| LIGS (| Jniversity | | | | | | | |
|------------|---|--|---|--|----------------------|-------------------------|-----------------------|-----------------------|
| Course L | earning Outcomes (CLOs) | | | | | | | |
| | | | | | | | | |
| Program: | | MSc | | | | | | |
| Specializa | ation | Management | Marketing | HR Mgt | Finance Mgt | | | |
| Course # | | MSc-1 | | | | | | |
| Course N | lame | Management | | | | | | |
| Course D | Description | This course provides an overview | of the management discipline and | literature, including its key concept | s, functions and pra | ctices. It addresses th | neory and research de | dicated to management |
| | | Key topics include: Management | structures; management theories; | management styles; change manag | ement; the impact o | f leadership; and stal | keholder management | |
| | | | | | | | | |
| | | | CLOs | | | | | |
| CLO-PLC |) Link | Upon completion of this course, s | students will: | | | | | |
| | | CLO1 | CLO2 | CLO3 | | | | |
| Learning | nk the Program Learning Outcomes (PLO) below with the Course Outcomes (CLO) with which they are associated. Feel free to our answer in the spreadsheet box or by email. | Analyze contemporary and classical management theories for their effects on the practice of managing efficiency and output for organizations | Ascertain management processes to effectively lead organizations in a fast-changing environment | Indentify and implement management and communication theories that promote equality and inclusion in diverse organizations | | | | |
| Upon con | npletion of the MSc program: | | | | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | e of management practices in var | ious organizational environment | s to: | | | | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | | x | | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | x | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate probl | lem-solving and research skills to | | | | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | | | | | | |
| DI O 2 | | | | | | | | |
| | Global Professional Students will develop a mindset of a glo | opai professional to: | | | | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | x | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | ommunication skills to present ide | eas and information to: | | | | | |
| | Deploy a range of relevant spoken, written and quantitative | , same same se process sa | | | | | | |
| | communication tools and techniques in research and professional settings. | x | | x | | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | x | | | | |

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| Course | Learning Outcomes (CLOs) | | | | | | | |
| | 3 | | | | | | | |
| Progran | n: | MSc | | | | | | |
| Speciali | ization | Management | HR Mgt | | | | | |
| Course | # | MSc-2 | | | | | | |
| Course | Name | Human Resources | | | | | | |
| Course | Description | This course provides a review of human capital management theory and literature as it manifests in the Human Resource function. | | | | | | |
| | | Key topics include a review of hu | man resources, HR history and role | , recruitment and training, HR's role in mana | gement strategy, performance n | nanagement and career development | ıt. | |
| | | | | | | | | |
| CLO 1 | Assess the key strategic role and inputs to Human Resource Manage | • | • | | | | | |
| LO 2 | | 0.1 | . , | nd career development. | | | | |
| LO 3 | Analyze the role HR plays in strategic alignment between an organiza | ation's various stakeholders at the hum | • | | | | | |
| | | | CLOs | | | | | |
| :LO-PL | _O Link | Upon completion of this course, s | | | | | | |
| | | CLO1 | CLO2 | CLO3 | | | | |
| Learnin | link the Program Learning Outcomes (PLO) below with the Course g Outcomes (CLO) with which they are associated. Feel free to your answer in the spreadsheet box or by email. | Assess the key strategic role and inputs to Human Resource Management and how they have evolved in various organizations. | literature on HR functions, including training, performance | Analyze the role HR plays in strategic alignment between an organization's various stakeholders at the human capital level. | | | | |
| Jpon co | ompletion of the MSc program: | | | | | | | |
| PLO | 1 Knowledge of Organizations Students will master knowledge of | management practices in various or | ganizational environments to: | | | | | |
| | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | | | | | | |
| | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | | | |
| ВΙΟ | 2 Problem Solving & Research Students will incorporate problem- | colving and recearch skills to: | | | | | | |
| | Synthesize current literature in the management domain based | -solving and research skins to. | | | | | | |
| | on relevant scholarly sources of information. | | x | | | | | |
| | 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | | | |
| DI O | 2 Clabel Bufassional Children will develop a minday of a plabel | | | | | | | |
| | 3 Global Professional Students will develop a mindset of a global | i professional to: | | | | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | х | | | | | | |
| | 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | x | | | | | | |
| DI C | | | | | | | | |
| | 4 Communication Skills Students will use various forms of comm | nunication skills to present ideas and | I information to: | | | | | |
| | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | | | | |
| | 2 Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | | | | | |

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| Course Learn | ning Outcomes (CLOs) | | | | | | | |
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| Program: | | MSc | | | | | | |
| Specialization | n | Management | | | | | | |
| Course # | | MSc-3 | | | | | | |
| Course Name | | Strategic Management | | | | | | |
| Course Descr | ription | | | rocess of the strategic framework for | • | | | |
| | | Key topics include development a | nd execution of strategy, role of str | ategy in organizational direction and | d success, and variou | us strategic manage | ement theories | and concep |
| | | | | | | | | |
| | | | CLOs | | | | | |
| CLO-PLO Lir | nk | Upon completion of this course, s | | | | | | |
| | | CLO1 | CLO2 | CLO3 | | | | |
| Learning Outo | ne Program Learning Outcomes (PLO) below with the Course comes (CLO) with which they are associated. Feel free to answer in the spreadsheet box or by email. | Evaluate the theoretical basis for various approaches to selecting and creating strategy based on an organization's size, scope and maturity | implementation of strategy and its impact on an organization's | Assess the literature on the impact of risk and strategic change in an organization through the filters of its internal and external environments | | | | |
| Upon complet | etion of the MSc program: | | | | | | | |
| PLO 1 Kn | nowledge of Organizations Students will master knowledge | of management practices in varie | ous organizational environments | to: | | | | |
| | ply knowledge and understanding of concepts and theories management practice in a variety of organizational settings. | | | x | | | | |
| and | elect and use tools that match current practices for analysis d evaluation challenges common to the organizational anagement domain. | x | | | | | | |
| PLO 2 Pro | oblem Solving & Research Students will incorporate proble | em-solving and research skills to | | | | | | |
| 1 Syı | Inthesize current literature in the management domain based relevant scholarly sources of information. | | | х | | | | |
| | raluate a variety of quantitative decision-making and problem- lying techniques used in management contexts. | x | | | | | | |
| PLO 3 GIO | obal Professional Students will develop a mindset of a glo | bal professional to: | | | | | | |
| | evelop a global perspective when identifying opportunities, alyzing challenges, and developing strategies. | | x | | | | | |
| and | emonstrate awareness and sensitivity across cultural groups d boundaries by integrating situation-specific tools for both search and practice. | | x | | | | | |
| PLO 4 Co | ommunication Skills Students will use various forms of cor | nmunication skills to present ide | as and information to: | | | | | |
| 1 De cor | eploy a range of relevant spoken, written and quantitative mmunication tools and techniques in research and ofessional settings. | x | | | | | | |
| 2 Us | see effective written and oral presentation strategies to ethically nvey analytical and research findings. | | | x | | | | |

