

## FORMAL PLANNING SYSTEMS (See p. 64)

**INTERPERSONAL BEHAVIOR: TWO-PERSON RELATIONSHIPS**

This course focuses upon the experiencing and behavior within two-person relationships that exist in both the personal and professional lives of executives. Its goals are further to improve students' awareness, sensitivity, understanding, and competence in reference to their own and others' interpersonal relationships. The course utilizes cases, readings, movies, twentieth century literature, and other materials, and each student conducts and analyzes an interview with another person as a required report.

**Professor Athos; Assistant Professor Gabarro; Dr. Morley, Lecturer. One-semester course offered in fall semester and spring semester.**

**MOTIVATION AND CONTROL**

This seminar is designed to acquaint participants with the major approaches to the study of motivation and to explore the application of these concepts to problems of managing complex organizations. Problem areas considered will include budgeting and goal setting, designing and administering control systems, performance appraisal, incentives, and compensation. Concepts and problems will be explored via behavioral and management literature, films, cases, presentations by visiting executives, and experiments conducted by the class. Each participant will write a paper on a field study or an experiment.

**Assistant Professor P. H. Thompson. One-semester seminar offered in spring semester. Primarily for D.B.A. students; open to M.B.A. students by permission.**

**ORGANIZATIONAL DEVELOPMENT IN THE INNER CITY**

This course addresses the key issues of minority economic development, and also explores the various forms of participation in the process by major corporations. Organizational strategies, community settings, and individual motivations form the context of the case discussions, in which case protagonists often take part. The major focus is on understanding the various role demands of being a leader, manager, or helper in these situations. Finally, each student's term paper ties these factors together with the choice and development of a career strategy.

**Mr. Winston, Lecturer. One-semester course offered in fall semester.**

**THEORY OF THE DEVELOPMENT OF COMPLEX SYSTEMS**

This seminar will be an interdisciplinary exploration of the applicability of concepts such as "system," "structure," "information," and "organization" to the development and management of complex human systems. It will encompass both some of the more abstract approaches (such as cybernetics and general systems theory) and applications of these concepts in particular disciplines (such as molecular biology and cognitive psychology). The aim will be to develop specific propositions about human organizations which either explain known empirical results or are susceptible to empirical testing.

**Professor C. J. Christenson and Associate Professor Sheldon. One-semester seminar offered in spring semester. Primarily for D.B.A. students; open to M.B.A. students by permission.**

**SEMINAR IN ORGANIZATIONAL DIAGNOSIS (Not offered in 1972-1973)**