This course is for students in the Part-time Cohort MBA Program.

Fundamentally, this course is about developing the leader within each person so that he or she can lead and manage others effectively. Prereq: MBAP 401. Leadership Assessment and Development. 3 Units.

This main objective of this course is to help students deepen their self-awareness and to prepare them to be effective leaders and lifelong learners. The course is based on a model of self-directed learning and development, which encourages students to discover and expand their emotional intelligence and leadership potential. Students are encouraged to reflect and learn through a series of activities, assessment exercises, and small and large group discussions. Students will complete a personal vision, receive 360-degree feedback on their emotional and social competence and create a personalized learning plan to guide their development throughout the MBA program. Leadership development coaches will meet with each student during the semester. Fundamentally, this course is about developing the leader within each person so that he or she can lead and manage others effectively within a healthcare setting.

Prereq: Students enrolled in the online MBA program.

This course will cover the use and application of basic financial statements, the basic cost structures in a firm, and decision making using accounting information. We will discuss usage and analysis of information from the annual report, focusing on the balance sheet, income statement, cash flow statement and related notes. The course will also cover internally generated accounting information about the cost structure of the firm. We will discuss use of this information in decision making. You are expected to be comfortable with definitions of basic accounting terms, and you should be familiar with the accounting structure and the financial statements. Prereq: This course is for students in the Part-time Cohort MBA Program only.

This course introduces graduate management students to accounting’s role in business administration. Students learn that accounting is not math, truth, or putting numbers in to boxes. Instead, accounting is an imprecise language used to send and receive information about economic performance. Every language has its quirks, and accounting is no exception. Any communication problem that arises from use of English may reveal itself when one uses accounting. This course sensitizes students to common communication problems and suggests ways that they may be mitigated. A metaphor for the class is taking a one-semester introductory course in a foreign language. A semester’s worth of study does not make one fluent. However, successful completion of the course allows motivated students, over the balance of their careers, to cultivate the ability to read, write, speak, and listen to that language. Time invested lays a foundation for accelerated learning. Highly motivated students eventually become fluent, while others are better able to use the language in everyday life Prereq: Students enrolled in the online MBA program.

This course provides the foundations of statistical and operations research methodologies for managerial decision-making. Business statistics focuses on statistical thinking as one of the fundamentals of effective management. Topics covered include sampling and the normal distribution, making inferences from data via confidence intervals and hypothesis tests, and analyzing relationships between samples. Decision modeling of organizational systems uses mathematical and computer models to provide a quantitative perspective on identifying, analyzing and solving complex decision problems. This course includes an introduction to linear programming models and applications, simulation techniques in decision-making, and project management. Prereq: Students in the Part-time Cohort MBA Program and successful completion of MBAP 400.
MBAP 403H. Statistics and Decision Modeling. 3 Units.
The primary objective of this course, and a goal of the part-time MBA Program, is to make you a competent analyst by providing you with the ability to use, and to communicate with those who use, certain quantitative approaches to help make informed decisions for your organizations. A secondary objective is to provide you with the quantitative knowledge and skills that are needed in other MBA courses. The two groups of quantitative techniques are statistics and decision modeling. The objective of statistics is to summarize and present information contained in data sets, to draw conclusions about large populations based only on information obtained from samples, and, using these conclusions, to obtain reliable forecasts of quantities of interest. Among other things, statistical analysis provides many of the data needed in decision modeling. At the end of this part of the course you will be able to: 1) Summarize data sets using either graphical techniques (histograms, pie charts, and so on) or descriptive statistics (mean, median, standard deviation, and so on). 2) Use computer software to develop estimates and confidence intervals for means and proportions, and analyze the tradeoff between sample size and estimation risk. 3) Use sample data either to support or reject claims about a large population; understand the concepts and consequences of type-1 and type-2 errors. 4) Analyze relationships between two or more quantities of interest and use these relationships to make intelligent forecasts. Prereq: MBAP 400H and enrolled in the online MBA program.

MBAP 404. Managing People and Organizations. 3 Units.
Examines the behavioral sciences relevant to the effective management of people and the effective design of human resources system, structure and policies. Topics include leadership, change management, motivation and pay systems, team dynamics, staffing, decision making, organizational communications, employee participation, performance appraisal, conflict management, negotiation, work design, organizational design, and organizations culture. A variety of methods, including experiential and interactive learning methods, are used to study these topics. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 404H. Managing People and Organizations. 3 Units.
In today's increasingly complex and fast-paced environment, it is critical to understand how to maximize organizational performance. All organizations (corporations, non-profits, government) aim to achieve some goal or objective (e.g., increase shareholder value, make a profit, provide a service). People and systems are the vehicles by which an organization accomplishes its goals and objectives. This course is designed to enhance your ability to make well-reasoned decisions about human capital in organizations and to help you understand organizations as complex systems. Being able to apply systems thinking is critical in order to maximize individual, team and organizational performance. Prereq: Students enrolled in the online MBA program.