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| Course Le | arning Outcomes (CLOs) | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Program: | | | MSc | | | | | | | | | |
| Specializat | tion | | Management | | | | | | | | | |
| Course # | | | MSc-4 | | | | | | | | | |
| Course Na | me | | Strategic Management of Sales | | | | | | | | | |
| Course De | scription | | This course examines the theory and conceptual basis for setting and executing sales strategy and its role in the overall success and effectiveness of an organization. | | | | | | | | | |
| | | | Key areas of scholarship include developing the sales strategy, strategic sales approaches, managing the sales function strategically, sales planning and forecasting and strategic sales grow | | | | | | | | | |
| | | | | | | | | | | | | |
| | | | | CLOs | | | | | | | | |
| CLO-PLO | Link | | Upon completion of this course, st | tudents will: | | | | | | | | |
| | | | CLO1 | CLO2 | CLO3 | | | | | | | |
| Learning C provide yo | the Program Learning Outcomes (PLO) below with the Course outcomes (CLO) with which they are associated. Feel free to ur answer in the spreadsheet box or by email. | | Evaluate the theoretical basis for sales strategy and strategic sales planning for organizations of various size, scope and maturity | planning process and implementation method, based | Validate the strategic fit for a sales process given an organization's internal and external stakeholders | | | | | | | |
| Upon com | pletion of the MSc program: | | | | | | | | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of mana | agement practices in various orç | ganizational environments to: | | | | | | | | |
| | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | | | | | | |
| | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | | | | | | | |
| | | | | | | | | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate proble | m-solvi | ng and research skills to: | | | | | | | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | x | | | | | | | | | |
| | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | | x | | | | | | | |
| | | | | | | | | | | | | |
| | Global Professional Students will develop a mindset of a glob | al prof | essional to: | | | | | | | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | x | | | | | | | | |
| | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | | x | | | | | | | |
| | | | | | | | | | | | | |
| PLO 4 | Communication Skills Students will use various forms of com | nmunic | ation skills to present ideas and | information to: | | | | | | | | |
| | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | | | | | | | | |
| | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | х | | | | | | | | | |

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| Course Learning Outcomes (CLOs) | | | | | | |
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| Program: | MSc | | | | | |
| Specialization | Management | HR Mgt | Finance Mgt | | | |
| Course # | MSc-5 | | | | | |
| Course Name | Project Management | | | | | |
| Course Description | This course examines the manag | ement theory and literature for pro | ject management, its metrics and to | ools and the impact of project ma | anagement on organiza | tional effectiveness and succes |
| | Key topics include the conceptua | I framework for project developme | nt, the choice and use of project ma | nagement tools and the metrics | to measure project pro | gress and success. |
| | | | | | | |
| | | CLOs | | | | |
| CLO-PLO Link | Upon completion of this course, s | students will: | | | | |
| | CLO1 | CLO2 | CLO3 | | | |
| Please link the Program Learning Outcomes (PLO) below with the Course Learning Outcomes (CLO) with which they are associated. Feel free to provide your answer in the spreadsheet box or by email. | Assess the management literature on methods of project development and documentation given project size, scope, timeframe and organizational priorities and capacity. | Synthesize evidence regarding the impact of interpersonal , characteristics on team roles, group dynamics and project success. | Develop a framework for choosing project management methodologies and tools that best suit project challenges, tasks and metrics for project completion. | | | |
| Upon completion of the MSc program: | | | | | | |
| PLO 1 Knowledge of Organizations Students will master knowled | ge of management practices in vari | ious organizational environment | s to: | | | |
| 1 Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | |
| 2 Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | x | | | | |
| DLO 2 Darblar Oakir a Darbar Contact at the contact and | | | | | | |
| PLO 2 Problem Solving & Research Students will incorporate pro | - | | | | | |
| Synthesize current literature in the management domain based on relevant scholarly sources of information. | | | x | | | |
| 2 Evaluate a variety of quantitative decision-making and problem solving techniques used in management contexts. | - | x | | | | |
| PLO 3 Global Professional Students will develop a mindset of a c | Ilohal professional to: | | | | | |
| Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | | |
| Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | | |
| DI O 4 Communication Chille Students will use yearing former of | sommunication akilla to present ide | and information to | | | | |
| PLO 4 Communication Skills Students will use various forms of a | communication skills to present ide | ras anu information to: | | | | |
| Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | | | |
| 2 Use effective written and oral presentation strategies to ethicall convey analytical and research findings. | y x | | | | | |

