

# MANAGEMENT

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200 Hudson Street, Harborside 2  
 (201) 200-3353  
<http://www.njcu.edu/department/management> (<http://www.njcu.edu/department/management/>)

The Management Department offers a growing list of programs as specializations within the MBA, including Healthcare Management, Organizational Management and Leadership, and Supply Chain and Maritime Port Management.

## Yi-Yu Chen, Chairperson

*Assistant Professor of Management*  
 Chung Yuan University, B.A.; Rutgers University, M.B.A., Ph.D.

## John Donnellan

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 Salve Regina University, A.S.; Nyack College, B.S.; Saint Thomas Aquinas College, M.B.A., Nova Southeastern University, D.B.A.

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 New Jersey City University, B.S., M.S.; Tiffin University, M.B.A.; Seton Hall University, Ph.D.

M.B.A., Health Care Management Specialization (<https://catalog.njcu.edu/graduate/business/management/health-care-management-mba/>)

M.B.A., Organizational Management and Leadership Specialization (<https://catalog.njcu.edu/graduate/business/management/organizational-management-and-leadership-mba/>)

M.B.A., Supply Chain and Maritime Port Management Specialization (<https://catalog.njcu.edu/graduate/business/management/supply-chain-maritime-port-management-mba/>)

## Management (MGMT)

### MGMT 515 Behavioral Issues and Ethics in Management (3 Credits)

Managerial theories and behavioral concepts are examined in planning, organizing, staffing and controlling organizations. Emphasis is on ethics, teamwork, leadership, motivation, change and development. Readings in current and classical literature expand historical management through and alignment of managerial, financial and organizational goals with behavioral issues in developing budgets and standards.

### MGMT 516 Global Strategic Management (3 Credits)

This course makes an in-depth review of the changes in management, marketing, finance, and production management resulting from the globalization of world markets. The view is through the experiences, success, and failures of real managers involved in global strategic planning.

### MGMT 517 Optimization and Decision Modeling (3 Credits)

This course provides students with an understanding of the role of business analytics and optimization. Topics include linear programming (LP), nonlinear programming, transportation problems and assignments, project management, decision analysis, decision theory, and simulation frequently shown in management, project and resource management, supply chain management, logistics and transportation management.

### MGMT 518 Business Analytics in Supply Chain, Logistics and Maritime Port Management (3 Credits)

This course will address supply chain, logistics, and transportation strategic, tactic, and operational considerations in planning, controlling, organizing, and measuring using analytical skills. The course will also discuss risk management and sustainability. A variety of analytics techniques and tools will be used in the course.

### MGMT 595 Executive Communication (3 Credits)

Executive Communication emphasizes ethical effective communications concepts and skills for executives and professionals to achieve organizational objectives and personal excellence. It integrates a short review of Principles; Business Writing (clarity, brevity, organization, and tone); and Speaking/Presenting (neurolinguistics programming, body language, media constraints, engagement, technology, charts and graphs) for maximum clarity.

### MGMT 690 Graduate Business Field Experience (1 Credit)

This course emphasizes the relationship of concepts and skills learned in the classroom with real world experience. Students will work part-time in a position approved by the graduate program coordinator and complete a project or paper under the supervision of a faculty adviser.

**Pre-Requirement(s):** Admission to MS- Financial Management

### MGMT 697 Business Negotiation and Conflict Resolution (3 Credits)

This course focuses on negotiation techniques to manage risk and conflict in business discussions and investigations. Simulated negotiation activities will be used to sharpen business skills that include active listening, collaboration, tolerance and resolution. Students will be exposed to the psychology of negotiations and will develop their personal style.

**Prerequisite(s):** For Accounting students - ACCT 591/ For Management Students - BUSI 599 or MGMT 595

### MGMT 710 Operations and Management of Transportation (3 Credits)

This course provides an introduction to transportation systems. The fundamental principles utilizing multiple modes of transportation to include air, maritime, and ground transportation will also be explored in this class.

### MGMT 711 Managing for Internal Innovation (3 Credits)

Major management and leadership theories are explored and applied to the challenge of timely innovation, applying these to deliver innovative products and services. Critical thinking, analysis, originality of design, and communication skills are exercised. Students self-evaluate and seek outside input on innovation skills required to develop viable new products and services.

**Pre-Requirement(s):** A Master's Degree Program in Business

**MGMT 712 Strategic Human Resources Management (3 Credits)**

This course investigates the application of best practices in human resources management. This entails translation of business objectives and strategies into human resources needs planning and application of disciplined human resources management processes including job definitions, recruiting and selection, motivation and control, performance evaluation, training and development, and succession planning.

**Pre-Requisite(s):** BUSI 606 Managerial Economics, FINC 607 Corporate Financial management and MGMT 611 Behavior Issues & Ethics Management

**MGMT 713 Managing the Services Organization (3 Credits)**

Major management/leadership theories definitions are explored in the context of the service organization. Emphasis is on global, cross-cultural change situations, analyzing leader-follower behaviors, and team-building. The course integrates diversity of thought, custom, culture, belief structures; and applies these to deliver competitively superior services. Critical thinking, analysis, original design, and communication skills are exercised.

**Pre-Requisite(s):** A Business Masters Degree Program

**MGMT 714 Transformational and Situational Leadership (3 Credits)**

The "leader/follower" relationship and best practices in building effective teams are explored. Analyzing both leader and follower behaviors and how to integrate diversity are studied. The course integrates the "needs analysis" and Leadership Effectiveness and Adaptability (L.E.A.D.) instrument and emphasizes the desired takeaways from each stakeholder group in leader/follower relationship.

**Pre-Requisite(s):** MGMT 611 Behavior Issues & Ethics Management

**MGMT 715 Operations and Supply Chain Management (3 Credits)**

This course covers the issues facing Operations and Supply Chain Managers. This course covers: strategic, produces, and capacity; manufacturing and service processes; supply chain processes; supply chain demand planning and control, sustainability as well as basic tools and techniques.

**Pre-Requisite(s):** MGMT 612

**MGMT 716 Maritime Management (3 Credits)**

This course is designed as a comprehensive study of maritime sector which forms part of the supply chain. The topics covered included span from economics of shipping a trade which forms the overall environment, right up the commercial and operational aspects of maritime transportation.

**Pre-Requisite(s):** Operations and Management of Transportation

**MGMT 717 Maritime Port Management (3 Credits)**

This course provides the students with an insight into the management of Port and Intermodal Transportation as cross modal activity. It also explains how changes in the operations of the modes impacts the ports.

**Pre-Requisite(s):** Operations and Management of Transportation