

MOR 530 – Strategic Leadership in Product Management

Professor Gordon Ho & Andrew Skotzko



Think like a product CEO—lead products from vision to impact

Step into the role of a product leader shaping innovation in today's digital economy. Learn how to align teams, define winning product strategies, and bring ideas to life. Real-world case studies and industry speakers connect classroom concepts to practice. Build the mindset and skills needed to succeed in launching world class products.

Topics Covered

- Product strategy & product-market fit
- Career Readiness (PM roles, networking, industry exposure)
- Stakeholder & cross-functional leadership
- Product frameworks (Lean Canvas, Jobs To Be Done, Agile Development)
- AI in product management
- Innovation & commercialization



Fall 2026

Tuesday, 6:30-9:30 pm

MOR 531 – Applied Product Management

Professor Gordon Ho



Apply Product Management Frameworks to Build a Real Product

Turn ideas into reality by managing a product from concept to launch. Work hands-on with real projects and apply AI tools to rapidly prototype and launch your own product. Collaborate, iterate, and solve real business problems in dynamic environments. Walk away with tangible experience you can showcase in interviews and beyond.

Topics Covered

- End-to-end product development
- AI and Vibe coding tools
- Career Readiness (project experience, recruiter conversations)
- Stakeholder & team management
- Prototyping & product design
- Go-to-market strategy



Fall 2026

Wednesday, 6:30-9:30 pm

MOR 542 – Global Strategy: Expanding Across Borders, Markets, and Opportunities

Professor Carl Voigt



Win Across Borders and Markets

This advanced global strategy course teaches students how to analyze and act on complex, high-stakes business decisions around expansion and growth. Through real-world cases and a structured frameworks, students learn to identify strategic opportunities, evaluate global markets, and make data-driven decisions under uncertainty. **Ideal for aspiring consultants, managers, and leaders**, the course builds practical skills in strategic thinking, problem-solving, and global decision-making that are valuable across industries and career paths.

Topics Covered

- Strategic Frameworks
 - W.B.M.H.
- Disruption & competitive dynamics across industries
- Strategic resilience, ambidexterity & scenario planning
- Designing robust strategies under uncertainty
- Innovation strategy & business model transformation
- ***Signature Experience: Cross-Border Field Immersion (Mexico)***



Fall 2026

Monday & Wednesday, 11:00 am - 12:20 pm

MOR 555 – Designing High Performance Organizations

Professor Ken Perlman



Design teams that actually work

Discover how great organizations are intentionally designed for success. Learn to align strategy, structure, culture, and incentives to drive performance. Apply frameworks to diagnose real organizational challenges and craft solutions. Prepare to lead transformation or advise organizations as a strategic thinker.

Topics Covered

- Organizational design & effectiveness
- Career Readiness (consulting-style problem solving)
- Strategy–structure alignment
- Leadership & team performance
- Organizational change
- Culture & systems design



MOR 557 – Strategy and Organization Consulting

Professor Michael Mische



Think like a consultant. Solve like a pro.

Step into the fast-paced world of management consulting and learn how top firms solve complex business problems. Build critical thinking, structured problem-solving, and client-ready communication skills used by real consultants. Tackle cases, frameworks, and simulations that mirror real consulting engagements. Walk away sharper, more confident, and ready to compete for top consulting roles

Topics Covered

- Consulting frameworks & problem-solving
- Career Readiness (case interviews, consulting skills, industry insight)
- Client engagement & relationship management
- Strategy, operations & transformation cases
- Professional ethics & consulting standards
- Project delivery & consulting process



Fall 2026

Monday & Wednesday, 5:00 pm - 6:20 pm

MOR 559 – Strategic Renewal Transformation

Professor Michael Mische



“How companies anticipate and navigate change in their environments, markets, competitors, and operations, define, to a large extent, how successful those companies will be.”

Explore the complexities and challenges of organizational decline and turnarounds of for profit and not-for-profit organizations. Emphasis is placed on understanding factors contributing to declining performance, assessing the external environmental situation, understanding the resources and capabilities of the organization and associated limitations and the role of leadership in declines and turnarounds.

Topics Covered

- Learn how-to identify the early warning signs of decline.
- Apply the knowledge gained in this course to a variety of cases and team project.
- Demonstrate acumen and proficiency with the tools and methods available to assess, initiate and manage strategic renewal.
- Learn and apply the skills for managing effective and successful strategic renewal efforts.
- Demonstrate critical thinking and analytical skills as applied to course concepts and content and various case and project situations and dilemmas.