MBAP 405. Financial Management I. 3 Units.
This is a Corporate Finance course that deals with investment theory and financial value. The course materials cover discounted cash flows, bond and stock valuation, capital budgeting, applications of real options in investment analysis, asset's risk and return, cost of capital, market efficiency and capital structure. The tools, problem solving techniques, and ways of thinking that you develop in this course have broad applicability to all areas of business. They also form the basis for sensible personal decisions in the areas of investments, borrowing, and financial planning. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 405H. Financial Management. 3 Units.
The purpose of this class is to introduce you to multiple concepts in Corporate Finance with the aim of providing principles and tools that enable you to make managerial decisions that increase the firm's value. The course will begin by building a foundation in understanding the time value of money and its many applications, and then move on to various tools used to evaluate sound investment decision making. Students will also gain an understanding of how securities (different claims on the business) are evaluated and valued, including an in-depth treatment of risk vs. expected return, i.e., the notion that a more risky investment requires a higher expected return. We will then revisit corporate financial analysis first taught in financial accounting. The course will conclude with fundamental corporate valuation techniques. This portion of the class integrates topics learned earlier in the course, will build linkages to other courses (especially financial accounting) and reinforce what drives value as a manager within the enterprise. Prereq: Students enrolled in the online MBA program.

MBAP 406. Economics for Managers. 3 Units.
This course is designed to give you an overview and a basic understanding of modern economics. The course will cover the macroeconomic topics of consumer choice, business decision making, and market equilibrium; as well as the macroeconomic topics of economic growth, inflation, interest rates, and exchange rates. In the process of achieving these specific content objectives, this course is taught in a way that will support the MBA program goals of having students become competent analysts and a critical, creative thinkers. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 406H. Economics for Managers. 3 Units.
This course offers an introduction to the theories, principles, and applications of microeconomics and macroeconomics. Topics include supply and demand, elasticity, market structure, analysis, business cycles, taxation, and monetary policy. Prereq: Students enrolled in the online MBA program.

MBAP 407. Managerial Marketing. 3 Units.
Through lecture, discussion, cases, projects and/or simulations you will learn theory and practice of how firms develop processes to understand, create and deliver "triple bottom line" value (i.e., economic, social and environmental) to business and/or consumer markets. Specifically in this course, we take the perspective that marketing is a process of creating value for firms, customers, and other stakeholders through mutually desirable exchanges. This is the foundation of a customer orientation and a central theme of market-driven management. Methods for strategic marketing planning, understanding buyer behavior, market analysis, segmentation and devising integrated marketing programs are introduced. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 407H. Managerial Marketing. 3 Units.
This course will focus on Marketing Strategy in business organizations. We will use case studies and discussions as the primary mode of learning. To get the most out of this course, it is important that you come to class well prepared with your case analysis. The course objectives emphasize MBA program-level goals aimed at: 1. Creative and critical thinking and action in the face of ambiguity 2. Development and implementation of strategies to secure sustainable competitive advantage, and 3. Rigorous analytics Prereq: Students enrolled in the online MBA program.
MBAP 408. Operations Management. 3 Units.
Operations management deals with the design of products and processes, the acquisition of resources, the conversion of inputs to outputs, and the distribution of goods and services. It is central to a firm's ability to compete effectively. As global competition in both goods and services increases, the management of operations is becoming more and more important. This course provides a broad overview of the managerial issues associated with production and delivery of goods and services. It includes the use of quantitative modeling using computers as a central methodology. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 408H. Operations and Supply Chain Management. 3 Units.
Operations managers, ranging from supervisors to vice presidents, are concerned with the production of goods and services. More specifically, they are responsible for designing, running, controlling and improving the systems that accomplish production. This course is a broad-spectrum course with emphasis on techniques and information that are helpful to the practice of management in general and at any level. We will discuss commonly occurring application problems such as capacity planning, production scheduling, line balancing, inventory control, quality management, just-in-time concepts, etc. The field of operations management was originally concerned with manufacturing systems. But many of the same ideas apply, and the same trade-offs are present, in service organizations like health care, insurance, hotel-management, airlines and government related operations. Several manufacturing and non-manufacturing environments will be discussed explicitly, and the emphasis will be on the fundamentals of the operations function in an organization. Also we will explore the interface of operations management with other functional areas such as marketing, finance, accounting, etc. This course is not oriented toward specialists in operations management. Its goal is to introduce you to the environments and help you appreciate the problems that operations managers are confronted with. Then, we will typically discuss some system specifics and emphasize the principles and issues that play key role in their management. Prereq: Students enrolled in the online MBA program.