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| Course | Learning Outcomes (CLOs) | | | | | | | | | |
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| Progra | n: | MSc | | | | | | | | |
| Specia | ization | Management | | | | | | | | |
| Course | # | MSc-6 | | | | | | | | |
| Course | Name | Process Management | | | | | | | | |
| Course | Description | This course provides the concept | tual foundations for the practice of p | process management in organizations | s of various size, scop | e, purpose and ma | aturity. | | | |
| | | Key topics include the scientific b | asis for process development, proc | cess match to organizational dynamic | cs, process managem | ent and metrics, pr | ocess modeling | g and the role of | process in strate | gy. |
| | | | | | | | | | | |
| | | | CLOs | | | | | | | |
| CLO-P | LO Link | Upon completion of this course, s | students will: | | | | | | | |
| | | CLO1 | CLO2 | CLO3 | | | | | | |
| Course | link the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel provide your answer in the spreadsheet box or by email. | Evaluate the scientific basis for process development and its match with organizational dynamics, constraints and capacity. | Compare and contrast management, executive, operation, and supply frameworks and tools based on accurate and relevant process models | Analyze process-based management systems, processes, and metrics within the strategic framework of organizations in the for-profit, non-profit and public sectors | | | | | | |
| Upon c | ompletion of the MSc program: | | | | | | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in var | ous organizational environments | s to: | | | | | | |
| | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | | | | | |
| DI O | | | | | | | | | | |
| | Problem Solving & Research Students will incorporate proble | em-solving and research skills to | : | | | | | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | x | | | | | | | |
| 2 | P Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | | | | | |
| | | | | | | | | | | |
| | Global Professional Students will develop a mindset of a glo | bal professional to: | | | | | | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | x | | | | | | | | |
| | | | | | | | | | | |
| PLO 4 | Communication Skills Students will use various forms of con | mmunication skills to present ide | as and information to: | | | | | | | |
| , | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | | | | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | x | | | | | | | |

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| Course Learning Outcomes (CLOs) | | | | | | | | | |
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| Program: | MSc | | | | | | | | |
| Specialization | Management | Finance Mgt | | | | | | | |
| Course # | MSc-7 | | | | | | | | |
| Course Name | Risk Management | | | | | | | | |
| Course Description | This course addresses the nature | e of risk and the theoretical framewo | ork for risk management and its tools | s, processes and tecl | nniques. | | | | |
| | Key topics include the scholarly I | iterature that develops the foundation | ons of risk and risk management for t | financial, physical ar | id intangible risk, a | long with risk m | nanagement strat | egies, tools and t | echniques |
| | | | | | | | | | |
| | | CLOs | | | | | | | |
| CLO-PLO Link | Upon completion of this course, s | students will: | | | | | | | |
| | CLO1 | CLO2 | CLO3 | | | | | | |
| Please link the Program Learning Outcomes (PLO) below with the Course Learning Outcomes (CLO) with which they are associated. Feel free to provide your answer in the spreadsheet box or by email. | Analyze the basis for risks that organizations face and match them with appropriate risk management strategies. | Analyze probable, operational, process, financial, physical and intangible risk - including risk to intellectual property, political and market risk - and evaluate tools to help mitigate risk. | Codify and calculate risk profiles for organizations of various size, scope and maturity using theoretical models and appropriate conceptual and technological tools. | | | | | | |
| Upon completion of the MSc program: | | | | | | | | | |
| PLO 1 Knowledge of Organizations Students will master knowledge | of management practices in var | ious organizational environments | to: | | | | | | |
| Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | | | | |
| 2 Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | | | | | |
| | | | | | | | | | |
| PLO 2 Problem Solving & Research Students will incorporate probl | em-solving and research skills to | : | | | | | | | |
| Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | | | | | | |
| 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | | | | | |
| | | | | | | | | | |
| PLO 3 Global Professional Students will develop a mindset of a glo | bal professional to: | | | | | | | | |
| 1 Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | | | | | |
| 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | | | | | |
| | | | | | | | | | |
| PLO 4 Communication Skills Students will use various forms of co | mmunication skills to present ide | eas and information to: | | | | | | | |
| 1 Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | х | | | | | | |
| Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | | | | | | | |

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| Course | Learning Outcomes (CLOs) | | | | | |
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| Progran | n: | | MSc | | | |
| Speciali | ization | | Marketing | | | |
| Course | # | | MSc-8 | | | |
| Course | Name | | Marketing | | | |
| Course | Desidripticarurse explores the theoretical foundations | and a | cademic research behind effective | and strategic marketing for various | sized organizations. | |
| ver the t | heoretical grounding of marketing, as well as the res | earch | base for marketing practices and | functions, marketing across cultures | and emerging techniques in marke | eting. |
| | | | | | | |
| | | | | CLOs | | |
| CLO-PL | LO Link | Upor | completion of this course, studen | ts will: | | |
| | | | CLO1 | CLO2 | CLO3 | |
| with the | link the Program Learning Outcomes (PLO) below Course Learning Outcomes (CLO) with which they ociated. Feel free to provide your answer in the sheet box or by email. | | Analyze the impact of various marketing theories on strategic and effective marketing campaigns, in traditional and digital marketing frameworks. | Evaluate the academic literature on marketing topics such as research, positioning, messaging and executing marketing campaigns using media sources. | : Assess marketing best practices in various public and private organizations to determine marketing messages, platforms and tools for effective marketing. | |
| Upon co | ompletion of the MSc program: | | | | | |
| PLO 1 | Knowledge of Organizations Students will mast | er kn | owledge of management practic | es in various organizational envir | onments to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | × | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | x | | | |
| PI O 2 | Problem Solving & Research Students will inco | rnora | to problem-solving and research | skille to: | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of | ipora | te problem-solving and research | | | |
| 2 | information. Evaluate a variety of quantitative decision-making and problem-solving techniques used in | | | X | | |
| | management contexts. | | x | | | |
| PLO 3 | Global Professional Students will develop a mi | ndset | of a global professional to: | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | X | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | x | | |
| | | | | | | |
| PLO 4 | Communication Skills Students will use variou | s forn | ns of communication skills to pr | esent ideas and information to: | | |
| | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | x | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | x | x | x | |

