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 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 451 Mastering Decision Making
- MOR 472 Power, Politics and Influence

**Related Courses**
- MOR 467 Strategic Management of Innovation
- MOR 469 Negotiation and Persuasion
- MOR 470 Global Leadership
- MOR 492 Global Strategy
- MOR 473 Designing and Leading Teams
- MOR 421 Social and Ethical Issues in Business

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
- MOR 451 Mastering Decision Making

**Related Courses**
- MOR 467 Strategic Management of Innovation
- MOR 469 Negotiation and Persuasion
- MOR 472 Power, Politics and Influence
- MOR 473 Designing and Leading Teams
- MOR 492 Global Strategy
- MOR 421 Social and Ethical Issues in Business

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.
**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.

<table>
<thead>
<tr>
<th>Fundamental Courses</th>
<th>Related Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>MOR 492  Global Strategy</td>
<td>MOR 451  Mastering Decision Making</td>
</tr>
<tr>
<td>MOR 467  Strategic Management of Innovation</td>
<td>MOR 462  Management Consulting</td>
</tr>
<tr>
<td>MOR 470  Global Leadership</td>
<td>FBE 421  Financial analysis and valuation</td>
</tr>
<tr>
<td>FBE 440  Trading and Exchanges</td>
<td>FBE 460  Mergers, Acquisitions and Restructuring</td>
</tr>
<tr>
<td>FBE 462  International Trade, Finance &amp; Commercial Policy</td>
<td>DSO 482  Supply Chain Management</td>
</tr>
<tr>
<td>FBE 429  International Business Law</td>
<td>MKT 440  Marketing Analysis and Strategy</td>
</tr>
<tr>
<td>MKT 465  Global Marketing Management</td>
<td>MOR 421  Social and Ethical Issues in Business</td>
</tr>
</tbody>
</table>

**Contact Us**
Management and Organization Department, Marshall School of Business, Hoffman Hall 431
Phone: 213-740-0728
http://www.marshall.usc.edu/mor

Revised on 6.21.21