

## Master of Science in Management

The Master of Science in Management (MSM) is a graduate degree that builds competencies and expertise in business, management, analytics and business or public policy. The program's core curriculum provides students with a foundation in specific business competencies. After completing the core curriculum, students select a concentration in one of four areas: government procurement, data analytics, healthcare management or environmental sustainability. Because the M.S. in Management core curriculum is shared with the Norwich MBA program, graduates of the MSM have the option of earning their MBA in less than 18 months.

The MSM program prepares students for careers in management, and develops competencies in management, leadership, procurement and data analysis. Graduates of the MSM program, regardless of concentration, will:

- communicate, orally and in writing, in clear, concise correct English
- utilize databases, data sets and information systems to research and resolve business and management problems
- evaluate and critique the quality of information resources and understand the limitations of sources.
- analyze and evaluate tangible and intangible business resources and systems, and utilize these resources to advance the goals of the organization
- differentiate the goals and methods of marketing and operations and understand the friction and synergy between these two elements of an effective business or non-profit
- develop and apply analytical tools and critical thinking skills to resolve business or policy problems
- develop ethical, values based leadership skills
- implement and manage change in organizations

The MSM concentrations challenge students to build on the foundation of the MSM core seminars by developing competencies in their area of concentration. Examples of concentration-specific objectives include:

- Project management
- Understanding the goals and objectives of various contracts as well as the contract process, assessing and analyzing contracts and utilizing contracts to advance organizational goals.
- assessing government policies and regulations and analyzing their impact and effectiveness
- evaluating and critiquing corporate policies, goals and structure and assessing their strengths and weaknesses
- analyzing the goals, environmental conditions and organizational structures of non-profit healthcare organizations
- utilizing data analytics to investigate and resolve business issues or to enhance business profitability and effectiveness.

### Requirements

<b>Term 1</b>	
One core course	6
<b>Term 2</b>	
One core course	6
<b>Term 3</b>	
One concentration course	6
<b>Term 4</b>	
One concentration course	6
<b>Term 5</b>	
Capstone I	6

<b>Term 6</b>	
Capstone II	3
Residency <sup>1</sup>	0
<b>Total Cr.</b>	<b>0</b>

- <sup>1</sup> Students are required to attend a one-week, on-campus Residency Conference in the June following or concurrent with their final term.

### Core Courses

Student choose two core courses from the following:

- GB 511 Strategic Resources Management (6 credits)
- GB 552 International Business Management (6 credits)
- GB 560 Strategic Management (6 credits)
- OL 530 Leading Change in Organizations (6 credits)

### Concentrations

Following the successful completion of the two core courses, students must enroll in the seminars required by their area of concentration and complete their degree with a capstone project. The areas of concentration are:

#### Environmental Sustainability

- MM 530 Environmental Foundations and Principles, Project Management of Systems (6 credits)
- MM 540 Sustainability: Policy and Practice, Environmental Protection Law, Climate Change Science (6 credits)
- MM 590 Capstone/Research Project I (6 credits)
- MM 591 Capstone/Research Project II (3 credits)

#### Business Analytics

- MM 531 Business Strategies for Data Analytics (6 credits)
- MM 541 Statistical
- MM 590 Capstone/Research Project I (6 credits)
- MM 591 Capstone/Research Project II (3 credits)

#### Government Procurement

- MM 532 Formation and Performance of Government Contracts (6 credits)
- MM 542 Anti-Corruption Policy, Compliance, and Pricing Issues in Government Contracts (6 credits)
- MM 590 Capstone/Research Project I (6 credits)
- MM 591 Capstone/Research Project II (3 credits)

#### Healthcare Management

- MM 533 Organization and Management of Healthcare Systems, Health Advocacy, and Community-Based Non-profits (6 credits)
- MM 543 Introduction to Public Health Policy and Process (6 credits)
- MM 590 Capstone/Research Project I (6 credits)
- MM 591 Capstone/Research Project II (3 credits)