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| Course | Learning Outcomes (CLOs) | | | |
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| Program | 1: | MSc | | |
| Speciali | zation | Marketing | | |
| Course | # | MSc-9 | | |
| Course | Name | Global Marketing | | |
| Course | Description This course examines the marketing discipline, include | ling its theory, strategies, processes | and tools, in the context of the the | global environment. |
| | This course will cover the strategic approach to market selection | on and the foundations of marketing | concepts, practices and tools acros | ss cultures in other countries. |
| | | | | |
| | | | CLOs | |
| CLO-PL | O Link | on completion of this course, student | s will: | |
| | | CLO1 | CLO2 | CLO3 |
| Course | ink the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel rovide your answer in the spreadsheet box or by email. | Integrate classical and contemporary marketing theory and scholarship within the challenges and opportunities inherent in global and crosscultural marketing | Evaluate research models and marketing strategies, practices and tools, including financial metrics based on organizations and markets of various size, scope and potential. | Determine global entry points, potential opportunities and pitfalls, and gauge ROI for international markets, cultures, and locations. |
| Upon co | mpletion of the MSc program: | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | X | x |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | х | x | х |
| PI () 2 | Problem Solving & Research Students will incorporate proble | m-colving and recearch ckille to: | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | enr-solving and research skills to. | x | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | ^ | x |
| PLO 3 | Global Professional Students will develop a mindset of a glo | bal professional to: | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | х |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | x | | х |
| | | | | |
| | Communication Skills Students will use various forms of co | mmunication skills to present idea | as and information to: | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | x | |

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| Course Le | earning Outcomes (CLOs) | | | | |
| | | | | | |
| Program: | | MSc | | | |
| Specializa | ation | Marketing | | | |
| Course # | | MSc-10 | | | |
| Course N | ame | Marketing Communication | | | |
| Course D | escription This examines the conceptual foundations and scholar | ly basis for marketing communication | ons in organizations of various size, | , scope and maturity. | |
| urse will | cover integrated marketing communications, classic and contemp | orary studies in the marketing mix, | and tools and tactics that pertain to | the emerging role of marketing cor | nmunication |
| | | | | | |
| | | | CLOs | | |
| LO-PLC |) Link | n completion of this course, student | s will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| Course Le | k the Program Learning Outcomes (PLO) below with the earning Outcomes (CLO) with which they are associated. Feel ovide your answer in the spreadsheet box or by email. | Ascertain the conceptual framework and role of marketing communication within organizations of varying size, scope and maturity | Evaluate metrics that are used to assess communication tools, tone and style that matches an organization's marketing message and strategy | Analyze various approaches to marketing communication from classical to contemporary, using best practices for communication tools and platforms | |
| Jpon con | npletion of the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: | |
| | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | x | | |
| a | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | х | х | | |
| | | | | | |
| | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | | | |
| | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | x | | |
| PLO 3 | Global Professional Students will develop a mindset of a glo | bal professional to: | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | x | | |
| 2 E | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | x | |
| PI O 4 | Communication Skills Students will use various forms of cor | mmunication skills to present idea | es and information to: | | |
| | Deploy a range of relevant spoken, written and quantitative | innumeation skills to present idea | as and information to. | | |
| c | communication tools and techniques in research and porfessional settings. | | | x | |
| 2 L | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | x | |

| LIGS | University | | | | |
|------------|---|---|--|---|---------------|
| Course | Learning Outcomes (CLOs) | | | | |
| | | | | | |
| Program | n: | MSc | | | |
| Speciali | zation | Marketing | | | |
| Course | # | MSc-11 | | | |
| Course | Name | E-Commerce | | | |
| Course | Description This course examines the conceptual foundations for | digital and internet-based commerce | e for organizations of various size, | scope and maturity. | |
| cs in this | course include the impact of e-commerce on business and marke | ting strategy, e-commerce research | and theory, and e-commerce metr | ics and trends in internet-based bus | iness models. |
| | | | | | |
| | | | CLOs | | |
| CLO-PL | O Link | n completion of this course, students | s will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| Course | ink the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel provide your answer in the spreadsheet box or by email. | Assess the foundations of digital business models and practices to determine their impact on organizations in for-profit, non-profit and public sectors | Evaluate e-commerce literature dedicated to internet-based, brick-and-mortar and blended organizations for business-to-business, business-to-consumer and integrated distribution systems. | Analyze trends in e-commerce in order to select tools, practices and metrics that meaningfully respond to the fast-changing, dynamic digital environment. | |
| Upon co | empletion of the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | x | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | x | | |
| PLO 2 | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | and corning and recourse on exime ter | x | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | | x | |
| | | | | | |
| | Global Professional Students will develop a mindset of a glo | bal professional to: | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of cor | nmunication skills to present idea | as and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | | |

| LIGS | University | | | | |
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| Course | Learning Outcomes (CLOs) | | | | |
| | | | | | |
| Progran | n: | MSc | | | |
| Speciali | zation | Marketing | | | |
| Course | # | MSc-12 | | | |
| Course | Name | Digital Marketing | | | |
| Course | Descripteaplores the theory and research on digital tools, processe | s, techniques and metrics within the | marketing function for organization | is of varying size, scope and maturi | ty. |
| y topics i | nclude the theoretical foundations of digital marketing, and literature | re on the Internet's impact on market | ting principles and practices, digital | marketing techniques, tools and pr | ocesses. |
| | | | | | |
| | | | CLOs | | |
| CLO-PL | .O Link | n completion of this course, students | s will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| Course | ink the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel provide your answer in the spreadsheet box or by email. | Evaluate the role of digital marketing on organizational strategies, processes and practices to determine their effectiveness and implications for change. | Examine academic literature on various digital marketing systems, campaigns, strategies and techniques based on their effectiveness in a given organizational setting. | Investigate and apply digital marketing trends, emerging tools, techniques and metrics in order to evaluate their impact and validity for organizations of varying size, scope and maturity. | |
| Upon co | ompletion of the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | х | X | x | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | X | х | x | |
| | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | х | X | X | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | X | x | |
| | | | | | |
| PLO 3 | Global Professional Students will develop a mindset of a glo | bal professional to: | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | X | | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present idea | as and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | X | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | | |

