GRAD 710. Professional Communication: Writing. 1.5 Credit.
This writing-intensive, seminar-style course focuses on crafting effective
email messages, short reports, and executive summaries in professional
settings. Key topics include content selection, organization, accessibility,
plain language, clarity and conciseness, tone, and graphic displays of
information. This course requires a strong command of English.
Grading status: Letter grade.

GRAD 711. Professional Communication: Presenting. 1.5 Credit.
This speaking-intensive, seminar-style course focuses on presenting
complex topics using plain language in professional settings. Key topics
include selecting and organizing content, developing audience-centered
visual aids, incorporating storytelling, projecting a professional image,
and managing Q & A. This course requires a strong command of English.
Grading status: Letter grade.

GRAD 712. Leadership in the Workplace. 1.5 Credit.
Effective leadership begins with understanding your capacity to influence
others positively. This course examines your current leadership style
and addresses the relationship of that style to leadership development
opportunities including influencing team dynamics, building productive
relationships and managing change as a professional and a leader.
Grading status: Letter grade.

GRAD 713. Applied Project Management: Frameworks, Principles and
Techniques. 1.5 Credit.
This course focuses on practical project management principles and
techniques, demonstrating their effectiveness in the workplace. Key
topics include frameworks and methodologies, planning and monitoring
projects, risk management, stakeholder management, managing your
team, and time and cost management. This course will include group
work.
Grading status: Letter grade.

GRAD 714. Introduction to Financial Accounting. 1.5 Credit.
This course will teach the basics of Financial Accounting, including the
Balance Sheet, the Income Statement, and the Statement of Cash Flows
and Budgeting. The final presentation will incorporate financial skills
and knowledge that can be used to support a future project proposal to
business managers in an organization.
Grading status: Letter grade.

GRAD 715. Building Your Leadership Practice. 0.5 Credits.
Building on the development plan established in that program, students
explore unique opportunities for practice available in their work
environments. They will identify two areas of focus, based on their
identified strengths and areas for growth, to map out a long-term practice
schedule.
Requisites: Prerequisite, GRAD 712.
Grading status: Letter grade.

GRAD 720. Team-based Consulting for Technology Commercialization. 3
Credits.
Permission of PSM Program Director is required. Course matches student
teams with a small business that has received a phase 1 SBIR. Students
will be guided through development of a commercialization plan. Topics
include: conducting market research and analysis of findings, intellectual
property protection, team selection, and business model alternatives.
Grading status: Letter grade.

GRAD 721. Research Ethics. 1 Credit.
This class introduces current and future researchers to the rewards of
and obstacles to research: the causes and consequences of misconduct;
the rights and obligations of professionals; the habits of excellent
mentors. The course will give an overview of traditional ethical theories,
such as utilitarian and Kantian theories, and challenge students to apply
those theories to their own research and practice. NOTE: This course will
not satisfy the NIH Responsible Conduct of Research (RCR) requirement.
Grading status: Pass/Fail.

GRAD 725. Build Your Professional Brand: Develop Job Search Skills and
Materials to Make Employers Notice You. 1.5 Credit.
Building effective job search strategies, materials, and a strong online
presence is essential for career success inside and outside the academy.
Work with professionals with expertise in all areas of the job search
process to develop your brand including a LinkedIn profile, resume/CV,
cover letters and identify your job values and job skills and develop a
Professional Development Plan. Interactive sessions will provide the
setting to develop/refine your materials and your career approach.
Grading status: Letter grade.

GRAD 726. Business Fundamentals - Special Topics. 1 Credit.
This seminar series will introduce students to many of the topics
essential to the workplace including the structure and culture of a
variety of organizations, interpersonal skills in the workplace, and more.
Broadly, the series will reinforce concepts taught in the GRAD business
fundamentals/professional skills classes by placing them in the context
of career paths that are of interest to students.
Grading status: Letter grade.

GRAD 735. Regulatory Toxicology-Interacting with regulatory agencies &
approval for drug, device, and chemical. 3 Credits.
Regulatory agency fundamentals, regulatory process for drug, medical
device, cosmetic and agrochemical products. Industry, regulatory agency
representatives and consultants will be invited to speak directly about
their regulatory policies, challenges, and expectations. Students will
develop and present a regulatory submission package as part of a group
project.
Grading status: Letter grade
Same as: TOXC 735.

GRAD 750. Innovations to Impact: The Translation of Scientific Research
into Societal Benefit. 1.5 Credit.
Most scientific research takes place in major academic universities. The
knowledge, discoveries, and innovations emanating from breakthrough
research can have societal impact by many avenues, namely translated
into public policy, programs, products and services. This course provides
an understanding of the value of translating science and processes
involved in translation.
Grading status: Letter grade.

GRAD 751. Consulting Fundamentals For Adv. Professional Degree
Graduate Students. 1.5 Credit.
The course covers the fundamental skills required in consulting: defining
the problem, gathering relevant information, analyzing data, synthesizing
findings, drawing conclusions, developing recommendations, and
communicating those recommendations.
Grading status: Letter grade.
GRAD 755. Fundamentals of Technology Commercialization. 1.5 Credit.  
This course provides an overview of the fundamental first steps of  
technology commercialization, with a specific emphasis on university  
technology commercialization (aka technology transfer). The course will  
cover the following topics: Market Assessment, Intellectual Property,  
Technology Development, Licensing, Commercial Development, and  
University Startups. Permission from the instructor required.  
Grading status: Letter grade.

GRAD 770. Introduction to Digital Transformation. 1.5 Credit.  
The Digital Revolution is transforming the way we live and work - from  
technology-driven to human-centered; from point solutions to end-to-end;  
and from fragmented to integrated. The course is designed to provide an  
overview and introduction to transformational principles for individuals,  
organizations, and industry ecosystems. Students will explore new  
models of engagement, persona discovery, value mapping, and systems  
thinking to anchor them to the critical attributes of the digital revolution.  
Grading status: Letter grade.

GRAD 989. Professional Science Master's Internship/Practicum. 1-3  
Credits.  
A PSM internship is a planned, individualized, mentored, evaluated,  
experiential learning opportunity that serves as a bridge between a  
student's academic training and non-academic practice. Students  
complete the practicum/internship and accompanying paper and report  
in their first year of study as a substitute for the master's thesis and  
comprehensive exam.  
Grading status: Letter grade.