

MANAGEMENT

Management Major

Coordinator: Dr. Ruth Hughes

Total minimum number of credits required for a Major in Management leading to the Bachelor of Business Administration degree — 122.

Sidhu students who major in Management develop the skills and competencies to make a difference in organizations, teams, and communities. The Management courses equip students with essential knowledge and capabilities to excel as leaders in many areas including operations management, human resources, sustainability management, and more. Course experiences help our students to develop their critical thinking, persuasive communication, teamwork, and leadership skills. Sidhu management students are prepared to excel in executive and managerial careers in business, industry, and governmental organizations.

Requirements (27 credits total)

Each student with a major in Management must complete the following 18 credits:	
[[LDR-201]] – Introduction to Leadership	3
[[MGT-209]] – Business Correspondence and Reports	3
[[MGT-257]] – Management Information Systems	3
[[MGT-352]] – Production and Operations Management	3
[[MGT-353]] – Human Resources	3
[[MGT-356]] – The Social Responsibility of Business	3

Each student with a major in Management must complete 9 of the following credits with 3 credits from each of the following categories:	
Advanced Management	
[[ENT-384]] Small Business Consultancy	3
[[MGT-301]] Project Management	3
[[MGT-198]] / [[MGT-298]] / [[MGT-398]] – Topics in Management	3
[[MKT-357]] Global eBusiness	3
[[SCM-352]] Quality Management	3
Leadership	
[[ENT-252]] The Entrepreneurial Leader	3
[[LDR-202]] - Advanced Leadership Theory and Practice	3

[[LDR-301]] – Group Dynamics	3
[[LDR-198]] / [[LDR-298]] / [[LDR-398]] Topics in Leadership	3
Emerging Management	
[[BA-119]] Data Analysis in Excel	1
[[BA-336]] Advanced Topics in Business Law	3
[[BA-338]] International Business Law	3
[BA-463] The Business Field and Research Experience	3
[[BA-464]] International Business Experience	3
[[ENT-203]] Opportunity Identification: Innovation and Creativity	3
[[SCM-201]] Introduction to Supply Chain Management	3

Required Courses and Recommended Course Sequence

First Semester	Credits	Fifth Semester	Credits
[[BA-151]] – Integrated Management Experience I	3	[[BA-319]] – Business Statistics	3
[[CS-115]] – Computers and Applications	3	[[BA-335]] – Law & Business	3
[[ENG-101]] – Composition	4	[[MGT-353]] – Human Resource Management	3
[[FYF-101]] – First-Year Foundations	3	[[HST-101]] – Historical Foundations of the Modern World	3
[[EC-101]] – Principles of Economics	3	Free Elective	3
[[PPD-101]] – Personal & Professional Development I	1	[[PPD-301]] – Personal & Professional Development V	1
Total Credits	17	Total Credits	16

Management

Second Semester		Sixth Semester	
[[EC-102]] Principles of Economics II	3	[[LDR-201]] – Introduction to Leadership	3
[[BA-152]] – Integrated Management Exp. II	3	[[MGT-352]] – Production & Operations Management	3
[[MTH-101]] – Solving Problems Using Mathematics	3	[[MGT-354]] - Organizational Behavior	3
[[ENG-120]] Reading Classical Traditions	3	Free Elective	3
Social Science Distribution Requirement (Area III)	3	Humanities Distribution Requirement (Area I)	3
Total Credits	15	Total Credits	15
Third Semester		Seventh Semester	
[[ACC-161]] – Financial Acctg & Decision Making	3	[[MGT-358]] – International Business	3
[[MGT-251]] – Management of Organizations & People	3	Major Elective	3
[[MKT-221]] – Marketing	3	Major Elective	3
Arts Distribution Requirement (Area IV)	3	[[MGT-356]] – Social Responsibility of Business	3
Science Distribution Requirement (Area II)	3	Science Distribution Requirement (Area II)	3
[[PPD-201]] – Personal & Professional Development III	1	[[PPD-401]] – Personal & Professional Development VII	1
Total Credits	16	Total Credits	16
Fourth Semester		Eighth Semester	
[[ACC-162]] – Managerial Acctg & Decision Making	3	[[BA-461]] – Business Strategy and Decision Making	3

[[MGT-257]] – Management Information Systems	3	[[BA-462]] – Professional Business Experience (or 463 or 464)	3
[[FIN-240]] Introduction to Finance	3	Major Elective	3
[[MGT-209]] – Business Correspondence and Reports	3	Free Elective	3
[[COM-101]] Fundamentals of Public Speaking	3	Total Credits	12
Total Credits	15		

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