

# Management Essentials

---

## What will I learn?

- Management Accounting builds on traditional concepts of managerial accounting (break-even analysis, alternate choice decisions, profit planning, and transfer pricing) and develops the skills that an executive needs in strategic cost analysis.
- Corporate Finance introduces concepts and analytical tools to identify and solve financial management problems. This course focuses on how companies invest in real assets and how they raise the money to pay for those assets. The course also examines pricing theory and capital structure
- Competing in Global Markets examines the impact of global economic, financial, cultural, political, and legal factors on the development of marketing programs and on the marketing/R&D and marketing/manufacturing interfaces.
- Information Systems Principles incorporates the management of information processing resources, including: role of information processing, estimates of personnel resources and budgets, integration of corporate and MIS plans, organizational alternatives for MIS departments and support staffs, management of computer operations, equipment and general software acquisitions, intermediate and long-range MIS plans, integration of personal computers, minicomputers, and mainframes, and security and controls.

## Why study Management Essentials at NJIT?

The graduate certificate's directed focus allows you to dig deep into this specific topic, and immediately apply your knowledge. It is possible to earn this certificate entirely through online courses, so you can more easily fit it into your busy life. And whether you take courses online or on campus you'll learn from NJIT's distinguished professors and instructors from the Martin Tuchman School of Management.

## Prerequisites

Completion of a Bachelor's degree with an overall cumulative Grade Point Average of 2.8 or higher on a 4.0 scale.

GRE or GMAT; minimum score of 500 or equivalent GRE score. Applicants with a minimum GPA of 2.8 from a U.S.-based research institution and candidates with a Master's or Ph.D. degrees from a U.S. or Canada-based accredited program may qualify for a GMAT or GRE waiver

## Related Degree Programs

All credits for the Management Essential Certificate relates in its entirety to either NJIT MBA (<http://catalog.njit.edu/graduate/management/management/technology-mba/>), NJIT MS in Management (<http://catalog.njit.edu/graduate/management/management/ms/>), or NJIT MS in Business and Information Systems (<http://catalog.njit.edu/graduate/computing-sciences/information-systems/business-information-systems-ms/>).

## Gainful Employment Disclosure

Click here (<http://www.njit.edu/graduatestudies/sites/graduatestudies/files/gainfulemployment/management-essentials-cert-gainful-employment.html>) for the Gainful Employment Disclosure for this program

This four course module uses shared business cases and a shared knowledge base that are accessible throughout the certificate program, allowing students to review material from courses that they have completed and providing an integrated perspective to business solutions. Course delivery and material include online lectures accessible over the Internet, threaded discussions, online chat in real time and case analyses as each course has the same user interface, all courses have the same look and feel allowing students to move seamlessly from course to course.

## Who is suited for this program?

This 12 credit graduate certificate was created to offer managers and professionals core business knowledge in the areas of finance, marketing, accounting, and management information systems. It is designed to provide the skill and tools needed to analyze business models and to apply core business concepts to tactical and strategic problems. This includes advanced skills and tools to analyze business conditions and tactically solve problems.

## What are the Required Courses?

Code	Title	Credits
<b>Core Courses</b>		
ACCT 615	Management Accounting	3
FIN 600	Corporate Finance I	3
MRKT 620	Competing in Global Markets	3
MIS 645	Information Systems Principles	3