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| Course | Learning Outcomes (CLOs) | | | | | | | | |
| | | | | | | | | | |
| Progran | n: | MSc | | | | | | | |
| Special | ization | Marketing | | | | | | | |
| Course | # | MSc-13 | | | | | | | |
| Course | Name | Media Communication | | | | | | | |
| Course | Description | This course examines the theory | and literature dedicated to messagi | ng and interaction with individuals a | and organizations | who serve in the | public and private | media | |
| | | Key topics include communication | n theory for message development | and delivery, factors that influence | media coverage a | nd tone, and the r | ole of digital and | social media in cor | nmunication |
| | | | | | | | | | |
| | | | CLOs | | | | | | |
| CLO-PI | LO Link | Upon completion of this course, s | tudents will: | | | | | | |
| | | CLO1 | CLO2 | CLO3 | | | | | |
| Course | link the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel provide your answer in the spreadsheet box or by email. | Analyze classic and contemporary communication and messaging theories for their application to personal and corporate communication with media sources | Investigate and assess various media channels and platforms for their fit with an individual or organization's message and capacity for media engagement | Evaluate the role of digital and social media for various communication conditions such as branding, crisis management, promotion and persuasion | | | | | |
| Upon co | ompletion of the MSc program: | | | | | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vari | ous organizational environments | to: | | | | | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | х | | | | | | |
| | | | | | | | | | |
| | Problem Solving & Research Students will incorporate probl | em-solving and research skills to | : | | | | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | | | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | x | | | | | | |
| | | | | | | | | | |
| | Global Professional Students will develop a mindset of a glo | bal professional to: | | | | | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | х | | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | | | | | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | | | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | x | | | | | |

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|--|---|---|--|------------------|------------------|---------|--|--|
| Course Learning Outcomes (CLOs) | | | | | | | | |
| | | | | | | | | |
| Program: | MSc | | | | | | | |
| Specialization | HR Management | | | | | | | |
| Course # | MSc-14 | | | | | | | |
| Course Name | Planning and Development of Hu | man Resources | | | | | | |
| Course Description | This course examines the theoret | ical foundations and strategies for | securing a stable, sustainable and | productive human | resource (HR) ca | pacity. | | |
| | Key topics include the psychological and philosophical basis for HR, HR strategic planning for recruiting, retention, training and development of human capacity within organizations. | | | | | | | |
| | | | | | | | | |
| | | CLOs | | | | | | |
| CLO-PLO Link | Upon completion of this course, s | tudents will: | | | | | | |
| | CLO1 | CLO2 | CLO3 | | | | | |
| Please link the Program Learning Outcomes (PLO) below with the Course Learning Outcomes (CLO) with which they are associated. Feel free to provide your answer in the spreadsheet box or by email. | Evaluate the psychological, philosophical, and theoretical frameworks for human resource management and their impact on an organization's strategic effectiveness and success. | Assess the role of motivation, evaluation, reward systems, and communication in key human resource practices, including recruiting, hiring, training, retention, evaluation and separation. | Analyze the impact of the regulatory environment and compliance on the human resource function and its responsibility to strategically guide the organization. | | | | | |
| Upon completion of the MSc program: | | | | | | | | |
| PLO 1 Knowledge of Organizations Students will master knowledge | e of management practices in vari | ous organizational environments | s to: | | | | | |
| Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | | | | | | | |
| 2 Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | x | | | | | | |
| PLO 2 Problem Solving & Research Students will incorporate problem | em-solving and research skills to | | | | | | | |
| Synthesize current literature in the management domain based on relevant scholarly sources of information. | х | | | | | | | |
| 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | | | | |
| PLO 3 Global Professional Students will develop a mindset of a glo | obal professional to: | | | | | | | |
| Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | | | | |
| 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | | | | |
| PLO 4 Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | | | | | | |
| Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | · | x | | | | | | |
| Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | | | | | | |

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|---------------------|---|---|--|---|---------|
| Course Learning Or | utcomes (CLOs) | | | | |
| | | | | | |
| Program: | MSc | | | | |
| Specialization | HR Management | | | | |
| Course # | MSc-15 | | | | |
| Course Name | Recruitment and Selection | | | | |
| Course Description | This course provides the theoretical grounding and research basic | s for employee recruitment and sele | ection processes, tools and metrics | | |
| | Key topics include the scholarly literature related to strategic hirin | g, planning and criteria, recruitmen | t and selection processes, and the | ethical core of sustainable hiring prac | ctices. |
| | | | | | |
| | | | CLOs | | |
| CLO-PLO Link | | Upon completion of this course, | students will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| | gram Learning Outcomes (PLO) below with the Course Learning ith which they are associated. Feel free to provide your answer in x or by email. | Examine classical and contemporary research on hiring practices and its impact on recruiting and selection processes and tools. | Assess various approaches to recruiting and selecting team members for roles in organizations of varying size, scope and maturity. | Analyze the role, standards and practices of ethical hiring in contemporary for-profit, non-profit and public sector organizations. | |
| Upon completion of | the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in var | ious organizational environment | s to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | | | |
| | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate problem | em-solving and research skills to |): | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | x | | |
| | | | | | |
| PLO 3 | Global Professional Students will develop a mindset of a glo | bbal professional to: | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | x | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | x | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present ide | eas and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | X | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | x | |

