

Executive MBA Program Descriptions of Courses

BIZ500 Management Statistical Analysis

2:3:3

This course provides first-year graduate students with necessary background of statistics. Topics include the basic concept of probability, distributions, sampling, estimation, hypothesis, regression analysis, and experimental design.

BIZ501 Managerial Economics

3:0:3

This course provides an economic foundation for competitive advantage, competition, market analysis and business model development. Topics include a concise economics review followed by horizontal and vertical boundaries of the firm, transaction costs of market exchange, industry and market analysis, diversification, strategic commitment, pricing rivalry, entry and exit, strategic positioning for and sustaining of competitive advantage. This course also discusses these topics from the digital economics point of view. This course tries to help students gain an analytic base, and generalizable and robust insights of business strategy by studying various case studies and thesis research in such areas as core competence, competitive analysis and business model development. A minimum level of mathematics, such as the first order derivatives of functions, is required.

BIZ503 Macroeconomic Analysis

3:0:3

The objective of this course for students is two-fold: 1) developing an in-depth understanding of today's global economic environment and 2) fostering and training skills and abilities for applying such knowledge to actual business practices.

BIZ508 Leadership and Organization Management

3:0:3

This course provides the basic frameworks and theories of organizational behavior and management of organizations. The main course subjects include personality, motivation, and human relationships at the individual level, management of conflicts and teams, leadership, organizational structures and cultures for managing efficient and effective organizational change in a turbulent environment.

BIZ509 Strategic Management

3:0:3

Why do some firms perform so much better than others? The answer, in great part, lies in their strategies, which are the focus of this course. This course will provide for the development of managerial skills and in developing winning strategies for the evolving and sometimes turbulent business environment a firm competes in. This course will help executive managers understand their corporate capabilities and to learn how to leverage them to create competitive advantages. Managers will learn that strategy must follow the firm's long-term goals; it encompasses choices of products and markets, how the firm will serve customers better than competitors, what vehicles will be used to grow or shift the mix of businesses, decisions about the sequencing of initiatives, and a clear, compelling economic logic. This course is designed to provide personalized

learning through the individual participation of executive members and various case studies.

BIZ612 Innovation Management and The Entrepreneurial Manager **1.5:0:1.5**

This course covers current issues, theories and practices on innovation management and entrepreneurship. The major issues covered include technology innovation management, innovation strategy, principles of entrepreneurial management, and required attitude, skills and knowledge for the entrepreneurial manager.

BIZ621 Organizational Design and Leadership **1.5:0:1.5**

This course is designed to provide an executive level of knowledge in organization design and strategy implementation. It begins with an introduction of how an organization works and moves on to fundamental principles of organization design that significantly affect firm innovation and performance.

BITZ622 Negotiation Strategy **1.5:0:1.5** Managers

often encounter challenging deal situations where they should deal with differences, going beyond daily operational decision-making. This course helps students learn the practical method for negotiating agreement amicably without giving in. The course integrates research findings from a range of different practical and intellectual perspectives into practical, hands on lessons for students.

BIZ558 Marketing **3:0:3**

This course takes an analytical approach to the study of marketing problems of firms. Attention focuses on the influence of the marketplace and the marketing environment on marketing decision making; focus is also given to the determination of the organization's products, prices, channels, and communication strategies; and the organization's system for planning and controlling its marketing effort.

BIZ608 Technology and Industry Analysis **3:0:3**

This is the course to review new developments in technology that may disrupt many industries. Based on the characteristics of technology, students learn and discuss how technology can change a particular industry of their choice in depth. Students should gain industry specific knowledges and develop critical insight and ability to foreseen the future of the industry.

BIZ660 Brand Management **1.5:0:1.5**

This course deals with issues on how the brand equity is developed and how it can be utilized for strategic marketing activities. The main topics include (1) the nature of brand equity, (2) the process by which brand marketing is undertaken, (3) and the strategic management of brand equity.

