Business Administration (BADM)

5103. Statistics and Spreadsheet Modeling

Three credits. Prerequisite: Not open for credit to students who have passed BADM 5180, 5181, or OPIM 5103.

Covers classical inference procedures and basic statistical concepts often essential to interpretation of business data. Students will learn to ask probing questions about the specifics of data and statistical techniques, to understand the conditions for drawing reliable inferences, and to assess the validity of statistical evidence. Topics include: discrete and continuous random variables, sampling, confidence intervals and hypothesis testing. Builds students' abilities for effective quantitative business analysis and communication, using a spreadsheet program such as Excel. Spreadsheet modeling uses such as regression, forecasting, simulation and decision models will be covered, in different functional areas including finance, marketing, operations, and management.

5151. US Capital Markets and Institutions

Zero credits. Prerequisite: Open only to MBA students, others with consent.

Designed for students who have limited experience and knowledge of US capital markets and business institutions.

5170. Foundations of Economic Environments

1.5 credits. Prerequisite: Open only to MBA students, others with consent. Not open to students who have passed BLAW 5182.

Provides students with applied knowledge of key economic and psychological concepts that ground interactions among individuals and organizations in the global business environment.

5180. Core Statistics

1.5 credits. Prerequisite: Open only to MBA students, others with consent. Not open to students who have passed BLAW 5182.

Covers classical inference procedures and basic statistical concepts often essential to interpretation of business data. Students will learn to ask probing questions about the specifics of data and statistical techniques, to understand the conditions for drawing reliable inferences, and to assess the validity of statistical evidence. Topics include: discrete and continuous random variables, sampling, confidence intervals and hypothesis testing.

5181. Spreadsheet Modeling for Business Analysis

1.5 credits. Prerequisite: Open only to MBA students, others with consent. Not open to students who have passed BLAW 5182.

Builds students' abilities for effective quantitative business analysis and communication, using a spreadsheet program such as Excel. Spreadsheet modeling uses such as regression, forecasting, simulation and decision models will be covered, in different functional areas including finance, marketing, operations, and management.

5182. Communicating for Impact A

1.5 credits. Prerequisite: Open only to MBA students, others with consent.

Creating value for an organization depends on the ability to effectively translate expertise into business results. This requires the ability to connect with and communicate with others across the organization, to gather information to identify challenges and opportunities, to frame these in ways that build momentum for change, to work with people across functional and geographic lines to develop solutions, to gain buy-in for those solutions in a form that resonates with stakeholders, and to implement solutions in ways that are sustainable for the people they touch. This course focuses on understanding this consultative process and improving student performance in the integrative skills on which it depends. These skills include oral and written communications, effective collaboration in a variety of environments, adapting communications and implementation approaches to different audiences, and improving the ability to perceive, evaluate, and manage emotions.

5183. Communicating for Impact B

1.5 credits. Prerequisite: BADM 5182.

Continuation of BADM 5182.

5190. Sustainability in the Global Business Environment

1.5 credits. Prerequisite: Open only to MBA students, others with consent. Not open to students who have passed BLAW 5182.

Examines approaches to meeting complementary and competing needs of shareholders, customers, employees and communities through the design and maintenance of global value chains. Students will assess alternative business models and management practices designed to enhance sustainability for an increasingly global array of stakeholders. Specific topics may include social enterprise management, environmental strategy, corporate social responsibility, serving "Base of the Pyramid" markets, socially responsible investing alongside issues relating to social, environmental and economic ecosystems.

5254. Managing the Future of Social Enterprise

(Also offered as BLAW 5254.) Three credits.

Developing and managing market-based approaches to global human rights and social issues. Strategizing how companies create value both for society and business, including role of for-profit businesses as agents for positive social impact in changing legal, regulatory, policy, and market environments. Regulatory and business strategies that serve markets and promote long-term economic viability, sustainability, and human rights. Managerial perspectives on social innovation, statutory benefit corporations, corporate social certifications, social investment, shared value, strategic philanthropy and business opportunities serving emerging markets.

5310. Experiential Learning Collaborative Project

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

Graduate elective focusing on the real-life projects run by the Experiential Learning Collaborative for the client-partners including corporations, startups, government, and non-for-profit organization. It involves scoping a project, conducting industry research, development of the deliverables, writing reports, and presenting solutions to the client-partner executive team. Student teams work in the competitive environment under the guidance of an experienced Project Mentor (academic or industry practitioner). Open to graduate students who pass a personal interview and are accepted to the project.