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|--|---|--|---|-------------------|--------------------|--------------------|
| Course Learning Outcomes (CLOs) | | | | | | |
| | | | | | | |
| Program: | MSc | | | | | |
| Specialization | HR Management | | | | | |
| Course # | MSc-16 | | | | | |
| Course Name | Communication | | | | | |
| Course Description | This course provides the theoretic | cal base and scholarly research on | practices that lead to effective comm | nunication betwee | en people and with | nin organizations. |
| | Key topics include the communication | ation process, strategic communication | ation, communicating in organizations | and communica | tion management. | |
| | | | | | | |
| | | CLOs | | | | |
| CLO-PLO Link | Upon completion of this course, s | tudents will: | | | | |
| | CLO1 | CLO2 | CLO3 | | | |
| Please link the Program Learning Outcomes (PLO) below with the Course Learning Outcomes (CLO) with which they are associated. Feel free to provide your answer in the spreadsheet box or by email. | Analyze the theory and research for effective communication in order to improve personal and professional communication processes | Assess and utilize research- proven tools, forms, styles, methods, and techniques, to determine effective communication strategies for various organizational requirements, situations and challenges | Compare and contrast between various written and spoken communication tools, rhetorical styles and messaging systems to create and deploy strategic communications. | | | |
| Upon completion of the MSc program: | | | | | | |
| PLO 1 Knowledge of Organizations Students will master knowledge | of management practices in varie | ous organizational environment | s to: | | | |
| 1 Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | x | | | | |
| 2 Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | | |
| | | | | | | |
| PLO 2 Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | | | |
| Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | | | |
| 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | х | | | | |
| | | | | | | |
| PLO 3 Global Professional Students will develop a mindset of a glo | bal professional to: | | | | | |
| Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | x | | | |
| 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | x | | | | | |
| | | | | | | |
| PLO 4 Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | | | | |
| Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | | | |
| 2 Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | x | | | |

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| Course Learning O | utcomes (CLOs) | | | |
| | | | | |
| Program: | MSc | | | |
| Specialization | HR Management | | | |
| Course # | MSc-17 | | | |
| Course Name | Intercultural Communication | | | |
| Course Description | This course provides the theoretical foundation for communication | n science in the cross cultural and m | ulti-cultural environments | |
| | Key topics include research dedicated to perception, encoding, de | ecoding, identity and diversity, symb | ols, and contextual differences acro | oss languages and cultures |
| | | | | |
| | | | CLOs | |
| CLO-PLO Link | | Upon completion of this course, s | tudents will: | |
| | | CLO1 | CLO2 | CLO3 |
| | gram Learning Outcomes (PLO) below with the Course Learning ith which they are associated. Feel free to provide your answer in x or by email. | Assess the theoretical framework for communication and apply differences across cultural boundaries and languages | Synthesize models for communication cycles, identify relationships and diversity across cultures, and identify the contributions to the human development of multiculturalism. | Analyze the use of symbols, context, verbal and nonverbal cues in communication exchanges across cultures and i multi-cultural environments. |
| Upon completion of | the MSc program: | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in varie | ous organizational environments | to: |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x |
| PLO 2 | Problem Solving & Research Students will incorporate problem | em-solving and research skills to: | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | x | |
| PLO 3 | Global Professional Students will develop a mindset of a glo | obal professional to: | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | x | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | x |
| DI O | | | | |
| | Communication Skills Students will use various forms of co | mmunication skills to present idea | as and information to: | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | |

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| Course Learning Ou | utcomes (CLOs) | | | | |
| Program: | MSc | | | | |
| Specialization | Finance Management | | | | |
| Course # | MSc-18 | | | | |
| Course Name | Finance [1] | | | | |
| | This course provides a review of scholarly literature for the finance | e function including concents functi | ons and activities [2] | | |
| Codi do Boconpilon | Key topics for this course include research grounding for the final | | | or organizations, and the financial r | narkets [3] |
| | topico for and occide include recounting greatering for the inter- | | | | |
| | | | CLOs | | |
| CLO-PLO Link | | on completion of this course, student | ts will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| | gram Learning Outcomes (PLO) below with the Course Learning th which they are associated. Feel free to provide your answer in x or by email. | Evaluate the role of an effective financial function within an organization, including financial statement and ratio analysis, and strategy development and execution. | Analyze effective financial market strategies and models for organizations of various sizes and situations. | Assess financial market strategies based on classic and contemporary research-proven models | |
| Upon completion of | the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in varie | ous organizational environments | to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | X | X | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | X | X | |
| PLO 2 | Problem Solving & Research Students will incorporate probl | em-solving and research skills to | | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | | × | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | x | x | |
| DI O 2 | Olahai Barafarai anal Otadanta willi danalara anin da tafa ad | hal marke a demark a | | | |
| | Global Professional Students will develop a mindset of a glo Develop a global perspective when identifying opportunities, | DDAI PROIESSIONAL TO: | | | |
| ' | analyzing challenges, and developing strategies. | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | X | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | | |

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|-----------|---|--|--|--|----------|
| | Learning Outcomes (CLOs) | | | | |
| | | | | | |
| Program | n: | MSc | | | |
| Speciali | zation | Finance Management | | | |
| Course | # | MSc-19 | | | |
| Course | Name | Financial Reporting and Analysis | | | |
| Course | Description This course examines theory and scholarly research b | ase for financial reporting, analysis a | nd valuation in organizations of va | rious size and scope. | |
| Key topic | es in this course include the academic literature dedicated to finance | cial statement analysis, asset valuation | on, risk assessment and forecasting | g, reporting techniques, and cost ar | nalysis. |
| | | | | | |
| | | | CLOs | | |
| CLO-PL | .O Link | on completion of this course, students | | | |
| | | CLO1 | CLO2 | CLO3 | |
| Course | ink the Program Learning Outcomes (PLO) below with the Learning Outcomes (CLO) with which they are associated. Feel provide your answer in the spreadsheet box or by email. | Apply financial standards and ratios to financial statements and reports in for-profit, non-profit and public organizations. | Interpret financial data for the purpose of constructing risk assessment, valuation and forecasting activities, and reporting financial results. | Analyze cost behavior patterns and implications for break-even, scalability and profitability forecasts and reporting | |
| Upon co | ompletion of the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | us organizational environments | to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | x | x | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | x | x | |
| | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate problem | em-solving and research skills to: | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | x | x | |
| | | | | | |
| PLO 3 | Global Professional Students will develop a mindset of a glo | bal professional to: | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present idea | s and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | х | x | | |