MBAP 409. Sustainability and Social Entrepreneurship. 3 Units.
This course creates a foundational platform featuring key models and managerial tools for building sustainable value and "turning the social and global issues of our day into business opportunities." Case studies of leading mainstream companies are used to analyze how business value is created for a range of social and environmental initiatives. Students will look at sustainability business strategies that reduce risks, drive down costs, create new revenue streams, serve new markets, and position companies to take advantage of changing societal expectations. Environmental issues such as climate change are covered along with social issues such as global poverty. Students acquire the competencies required to make effective business decisions based on integrating sustainability into the core of a company's value added activities. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 410. Strategic Issues and Applications. 3 Units.
Strategic Management deals fundamentally with the ways firms build and sustain superior competitive positions and profitability. Successful strategy design and implementation requires an understanding of a firm's external environment, its internal resources and capabilities. It also requires an integrative view of the firm that spans functional areas such as operations, marketing and finance. Strategic analysis draws on a number of academic disciplines including economics, psychology, political and management science. Prereq: Students enrolled in the online MBA program.

MBAP 411. Identifying Design Opportunities. 3 Units.
Designing is giving form to an idea for a more desirable product, service, process or organization, and refining the idea into something that can be delivered reliably and efficiently. Good design integrates these evolving ideas with the day-to-day realities of a firm's operations, systems, marketing, economics, finance and human resources. Designing is thus a unique managerial activity that brings together changing technologies, capabilities, relationships, activities and materials to shape an organization's plans and strategies. It combines analysis and synthesis to create opportunities for improvement and means of attaining them. Viewed this way, designing is a core competence of a successful entrepreneur or innovative leader. Design analysis is the systematic review of the four orders of design found in every firm—namely, the firm's communications, products, interactions and environments—and the creation of opportunities to increase firm value by improving each. Students will identify ill-defined, ill-structured problems within organizations. Such problems are ones for which there are no definitive formulations and for which the formulation chosen affects the solutions available. For such problems, there is no explicit way of knowing when you have reached a solution, and solutions cannot necessarily be considered correct or incorrect. But finding innovative solutions to such problems can provide unique opportunities to create exceptional value. A major outcome of the semester’s inquiry is a presentation of the design problem and proposed design solution. Prereq: This course is for students in the Part-time Cohort MBA Program.

MBAP 420H. Regulatory Issues in Healthcare Management. 1.5 Unit.
This course provides an overview of key areas health law at level important to managers in healthcare related organizations. The topical areas covered include (1) the history, structure, financing, and operation of the U.S. medical system; (2) legal and ethical rules and regulations governing physicians and other health care professionals; the patient-physician relationship; institutional providers of care such as hospitals, nursing homes, and laboratories; and drug and device manufacturers; (3) regulation of health insurers and managed care organization; (4) medical malpractice law; (5) confidentiality and electronic medical records; (6) fraud and abuse; (7) antitrust law; (8) employer health plans; (9) medical research; and (10) public health. Prereq: Students enrolled in the online MBA program.

MBAP 421H. Organizational Culture in Healthcare Management. 1.5 Unit.
In this residency course, students will analyze corporate culture using the Burke-Litwin model. Culture in relation to other factors of organizational functioning and change. Prior to the on campus residency students will be introduced to factors that influence organizational culture such the external environment, vision & mission, leadership style, organizational structure, systems (HR such as recruiting and reward and IT such as administrative records keeping), management practices & climate, and power, politics and influence. During the on campus residency, students will visit two major hospital systems to examine how culture influences operational decision making. Prereq: Students enrolled in the online MBA program.
MBAP 422H. Digital Innovation in Healthcare. 1.5 Unit.
In this course, students will learn the role of digital technology in creating new digitally enabled services in the healthcare market. Industry experts will be engaged throughout the course to provide the latest information on developments and application being used. Prereq: Students enrolled in the online MBA program.

MBAP 423H. Engineering in Healthcare Management. 1.5 Unit.
The course focuses on the creation, funding, and management of digital health, biotech, medtech, and other health services enterprises. The course will focus on special issues surrounding the conceptualization, planning, diligence, and capitalization of these ventures and also includes management and compensation practices. In addition, course offers methods for self-assessment & development of business models and plans, techniques for technology assessment and strategy, develops foundation for capitalization and partnering strategies, and creates a basis for best practices in company launch and plan execution. Prereq: Students enrolled in the online MBA program.

