

# WINTER 2016 GRAD COURSES



**ENTR**

**599.018**

3 credits  
Mon 4:30-7:30pm

## Interpersonal Skills: Developing the Intangibles

Do you know how to give your best interview? Or talk to and lead people? Learn the Emotional Intelligence framework to better understand and manage yourself and others, and how to build strong relationships and lead teams. Develop your own Personal Leadership Plan to help you "level up" as an engineer or scientist.

**599.009**

3 credits  
Mon 5:00-8:00pm

## Equity and Ownership

If you invent the "next big thing" for somebody else, would you own your fair share of it? As an employee or a founder, you need to understand the tradeoffs of ownership, stock options, and valuation to know how you and others should be fairly compensated.

**599.014**

2 credits  
Tues 4:30-6:30pm

## An Introduction to Innovation: Tools for Career Success

Learn a broad and inclusive range of concepts and skills needed to successfully navigate an innovation-focused career path. Topics include: competitive analysis, intellectual property, product/market fit, business model canvas, budgeting, communication and ethics, and more.

**599.020**

3 credits  
Wed 4:00-7:00pm

## Project Management and Consulting

Do you want to work for McKinsey, Bain, BCG or Deloitte? Manage engineering or scientific projects or become a solo consultant or entrepreneur? Then you'll need to learn about planning, scope, risk, time management, and much much more. Apply what you learn by way of hands-on fieldwork in the Ann Arbor and Detroit areas.

**599.021**

3 credits  
Thurs 5:00-8:00pm

## Behind the Design Curtain: Collaboration Strategies for Product Development

Engineers and scientists inevitably cross paths with designers in the product development process. Rather than allow these interactions to be left to chance, trial and error, naïve presumptions, or hard knocks, this course pulls back the curtain on the sometimes enigmatic world of product/industrial design to expose and transcend the most common impediments to fruitful partnerships.

## Contact

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## Learn more

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