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| Course Learning C | Dutcomes (CLOs) | | | | | |
| | | | | | | |
| Program: | MSc | | | | | |
| Specialization | Finance Management | | | | | |
| Course # | MSc-20 | | | | | |
| Course Name | Managerial Accounting | | | | | |
| Course Description | n This course develops a conceptual framework for the use of acco | unting theory, practice and tools in the | ne management and leadership of | organizations. | | |
| | Key topics in this course include the theoretical and scholarly rese | earch frameworks for managerial acc | counting, use of accounting to eval | luate managerial decisions and use | of accounting for cost contro | ol and budgeting. |
| | | | | | | |
| | | | CLOs | | | |
| CLO-PLO Link | | on completion of this course, students | s will: | | | |
| | | CLO1 | CLO2 | CLO3 | | |
| | ogram Learning Outcomes (PLO) below with the Course Learning with which they are associated. Feel free to provide your answer in ox or by email. | Analyze accounting systems and their use as resources for data analysis and managerial decision making in for-profit, non-profit and public sector organizations | Apply established accounting models to calculate costs, cash flows and income across business processes in various types of organizations | Analyze business problems using research-proven tools, practices and ratios of managerial accounting | | |
| Jpon completion of | of the MSc program: | | | | | |
| PLO | 1 Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | s to: | | |
| | 1 Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | x | | | |
| | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | x | | | |
| | | | | | | |
| PLO | 2 Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | | |
| | 1 Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | x | | |
| | 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | х | х | | |
| PLO | 3 Global Professional Students will develop a mindset of a glo | bal professional to: | | | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | | | |
| | 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | | | |
| PLO | 4 Communication Skills Students will use various forms of co | mmunication skills to present idea | s and information to: | | | |
| | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | | |
| | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | | | |

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|---|--|--|---|--|------------|
| Course Learning Ou | tcomes (CLOs) | | | | |
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| Program: | MSc | | | | |
| Specialization | Finance Management | | | | |
| Course # | MSc-21 | | | | |
| Course Name | Financial Markets and Investments | | | | |
| Course Description | This course investigates the conceptual foundation for the structu | re and operations of financial marke | ts and their impact on individuals ar | nd organizations. | |
| | This course will cover conceptual foundations of financial markets | s, role and impact of various markets | , and tools and systems for financia | l analysis and corporate financial m | nanagement |
| | | | | | |
| | | | CLOs | | |
| CLO-PLO Link | | on completion of this course, student | s will: | | |
| | | CLO1 | CLO2 | CLO3 | |
| Outcomes (CLO) will the spreadsheet box | • | Analyze the makeup and performance of various financial assets, instruments and strategies within the theoretical framework of financial markets | Assess investing options based on risk factors, risk management strategies, return requirements and market efficiencies | Evaluate financial tools and systems to maximize effectiveness in the context of a fast-changing, complex global marketplace | |
| Upon completion of | the MSc program: | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | x | x | | |
| | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | x | x | x | |
| DI O 3 | Olahal Burgarahan Andrewski dayahan da | h-1 | | | |
| | Global Professional Students will develop a mindset of a glo Develop a global perspective when identifying opportunities, | bai professional to: | | | |
| | analyzing challenges, and developing strategies. | | | x | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | x | |
| | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present idea | as and information to: | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | | | | |

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|--------------------|---|--|--|--|-------------------|---|
| Course Learning Ou | tcomes (CLOs) | | | | | |
| | | | | | | |
| Program: | MSc | | | | | |
| Specialization | Elective | | | | | |
| Course # | MSc-22 | | | | | |
| Course Name | Strategic Communication in Public Relations | | | | | |
| Course Description | This course provides the philosophical and research framework for | r the successful PR function in orga | nizations of varying size, scope an | d maturity. | | |
| | Key topics include the philosophy and psychology of successful co | ommunication through media chann | els, media relations, integrating str | ategic PR with corporate strategy ar | nd PR media trend | s |
| | | | | | | |
| | | | CLOs | | | |
| CLO-PLO Link | | Upon completion of this course, st | tudents will: | | | |
| | | CLO1 | CLO2 | CLO3 | | |
| | ram Learning Outcomes (PLO) below with the Course Learning th which they are associated. Feel free to provide your answer in c or by email. | Analyze the conceptual framework of communication and persuasion to identify successful messaging through strategic public relations | Assess public relations campaigns using classical communication tools and techniques along with contemporary platforms in social and mass media environments | Evaluate the effectiveness of media outreach, campaigns and interactions around the framework of a singular communication strategy for various organizations | | |
| Upon completion of | the MSc program: | | | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in vario | ous organizational environments | to: | | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | | | x | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | x | | | |
| | | | | | | |
| PLO 2 | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | х | | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | |
| | | | | | | |
| | Global Professional Students will develop a mindset of a glo | bal professional to: | | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | x | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | |
| | | | | | | |
| PLO 4 | Communication Skills Students will use various forms of cor | nmunication skills to present idea | as and information to: | | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | x | | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | | | |

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| Course Learning Ou | utcomes (CLOs) | | | |
| | | | | |
| Program: | MSc | | | |
| Specialization | Elective | | | |
| Course # | MSc-23 | | | |
| Course Name | Strategic Information Technology Management | | | |
| Course Description | This course explores the research foundations for developing and | activating information technology (I | T) strategy for organizations of var | ying size, scope and maturity. |
| | Key topics include the theoretical basis for IT strategy, elements a | and components for effective IT strat | egy, best practices in implementat | ion and assessment of IT strategy |
| | | | | |
| | | | CLOs | |
| CLO-PLO Link | | Upon completion of this course, s | tudents will: | |
| | | CLO1 | CLO2 | CLO3 |
| | gram Learning Outcomes (PLO) below with the Course Learning ith which they are associated. Feel free to provide your answer in x or by email. | Assess the theoretical framework for developing an organization's IT strategy given its size, scope and capacity | Synthesize effective IT strategy using research-based best practices for hardware, software, systems and vendor capacities based on assessment of current needs and anticipated growth | Evaluate optimized IT capacity and performance given rapid and complex changes at the level of an organization's internal and external ecosystems |
| Upon completion of | the MSc program: | | | |
| PLO 1 | Knowledge of Organizations Students will master knowledge | of management practices in varie | ous organizational environments | s to: |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | х |
| PLO 2 | Problem Solving & Research Students will incorporate proble | em-solving and research skills to: | | |
| | Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | x | |
| PI O 3 | Global Professional Students will develop a mindset of a glo | hal professional to: | | |
| | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | De la company de | | x |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | x | | |
| | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | х | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | |

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|---|---|--|--|--|-------------------|------|
| Course Learning Ou | - | | | | | |
| | | | | | | |
| Program: | MSc | | | | | |
| Specialization | Elective | | | | | |
| Course # | MSc-24 | | | | | |
| Course Name | Business Ethics | | | | | |
| Course Description | This course provides a conceptual framework and scholarly basis | for moral business principles that c | an be applied across cultures and c | organizations | | |
| | Key topics include a framework for ethical practice and decision-r | making, ethical differences across cu | lltures, consequences of ethical and | d unethical decisions and metrics fo | r ethical managen | nent |
| | | | | | | |
| | | | CLOs | | | |
| CLO-PLO Link | | Upon completion of this course, s | | | | |
| | | CLO1 | CLO2 | CLO3 | | |
| Outcomes (CLO) with the spreadsheet box | · | Identify a framework for ethical decision making grounded in moral principles that encompass values and cultural realities of a global society | Assess scholarly research, business case studies, and organizational success and failure in light of ethical decision making and subsequent behavior | Evaluate the impact of ethical values and policies on the communities and stakeholders of large-scale businesses and organizations | | |
| Upon completion of | . 5 | | | | | |
| | Knowledge of Organizations Students will master knowledge | of management practices in vari | ous organizational environments | to: | | |
| 1 | Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | x | | | | |
| 2 | Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | x | | |
| | | | | | | |
| | Problem Solving & Research Students will incorporate problem | em-solving and research skills to: | | | | |
| 1 | Synthesize current literature in the management domain based on relevant scholarly sources of information. | | x | | | |
| 2 | Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | |
| | | | | | | |
| | Global Professional Students will develop a mindset of a glo | bbal professional to: | | | | |
| 1 | Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | x | | | | |
| 2 | Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | x | | | |
| | | | | | | |
| PLO 4 | Communication Skills Students will use various forms of co | mmunication skills to present ide | as and information to: | | | |
| 1 | Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | | | x | | |
| 2 | Use effective written and oral presentation strategies to ethically convey analytical and research findings. | x | | | | |

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|--|---|----------|---|---------------------------------|--|------------|
| Course Learning C | Outcomes (CLOs) | | | | | |
| | | | | | | |
| Program: | MSc | | | | | |
| Specialization | Elective | | | | | |
| Course # | MSc-25 | | | | | |
| Course Name | Crisis Management | | | | | |
| Course Description | This course provides the strategic framework and research-based tools for leading, managing and shaping organizations during periods of crisis. | | | | | |
| | Key topics include conceptual frameworks for crisis and turbulence, research-proven tools and techniques for recognizing and addressing crisis, and the role of strategy during crisis. | | | | | ing crisis |
| | | | | | | |
| | | | | | | |
| CLO-PLO Link | | U | pon completion of this course, st | udents will: | | |
| | | | CLO1 | CLO2 | CLO3 | |
| Please link the Program Learning Outcomes (PLO) below with the Course Learning Outcomes (CLO) with which they are associated. Feel free to provide your answer in the spreadsheet box or by email. | | e\ er | Evaluate scholarly models and events in the external environment to ascertain, predict and navigate a crisis. Assess the role of strategy during times of crisis, severity, and impact on organizational sustainability. | | Determine and execute appropriate responses to crisis situations based on historical examples, trends and contemporary tools, methods and metrics | |
| Upon completion of the MSc program: | | | | | | |
| PLO | 1 Knowledge of Organizations Students will master knowledge | je of i | management practices in vario | ous organizational environments | to: | |
| | 1 Apply knowledge and understanding of concepts and theories of management practice in a variety of organizational settings. | х | | | | |
| | 2 Select and use tools that match current practices for analysis and evaluation challenges common to the organizational management domain. | | | | x | |
| | | | | | | |
| PLO 2 Problem Solving & Research Students will incorporate problem-solving and research skills to: | | | | | | |
| | 1 Synthesize current literature in the management domain based on relevant scholarly sources of information. | x | | | | |
| | 2 Evaluate a variety of quantitative decision-making and problem- solving techniques used in management contexts. | | | x | | |
| DI O | | | | | | |
| PLO 3 Global Professional Students will develop a mindset of a glob | | | professional to: | | | |
| | 1 Develop a global perspective when identifying opportunities, analyzing challenges, and developing strategies. | | | | x | |
| | 2 Demonstrate awareness and sensitivity across cultural groups and boundaries by integrating situation-specific tools for both research and practice. | | | | x | |
| | | | | | | |
| PLO 4 Communication Skills Students will use various forms of communication skills to present ideas and information to: | | | | | | |
| | 1 Deploy a range of relevant spoken, written and quantitative communication tools and techniques in research and professional settings. | x | | | | |
| | 2 Use effective written and oral presentation strategies to ethically convey analytical and research findings. | ' | | x | | |

- [1] Is this course title enough? What about Financial Management? Managerial Finance?
- [2] This is very vague. What is the goal/title of this course?
- [3] This sounds like managerial finance.