5311. Experiential Learning Collaborative Advanced Project

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

Graduate elective focusing on the advanced real-life projects run by the Experiential Learning Collaborative for the client-partners including corporations, startups, government, and non-for-profit organization. It involves scoping a project, conducting industry research, development of the deliverables, writing reports, and presenting solutions to the client-partner executive team. Student teams work in the competitive environment under the guidance of an experienced Project Mentor (academic or industry practitioner). Open to graduate students who pass a personal interview and are accepted to the advanced project.

5320. Innovation Accelerator I: Evaluation of New Ventures -- Business Process

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

This practicum provides students hands on experience working with the founders of a high-tech entrepreneurial venture. Students, working in a team, are empowered to act as the CEO of the start-up venture focusing on developing innovative and implementable strategic solutions to a defined mission-critical problem faced by the venture. Students develop an expert knowledge with respect to the venture's industry, markets, products, competitors, etc. that serve as a foundation for recommending evidence-based transformational solutions. Emphasis is placed on skill acquisition such that students can effectively frame the problem, research it and acquire 360 degree views/voices of the issues.

5321. Innovation Accelerator II: New Venture Analytics

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

Practicum provides the students with hands on experience working with the founders of a high-tech entrepreneurial venture. Under a faculty mentor, the lab provides the students with hands-on experience collecting both primary and secondary data. Students acquire skills related to identifying targeted survey populations, the development of unambiguous survey questions, as well as best methods for survey implementation. Furthermore, students learn how to analyze the resultant data, combine it with other secondary research, extract relevant, non-duplicative findings, and develop evidence-based conclusions and strategic recommendations/solutions for the client venture.

5330. SCOPE I: Social Entrepreneurship Processes

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

Practicum provides students with hands on experience in working with social entrepreneurs at work in start-up or existing organizations (private, public or not-for-profit). Experiences may include helping organizations identify social needs, evaluate alternative methods for improving social conditions and develop programs to implement solutions. Meaningful social entrepreneurship can be local in scope, or contribute to the development of cities, regions, nations or even be global in its reach. Under a faculty mentor, students work on projects which will provide the opportunity to make a positive difference by applying their skills and training to address critical social needs.

5331. SCOPE II: Social Innovation Processes

Three credits. Prerequisite: Instructor consent. May be repeated for a total of six credits.

Practicum examines how innovation by organizations can be used to develop responses to social problems. Social innovators employ "entrepreneurial skills," such as finding opportunities, inventing new approaches, securing and focusing resources to meet social needs and managing risk, in the service of creating social value. We see social innovation, defined as innovative, social value creation, occurring within or across nonprofit, governmental, and for profit organizations. Under a faculty mentor, students in this course will work with an organization to help it improve people's lives through the development of innovative programs to meet social needs.

5350. Fund Management I

Three credits. Prerequisite: FNCE 5101; instructor consent required. Corequisite: FNCE 5202.

First part of a two-part Fund Management course. Develops the objectives and goals, the process, and the procedure for execution for management of funds in conformity with the SMF Prospectus. The purpose is to train students in the art of asset allocation, security selection, portfolio construction, risk management, preparing analysts' reports for trade recommendations, monitoring of positions, and preparing reports for presentation to the Investment Advisory Board.

5351. Fund Management II

Three credits. Prerequisite: FNCE 5101 and BADM 5350; instructor consent required. Corequisite: FNCE 5202.

Second part of a two-part Fund Management course. In addition to all the activities in the first part during fall, this course focuses on portfolio management, performance evaluation, attribution analysis, development of various trading and risk management strategies, and technical analysis. Students prepare the final annual report for presentation to the UConn Foundation.

5894. Special Topics

Variable (1-9) credits. Prerequisite: Open only to MBA students, others with consent. May be repeated for a maximum of 12 credits.

Special topics.

6201. Introduction to Research and Teaching

One credit. Prerequisite: Open only to Ph.D. students in the School of Business. Students taking this course will be assigned a final grade of S (satisfactory) or U (unsatisfactory).

Introduces students to important dimensions of an academic career. The role and importance of research and teaching is stressed with emphasis on philosophy of science, as well as appreciation of research in other business administration areas of concentration. Teaching methods and values in higher education are covered. Guest speakers discuss research in their areas. Practical aids such as how to write a research proposal and how to manage a dissertation are covered.