

UNDERGRADUATE COURSES OF STUDY

MANAGEMENT

MGMT 201.PRINCIPLES OF MANAGEMENT

This course is a study of contemporary management theories and an analysis of the four basic management functions: planning, organizing, leading, and controlling. The course will focus on how to use these functions for establishing and accomplishing business objectives, as well as how to build skills and gain insight into behavioral issues to more effectively manage and lead while articulating the vision and ethical climate for organizational effectiveness. Areas of investigation include management theories, functions, and global perspectives, organizational environment, motivation, leadership, communication, decision-making, human behavior, operations, and social responsibility. *Three credit hours.*

MGMT 315.HUMAN RESOURCE MANAGEMENT

This course is designed to expose students to current knowledge related to the best practices in human resource management. This course will discuss the changing economic, business, technological, socio-cultural, and political environment and its implications for managing organizations and human resources. Prerequisite: "C" or better in MGMT 201. *Three credit hours.*

MGMT 320.MANAGEMENT OF SMALL OR FAMILY BUSINESSES

This course focuses on issues and strategies in the management of small businesses or family businesses. Topics include marketing challenges, developing of systems for small or family businesses, developing professional managers, financing strategies, value enhancement strategies, exit strategies for retirement or wealth creation, succession issues, and critical strategic decisions. For business majors using this course as an elective, additional prerequisites include completion of 42 credit hours, "C" or better in ACCT 201, MATH 211, and either ECON 101 or ECON 201 or ECON 202. *Three credit hours.*

MGMT 325.ENTREPRENEURSHIP AND INNOVATION

This course investigates the wealth creation process, business-related motivational literature, considers the difference between entrepreneurship and small business, and evaluates the definition of innovation and its critical role in entrepreneurship. The course will include an exploration of techniques for improving individual capacity for innovation. Strategies for how to identify viable ideas and transform them into businesses are also treated. Prerequisites: "C" or better in ACCT 201, BA 101, MATH 211, and either ECON 101 or ECON 201 or ECON 202. *Three credit hours.*

MGMT 330.OPERATIONS MANAGEMENT

This course studies the input-conversion-output processes associated with the manufacturing and service sector. Emphasis is placed upon inventory control, quality control, scheduling, facility layout, material requirements planning (MRP), and just-in-time (JIT) inventory systems. Prerequisites: "C" or better in MGMT 201 and ACCT 202. *Three credit hours.*

MGMT 340.MANAGEMENT OF ORGANIZATIONAL BEHAVIOR

This course provides management students with a framework for understanding how behavior within business organizations is managed. Analyses of situations involving individual and group behavior will be conducted. Special attention will be placed on the development of small and large group theory, interpersonal relations, and achievement of the goals of the enterprise with and through people as individuals and as groups. Areas of investigation include motivation, stress, organizational process, control leadership, and group dynamics. Prerequisite: "C" or better in MGMT 201. *Three credit hours.*

MGMT 355.PROJECT MANAGEMENT

As organizations continue to focus on project-based management, business students will be expected to know the key concepts and fundamentals of being an effective project manager. This course will provide the foundation to understand the fundamentals of successful project management. Prerequisite: "C" or better in MGMT 201. *Three credit hours.*

MGMT 365.NEGOTIATIONS

This course explores the theory and practice of negotiation in various contexts. Students will learn negotiation strategies, develop skills through role playing, and understand the psychological and social dynamics that influence negotiation outcomes. Students are also introduced to the practices of arbitration and mediation to resolve conflicts. Prerequisite: "C" or better in MGMT 201. *Three credit hours.*

MGMT 369.SPECIAL TOPICS IN MANAGEMENT

This course allows for the study of management topics which are not a part of the regular course offerings. Special topics will be announced in advance. The course may be repeated up to 3 times provided the topic is different and will count as a business elective or general elective. To repeat the course to improve a grade, the topic must be the same. *Three credit hours.*

MGMT 490.MANAGEMENT INTERNSHIP

This course will provide practical work experience in the management field through an approved agency or business under the supervision of professional employees and the course instructor. The course may be taken for a maximum of six hours. Internships are dependent upon availability of positions. Prerequisites: MGMT major or minor and instructor permission. *One to six credit hours.*

MGMT 491.MANAGEMENT INTERNSHIP II

This course is designed to give students additional practical work experience in the management field. The student works through an approved agency or business under the supervision of professional employees and the course instructor. This course may be taken for additional credit for a maximum of six hours. Internships are dependent upon availability of positions. Prerequisites: MGMT major or minor, MGMT 490, and instructor permission. *One to six credit hours.*