MBAP 424H. Economic Issues and Applications in Healthcare. 1.5 Unit.
The purpose of this course is to develop the analytical skills necessary for understanding how the U.S. health care sector operates, how it has evolved, the forces at work behind perceived deficiencies (in quality and cost control), and the impact of alternative policy proposals. Special attention is given to recent developments in the healthcare marketplace, and the strategic considerations they create for providers and insurers. These issues are addressed through the lens of microeconomic theory. Under this framework, outcomes result from the interaction of decisions made by participants in the healthcare economy (e.g. patients, providers, insurers, government), with those decisions governed by the preferences, incentives and resource constraints facing each decision-maker. Principles of microeconomics will be reviewed as necessary to ensure consistent understanding of basic concepts. The course is designed to appeal to a broad audience, particularly students interested in healthcare management, public health, medical innovation, health law, and public policymaking. Prereq: Students enrolled in the online MBA program.

MBAP 425H. Action Learning in Healthcare. 3 Units.
In this residency based course students will have an opportunity to apply their learning to real world projects in collaboration with a major hospital system in the Cleveland area. Students will learn how to conduct an action research project including problem identification, stakeholder engagement, needs assessment, intervention design, data collection, data analysis, and the presentation of recommendations/findings. Prereq: Students enrolled in the online MBA program.

MBAP 426H. Finance Issues and Applications in Healthcare. 1.5 Unit.
Exploration of economic, medical, financial and payment factors in the U.S. healthcare system sets the framework for the study of decisions by providers, insurers, and purchasers in this course. The mix of students from various programs and professions allows wide discussion from multiple viewpoints. Prereq: Students enrolled in the online MBA program.

MBAP 427H. Introduction to Population Health. 1.5 Unit.
This course introduces graduate students to the multiple determinants of health including the social, economic and physical environment, health services, individual behavior, genetics and their interactions. It aims to provide students with the broad understanding of the research development and design for studying population health, the prevention and intervention strategies for improving population health and the disparities that exist in morbidity, mortality, functional and quality of life. Format is primarily group discussion around current readings in the field. Prereq: Students enrolled in the online MBA program.

MBAP 428H. Healthcare Decision Making and Analytics. 3 Units.
This course is designed to introduce the students to a wide range of methods and applications of decision science and analytics in healthcare management and medical decision making. The primary objective of the course is to provide the students with the necessary technical knowledge and skills to understand mathematical and statistical models used in health decision making. Further, the course aims to provide the students with hands-on experience required to leverage such methods for evaluating clinical interventions, choosing the best treatment, and informing public health policy. Course topics include decision trees, Markov decision models, Monte Carlo simulation, cost-effectiveness analysis, sensitivity analysis, utility theory, bootstrapping and subgroup analysis, prediction and classification methods, and using computer software to build and analyze health decision analysis models. Prereq: Students enrolled in the online MBA program.

MBAP 429H. Artificial Intelligence Applications in Healthcare Management. 1.5 Unit.
Artificial intelligence (AI) is a set of methods and algorithms that enable computers to mimic human behavior. Deep learning is a subfield of machine learning that builds large neural networks to extract subtle patterns from data and is currently the state-of-the-art method of achieving artificial intelligence. Healthcare is undoubtedly one of the most promising and influential application areas of AI. The unprecedented increase in data availability and computer power over the past decade has enabled neural network models to parse massive clinical datasets, learn incredibly subtle patterns, and in some cases, augment clinicians’ performance. This course covers the basic concepts and theoretical foundations of deep learning as they relate to healthcare management. We will discuss several successful applications of AI in healthcare as well as opportunities for AI across a variety of healthcare contexts. Limitations, challenges, key debates, and considerations surrounding AI models and their adoption in healthcare will also be highlighted. Prereq: Students enrolled in the online MBA program.

MBAP 430H. Lean Operations in Healthcare. 1.5 Unit.
The course will include the following topics: 1) Service Process Blueprints, 2) Managing Capacity in Service Systems, 3) Mapping the Value Stream (current and future state), and 4) Inventory Management in Service Systems. The topics considered are viewed in the context of healthcare management, financial services, insurance firms, call centers, back-office operations, and other applications. Through these topics, the participants will be trained in tools that help them understand customers’ expectations and needs and to identify service system characteristics that can meet these needs. We will learn how to identify errors in service and troubleshoot these problems by identifying the root causes of errors. Subsequently, we will discuss how one can modify the product or service design so as to prevent defects from occurring. Finally, we will establish performance metrics that help evaluate the effectiveness of the Lean system in place. These efforts will result to improved quality. This course is not oriented toward specialists in service management. Its goal is to introduce you to the environments and help you appreciate the problems that operations managers are confronted with. Then, we will typically discuss some system specifics and emphasize the principles and issues that play key roles in their management. Prereq: Students enrolled in the online MBA program.
MBAP 499. Introduction to Learning Skills. 0 Unit.
Whether you are an online student, a student attending classes on
campus, or a mix of both this course will equip you with the skills
necessary to become a successful graduate student. Throughout this
course you will learn more about yourself as a learner, how to apply
universal standards for critical thinking to the evaluation of professional
literature, and how to effectively balance your competing responsibilities
as you begin your journey toward your degree.