

**MANAGEMENT AND ORGANIZATION
AREAS OF INTEREST**

In today's competitive job market, some of the most important skills that hiring managers look for across functions and industries include leadership, collaboration, adaptability, strategic decision-making, problem-solving, critical thinking, quantitative analysis and a global mindset. The Management and Organization Department offers a variety of courses to help you develop these essential skills, stand out in today's job market and secure a great job. Our courses are organized into the following five areas of study:

LEADERSHIP DEVELOPMENT: The Leadership Development area of study prepares students for leadership positions in a variety of organizations from small entrepreneurial firms to large corporations. Courses in this area provide students with the knowledge and skills needed to lead people in both domestic and global settings. This area of study is appropriate for students considering a career in general management or for those who will take leadership positions in functional areas such as accounting, finance, marketing, data analytics or operations.

Fundamental Courses

MOR 431 Interpersonal Competence & Development (Sp)
MOR 472 Power, Politics and Influence (Fa, Sp)

Related Courses

MOR 451 Mastering Decision Making (Fa)
MOR 469 Negotiation and Persuasion (Fa, Sp)
MOR 470 Global Leadership (Fa)
MOR 471 Managing and Developing People (Fa)
MOR 473 Designing and Leading Teams (Sp)
MOR 421 Social and Ethical Issues in Business (Sp)

MANAGEMENT CONSULTING: This area of study prepares students for careers in management consulting, either as a member of a consulting firm or as an internal consultant within a corporation. This area is highly relevant for students considering a consulting career in functional areas such as finance, accounting, marketing, data analytics or operations. It provides the knowledge and skills needed to effectively contract with clients, analyze client problems and devise solutions, manage a consulting firm and build a successful career as a consultant.

Fundamental Courses

MOR 462 Management Consulting (Fa, Sp)
MOR 451 Mastering Decision Making (Fa)
MOR 463 Organization Change & Development (Sp)

Related Courses

MOR 431 Interpersonal Competence & Development (Sp)
MOR 461 Design of Effective Organizations (Fa)
MOR 467 Strategic Management of Innovation (Sp)
MOR 469 Negotiation and Persuasion (Fa, Sp)
MOR 472 Power, Politics and Influence (Fa, Sp)
MOR 473 Designing and Leading Teams (Sp)
MOR 492 Global Strategy (Fa, Sp)

STRATEGIC MANAGEMENT: The Strategic Management area of study takes a general management perspective and provides students with the knowledge and skills needed to make strategic decisions that address complex management problems. It is appropriate for students interested in launching their own venture or seeking a career in general management or management consulting. Courses in this area are designed to provide students with knowledge of the fundamental principles of strategy formulation and competitive advantage, analytical skills for performing a comprehensive strategic analysis of a company as well as critical thinking skills. This area also includes courses in financial analysis and valuation, supply chain management and ethical issues in business.

Fundamental Courses

MOR 492 Global Strategy (Fa, Sp)
MOR 467 Strategic Management of Innovation (Sp)

Related Courses

MOR 451 Mastering Decision Making (Fa)
MOR 462 Management Consulting (Fa, Sp)
MOR 461 Design of Effective Organizations (Fa)
MOR 463 Organization Change and Development (Sp)
FBE 421 Financial analysis and valuation (Fa, Sp)
FBE 460 Mergers, Acquisitions and Restructuring (Fa, Sp, Sm)
DSO 482 Supply Chain Management (Fa)
MKT 440 Marketing Analysis and Strategy (Fa, Sp)
MOR 421 Social and Ethical Issues in Business (Sp)
MOR 466 Business and Environmental Sustainability (Sp)

GLOBAL MANAGEMENT: The Global Management area of interest is intended for students who seek careers in multinational corporations or in organizations that operate outside the United States. This area of study is appropriate for students considering a career in general management or in functional areas such as accounting, finance, marketing, data analytics or operations. The Global Management area of interest is especially relevant to students considering a consulting career. Courses in this area are designed to provide students with the knowledge and skills needed to successfully identify and exploit international business opportunities. This area also includes courses in international trade and finance, international business law and global marketing management.

Fundamental Courses

MOR 492 Global Strategy (Fa, Sp)
MOR 470 Global Leadership (Fa)

Related Courses

FBE 440 Trading and Exchanges (Sp)
FBE 462 International Trade, Finance & Commercial Policy (Fa, Sp)
FBE 429 International Business Law (Fa, Sp)
MKT 465 Global Marketing Management (Fa, Sp)

HUMAN RESOURCES MANAGEMENT: The Human Resources Management area of interest focuses on managing people for competitive advantage. It prepares students for careers in human resources management and more generally for managing people in a variety of organizations, from small entrepreneurial firms to large corporations. It also prepares students for careers in human capital consulting. Courses in this area will introduce students to recruitment and selection, training and development, performance management, compensation and benefits, health and safety, and relationships with unions. This area also includes courses in employment law and executive compensation as well as various leadership courses.

Fundamental Courses

MOR 471 Managing & Developing People (Fa)
MOR 470 Global Leadership (Fa)

Related Courses

FBE 428 Principles of Employment Law (Fa, Sp, Sm)
FBE 433 Corporate Governance and CEO pay (Sp)
MOR 431 Interpersonal Competence and Development (Sp)
MOR 451 Mastering Decision Making (Fa)
MOR 469 Negotiation and Persuasion (Fa, Sp)
MOR 472 Power, Politics and Influence (Fa, Sp)
MOR 473 Designing and Leading Teams (Sp)
MOR 421 Social and Ethical Issues in Business (Sp)
MOR 463 Organization Change & Development (Sp)

Contact Us

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