BIZ574 Operations Management & SCM**3:1:3**

This course deals with the strategy, design and diagnosis, development, operations and improvement of supply chains, on which business information and physical goods flow. Success of a business is determined by the competition among supply networks rather than the competition among individual firms. Competitiveness of a supply network depends on how the value creation activities of constituent firms are integrated and provide the values the market needs (price, speed, quality, variety, etc.). In order for a network to be successful, the product and process developments, information management (demand forecasting, order management, production planning), procurements, operations, logistics, and service activities of individual firms should be coordinated and/or integrated. This course prepares students to be able to approach the supply chain integration issues by providing strategic and analytic tools that can be used to evaluate the value creation and value transfer processes over a supply chain.

BIZ590 Digital and Platform Business**3:0:3**

This course is intended to provide students with an overview of the electronic, mobile, and AI business phenomenon sweeping through the global economy. This course explores two opposing perspectives on market power: how dominant providers can expand their positions and respond to threats, and how upstarts can find opportunities in the face of seemingly-omnipotent incumbents.

BIZ591 IT Strategy & Management**3:0:3**

We are at the stage of an information revolution where information technologies are redefining business models across industries, creating new markets and enabling new functionalities. Strategic decisions and management about information technologies are thus increasingly central to business success. The emphasis of this course is that an organization will not succeed with information technology investments unless these investments are aligned with the feasible business strategy and its management. The course is case oriented and will help you appreciate the potential created by IT.

BAF501 Corporate Finance**3:0:3**

In a drastically changing business environment, students will learn the knowledge and judgement necessary for adequate financial decision making. They will examine the basic issues related to capital budgeting, risk and capital, capital structure, cost of capital, dividend policy, valuation and merger & acquisitions.

BAF608 Mergers and Acquisitions**3:0:3**

This course will cover various topics concerning mergers and acquisitions. Topics include theories and empirical evidence on M&A, valuation of a firm, takeover defense strategies, accounting issues in M&A, legal aspects of M&A, corporate governance issues in M&A, and IT problems in M&A.

BAF609 Fundamentals of Mergers and Acquisitions **1.5:0:1.5**

The purpose of this course is to study various thinking frameworks and practical issues in mergers and acquisitions. In particular, we will focus mainly on the topics such as firm valuation, possible synergies, defense strategies and financing issues, but also cover some accounting and legal issues appearing in the M&A process. Case analyses will be emphasized.

BAF665 Accounting & Financial Statement Analysis **3:0:3**

This course examines the usage of financial statements in evaluation of the firm and its prospects.

BIZ800 Special Topics in Management I **1.5:0:1.5**

This is a special course reserved for new topics in the MBA area of current interest or with potential for development as a regular course.

BIZ801 Special Topics in Management II **3:0:3**

This is a special course reserved for new topics in the MBA area of current interest or with potential for development as a regular course.

BIZ802 Global Business Communication **1.5:0:1.5**

The primary objective of this courses is to help MBA students grow as global managers through global / international experiences. This courses consists of subjects such as global leadership, international negotiation, global management principles, community services and so on that encourage students to experience and practice what they have learned in classroom lectures.

BIZ805 International Field Trip I **3:6:3**

This course offers KAIST graduate business students an engaging experience on how business operates in the United States, China, or Europe in comparison to South Korea. Emphasis is placed on the economic, regulatory and managerial issues faced by multinational organizations-including ethical issues, intra-organizational relationships. The business outlook and opportunities for the entire region as governmental and economic structures change are also focused on.

BIZ806 International Field Trip II **3:6:3**

This course offers the students an engaging experience on how business operates in foreign countries, in comparison to South Korea, through an intensive education at an overseas business school and visits to the foreign corporate sites. The students will have an opportunity to understand the cultural, economic and social issues of the country they visit and learn the critical success factors for Korean firms to compete in foreign markets.

BIZ902 Capstone Project Study**0:9:3**

This course is designed to provide students with realistic field experience in the management area. Students will participate in special projects or in daily operating in the consulting, manufacturing or service industries. They are expected to apply management theories, and practice what they have learned from other courses, to have hands-on experiences, and to build a personal network with other industry experts during the course.

BIZ965 Independent Study for Graduate Students