeated when the topic varies. Prerequisites: Consent of department head.

**MGT 590 - Global Competitiveness**

Hours: 3

A study of those factors that contribute to the competitiveness of businesses, industries, and societies operating within a world economy. Primary focus is on the interaction of management, labor, and government policies.

**MGT 591 - Quality Management & Six Sigma**

Hours: 3

This course is an introduction to continuous improvement philosophies and methodologies combined with the tools of Six Sigma. The focus is on the continuous improvement of processes, relationships, products and services. Students completing this course will be able to establish and improve processes in educational institutions, engineering and manufacturing organizations, health care facilities, financial institutions, governmental agencies, and service organizations using Quality Management philosophies and Six Sigma tools.

**MGT 592 - Current Issues in Human Resource Management**

Hours: 3

This course provides an analysis of current human resource management issues emphasizing their impact on an organization's success.

**MGT 594 - Transforming Organizations**

Hours: 3

This course examines issues related to organizational redesign and specifically to the changes processes used by organizations to respond to changes in internal and/or external environments. Sources of change, change strategies and the analysis of change efforts on environments. Use of case analysis is incorporated into the course to provide an opportunity to apply the concepts and issues studied.

**MGT 595 - Management Research Methods**

Hours: 3

This course aims to introduce students to a scientific approach to the to the practice of management. Students will be exposed to the basic collection and dissemination of data techniques for the internal and external customers. Interpretation of the gathered information for decision making among upper echelons is introduced along with basic statistics, survey research, performance evaluation, understanding financials and review of scientific method.

**MGT 597 - Special Topics**

Hours: 1-4

Organized class. May be repeated when topics vary.

**MGT 599 - Comprehensive Exam in Management**

Hours: 0

Comprehensive Exam in Management.