LEADERSHIP AND ORGANIZATIONAL MANAGEMENT CONCENTRATION

for the Graduate Concentration in Leadership and Organizational Management

The graduate concentration Leadership and Organizational Management is designed to cultivate well-rounded leaders capable of addressing contemporary challenges in diverse organizational contexts. By integrating courses that cover essential management disciplines, students will graduate with a comprehensive skill set that enhances their employability and prepares them for impactful leadership roles.

The concentration is open to students enrolled in:

- Management, MS (on-campus)
- Accountancy, MAS

This concentration requires twelve graduate hours of Leadership and Organizational Management coursework. Successful completion of the concentration assumes certain knowledge of business and prior coursework.

Admission to the concentration requires enrollment in a specified Gies College of Business graduate program.

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Code	Title	Hours
BADM 516	Negotiation	4
BADM 561	Revenue Management	2
BADM 582	Multinational Management	4
BADM 589	Project Management	2
Total Hours		**12**

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1. Strategic Talent Management: Students will demonstrate the ability to align human resource practices with organizational goals, fostering a high-performance culture that drives employee engagement and organizational success.
2. Advanced Negotiation Skills: Students will develop expertise in negotiation techniques, enabling them to resolve conflicts, build collaborative solutions, and achieve favorable outcomes in both internal and external business contexts.
3. Effective Project Leadership: Students will acquire project management skills that ensure the successful execution of strategic initiatives, resource optimization, and timely delivery of projects within budget, driving innovation and organizational change.
4. Revenue Optimization: Students will learn to apply revenue management strategies to analyze market trends, optimize pricing decisions, and maximize profitability, contributing to the overall financial health of their organizations.
5. Global Leadership Competence: Students will cultivate a global perspective, developing the ability to manage and lead diverse teams across multinational environments, addressing cultural, regulatory, and operational complexities.
6. Comprehensive Organizational Insight: Students will integrate knowledge from various management disciplines to make informed, data-driven decisions that enhance organizational effectiveness and adaptability in dynamic business environments.

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