**MODULE 1:
UNDERSTANDING
ORGANIZATION,
STRATEGIC &
FINANCIAL
FAILURE**

**MODULE 2:
WARNING SIGNS,
PATHOLOGIES,
STRESSES
&
DILEMMAS**

**MODULE 3:
LEADING
TRANSFORMATION
& TURNAROUNDS-
Pathways to Success**

Fall 2026

Monday, 6:30-9:30 pm

MOR 562 – Strategic Choice and Valuation Analysis

Professor Carl Voigt

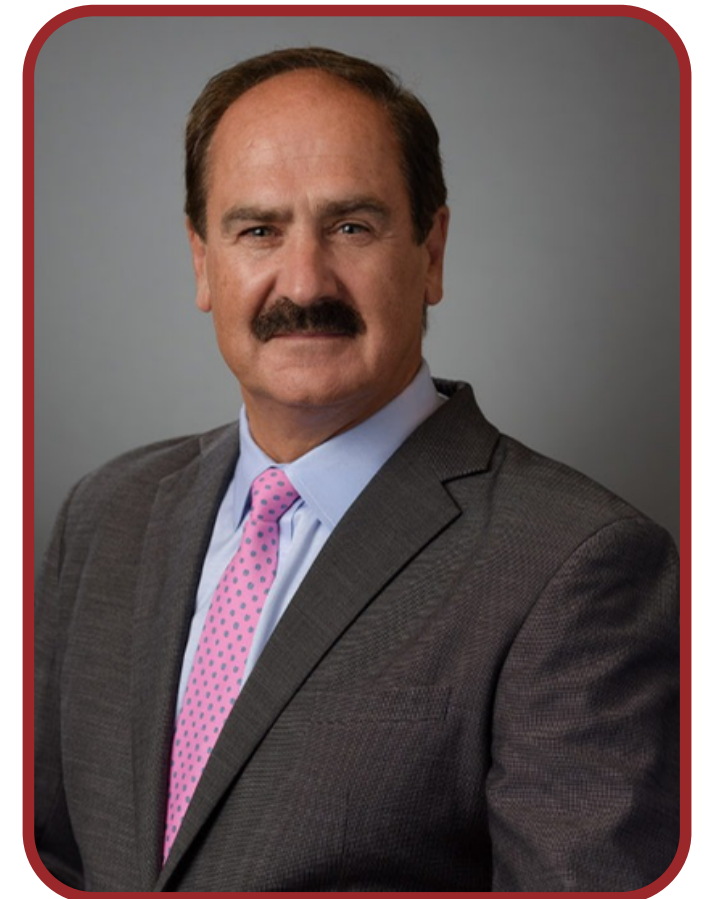


Think sharper. Lead smarter... become the strategist others follow

Step into the arena where real strategy is forged—through sharp diagnosis, bold choices, and decisive action. This advanced elective trains you to cut through complexity, navigate uncertainty, and separate true strategy from noise. You'll tackle high-stakes decisions using scenario analysis, valuation, and disciplined judgment to uncover where value is created and captured. Built for future consultants, leaders, and entrepreneurs, this course goes beyond frameworks to develop the clarity and confidence to lead when the stakes are highest.

Topics Covered

- Creating Good Strategy
- Value creation & impact
- Valuing Advantage
 - Cost vs. differentiation
- Scenario analysis & foresight
- Five Forces analysis
- Corporate strategy Evaluation
- Decision-making under uncertainty



Fall 2026

Tuesday & Thursday, 5:00 - 6:20 pm

MOR 563 – Advanced Strategy: Competing in Dynamic Environments

Professor Peer C. Fiss



Tariffs. AI. Pandemics. Geopolitical shocks. The next disruption is already here — learn to lead through it!

In this highly interactive, case-driven course, you will build the tools to anticipate and survive disruption — whether it's a pandemic, a war, a technological shift, or a regulatory overhaul. Through live cases, current events, and guest executives from industries on the front lines of change, you'll learn how to make bold decisions under uncertainty and turn volatility into competitive advantage.

Topics Covered

- **Surviving disruption:** geopolitical shocks, pandemics, tech upheaval & regulatory change
- **How companies adapt, pivot, and emerge stronger —** Decision making when information is incomplete and contradictory
- **Navigate real-world crises —** develop the judgement to lead when conditions change overnight
- **Apply cutting-edge frameworks** to disruptions reshaping tech, finance, energy, and global supply chains
- **Present crisis-ready, board-level strategic recommendations** in a high stakes consulting-style team project
- **Launch careers in consulting, strategy, tech, venture capital, and corporate leadership** where navigating disruption is the job



