

# MGT. MANAGEMENT

## MGT-209. BUSINESS CORRESPONDENCE AND REPORTS

**Credits:** 3

An emphasis on written communications: practice in writing major classification of business letters; persuasive requests and refusals; and inquiry, order, sales, application, credit, collection, and goodwill letters. Investigative techniques of research and analytical report writing.

## MGT-251. MANAGEMENT OF ORGANIZATIONS AND PEOPLE

**Credits:** 3

Introduction to the theory and practice of managing organizations, including planning, organizing, and controlling. Interdisciplinary in nature, social and ethical dimensions of managing are examined.

### Pre-Requisites

Either ACC, BA, ENT 151 or BA 153

## MGT-257. MANAGEMENT INFORMATION SYSTEMS

**Credits:** 3

This course introduces the fundamental concepts underlying the design, implementation, control, and evaluation of business-oriented computer based information systems, office automation, information reporting, and decision making.

### Pre-Requisites

[[ACC-162]], [[BA-119]], [[FIN-240]]

## MGT-352. PRODUCTION AND OPERATIONS MANAGEMENT

**Credits:** 3

**Terms Offered:** Spring

Principles of decision-making, systems design, introduction to quantitative tools of analysis, and fundamentals of production, inventory, financial, and distribution management.

### Pre-Requisites

[[BA-319]] and [[MGT-251]].

## MGT-353. HUMAN RESOURCE MANAGEMENT

**Credits:** 3

**Terms Offered:** Fall

This course focuses on introducing the student to the theories, practices, problems, and legislation relevant to attracting, selecting, developing, compensating, and effectively using human resources in organizations.

### Pre-Requisites

[[MGT-251]].

## MGT-354. ORGANIZATIONAL BEHAVIOR

**Credits:** 3

A behavioral science approach to understanding individual, formal, and informal group behavior, macro- and micro-organizational structures, motivation and leadership theories, group influences, conflicts, decision-making, and communication, with emphasis on behavioral science applications in developing organizational effectiveness.

### Pre-Requisites

[[MGT-251]].

## MGT-356. THE SOCIAL RESPONSIBILITY OF BUSINESS

**Credits:** 3

A course dealing with the problems faced by managers in responding to issues such as the kinds and extent of social responsibility to be assumed by businesses, employee rights, consumerism, and the balance of public and private interests.

### Pre-Requisites

[[MGT-251]] and junior standing.

## MGT-357. BUSINESS TRANSFORMATIONS IN THE DIGITAL ECONOMY

**Credits:** 3

This course is designed to help students understand how the digital economy forces companies to rethink their business strategies--and architect processes, products, and information differently. Topics will allow for the development of problem solving abilities using business analytics and intellectual curiosity using radical openness in the workplace. The course content will incorporate cases in business, and it will seek to create an understanding of big data, culture and ubiquitous technologies. Students will also understand how to thinking critically and to make decisions using internal and external sources of data.

### Pre-Requisites

[[ACC-162]], [[BA-119]], [[FIN-240]]

## MGT-358. INTERNATIONAL BUSINESS

**Credits:** 3

An introduction to the field of international business. Topics include the empirical dimensions of the world economy, business enterprise in international trade, trade channels, effects of economic, political, and social environment on international management problems of international operations, and the role of government in fostering international business. A substantial amount of writing is required.

### Pre-Requisites

[[MGT-251]] and senior standing.

## MGT-397. SEMINAR

**Credits:** 1-3