Fall 2026

Mondays 2:00-4:50 pm

MOR 567 – Interpersonal Influence and Power

Professor Chris Bresnahan & Rebecca Heino

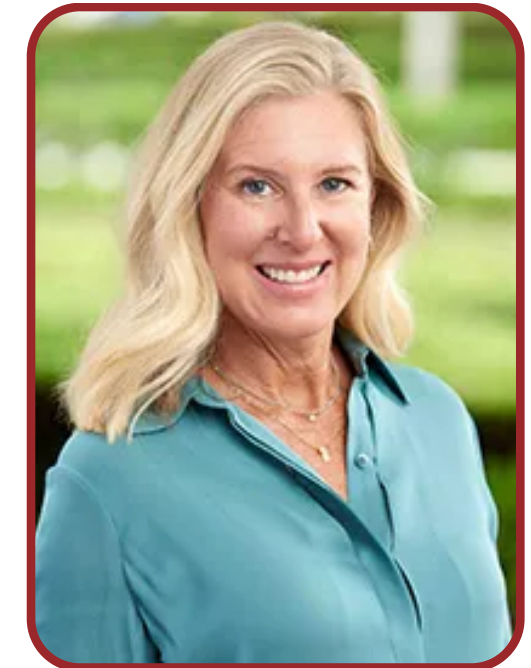


Get Things Done—Without Authority

Unlock the hidden dynamics of power and influence in organizations. Learn how to navigate relationships, build credibility, and drive outcomes. Develop your own authentic influence strategy through reflection and practice. Gain tools to accelerate your career and make a lasting impact.

Topics Covered

- Power dynamics
- Career Readiness (personal strategy & positioning)
- Persuasion & influence
- Networking & personal brand
- Ethical use of power
- Leadership presence



Fall 2026

Wednesday, 2:00 - 4:50pm & 6:30 pm - 9:30 pm

MOR 569– Negotiation and Deal-Making

Professor Scott Wiltermuth & Christine El Haddad

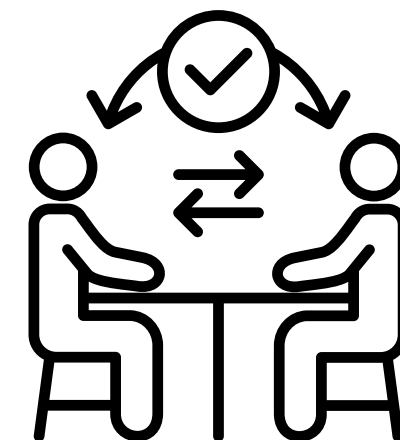


Compete—and win—when the rules of the game keep changing.

In this highly interactive, case-driven course, you will build the tools to anticipate disruption, respond to uncertainty, and design strategies that remain robust in dynamic environments shaped by technological innovation, new business models, and regulatory shifts. Through live cases, current events, and guest executives, you'll learn how to lead in ambiguity and move forward with incomplete information.

Topics Covered

- Negotiation strategy & tactics
- Career Readiness (job offer negotiation)
- Value creation & claiming
- Conflict resolution
- Multiparty & global negotiation
- AI in negotiation



Fall 2026

TH 12:30 - 3:20pm, TH 3:30 - 6:20pm,
Saturday 9:00 - 11:00 am

MOR 571 - Leadership and Executive Development

Professor Chris Bresnahan



Develop the Leader You Want to Become

Explore what it truly means to lead in today's organizations. Reflect on your strengths, values, and leadership style through real-world insights. Learn how effective leaders inspire, align, and drive results. Create a personal leadership development plan to guide your next steps.

Topics Covered

- Leadership frameworks
- Career Readiness (leadership development planning)
- Leading teams
- Communication & influence
- Values-based leadership
- Personal growth strategy



Fall 2026

Mondays 2:00-4:50 pm

MOR 581 - Leadership and Improvisation

Professor Scott Wiltermuth



Think Fast. Lead Better

Experience leadership in a completely different way through improvisation. Build confidence, adaptability, and presence in uncertain situations. Learn to communicate effectively and respond in real time. Develop creative leadership skills that set you apart.

Topics Covered

- Improvisation & leadership
- Career Readiness (communication & executive presence)
- Decision-making under uncertainty
- Creativity & innovation
- Team dynamics
- Leadership agility



Fall 2026

Mondays 2:00-4:50 pm

MOR 588 – Corporate Strategy & Competitive Dynamics

Professor Peer Fiss



Shape Strategy in Dynamic Markets

Examine how companies grow, compete, and evolve in changing industries. Learn to analyze business models, competitive moves, and strategic opportunities. Apply frameworks to real-world cases and current events. Build the skills to make high-impact strategic decisions.

Topics Covered

- Corporate strategy
- Career Readiness
 - (strategy roles & case thinking)
- M&A and growth strategy
- Competitive dynamics
- Business models
- Strategic execution



Fall 2026

Monday & Wednesday 12:30 – 1:50 PM