

# MANAGEMENT (MGMT)

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## **MGMT 3XX: Management Elective**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

## **MGMT 102: Human Resource Management**

**Credits:** 3

**College:** School of Business

**Schedule Type:** By Appointment - 1 student, Independent Study, Lecture, On-Line

## **MGMT 103: Elements of Organization**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture, On-Line

## **MGMT 104: Management Foundations**

Designed for majors in C-DEC, this course enables students to understand the role of managers in diverse, global, and competitive organizations, and within the context of 21st Century management theory. Topics include decision-making, motivation, leadership, human resources, ethics and social responsibility, and management in a global environment. Students will explore these topics through assignments and exercises designed to enhance their managerial skills.

**Credits:** 1.5

**College:** School of Business

**Schedule Type:** By Appointment, Lecture

## **MGMT 105: Principles of Management**

**Credits:** 3

**College:** School of Business

**Schedule Type:** By Appointment - 1 student, Lecture, On-Line

## **MGMT 111: Essentials of Entrepreneurshi**

This course will give students a realistic look at the demands of starting a viable business and help students evaluate their own skills, talents, and potential role in the entrepreneurial eco system. Concepts highlighted in this course include: networking, building the right team, legal business structures, venture funding options, and planning for growth. Prerequisites: MKTG-102 or MKTG-104, MGMT-301 or MGMT-104

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

## **MGMT 201: Principles of Marketing**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Independent Study, Lecture, Lecture/On-Line, On-Line

## **MGMT 212: Principles of Management**

Covers the managerial functions of planning, organizing, leading, and controlling within the framework of a rapidly changing and increasingly diverse global community. Presents a mix of knowledge, skills and abilities needed for managers to succeed in today's complex work environment in four domains: professional effectiveness, relationship management, business acumen, and analytical intelligence.

**Credits:** 3

**College:** School of Business

**Schedule Type:** By Appointment - 1 student, Lecture, On-Line

## **MGMT 301: Principles of Management**

Effective management is fundamental for the successful operation of all types of enterprises. The course will present the principles, techniques and concepts needed for managerial analysis and decision making. Functions highlighted include planning, organizing, staffing and controlling.

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

## **MGMT 303: Labor/Management Relations**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture, On-Line

## **MGMT 304: Mngmnt & Org Theory in HSOs**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Independent Study, Lecture, Lecture/On-Line, On-Line

## **MGMT 305: Managing a Diverse Workplace**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture, On-Line

## **MGMT 306: Legal Aspects of Human Res Mgt**

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 102 and MGMT 304

**Schedule Type:** Independent Study, Lecture, On-Line

## **MGMT 307: International Management**

Introduces students to the special aspects of managing a company in the global environment. Issues involved in understanding and applying the international and cross-cultural dimensions of the traditional management functions, such as organization, control, motivation, human resources and labor relations; and organization theory are studied. Lectures, readings, exercises and cases will be used.

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 301 or MGMT 104 [Min Grade: D]

**Schedule Type:** Lecture, On-Line

## **MGMT 307AC: Compensation & Benefits**

This course focuses on the strategic choices in managing compensation. Major compensation issues are discussed in the context of current theory, research, and practice. Students will explore the issues that influence the determination of compensation and benefits in an organization, the design of the various forms of compensation and benefits, and how organizations manage the compensation system.

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 201 [Min Grade: D]

**Schedule Type:** Lecture, On-Line

**MGMT 309: Systems Analysis**

This course introduces the structured approach to design of new applications software, software systems, networks, and/or World Wide Web installations. It deals with the usual life cycle for such operations. Analysis includes approaches to specifying input and output, file structures, trade-off techniques, implementation, documentation and testing. Other approaches such as rapid application development and object-oriented analysis are discussed.

**Credits:** 3**College:** School of Business**Prerequisites:** MIS 202 [Min Grade: D]**Schedule Type:** Lecture**MGMT 310: People & Teams in Organizatns**

The course includes an in-depth exploration of topics such as communication, group dynamics, group roles, team building, power and politics, leadership, and negotiation and conflict resolution. In addition, issues of organizational culture and diversity are examined. Through readings, discussions, class activities and projects, students learn how to be effective organizational communicators, team members and leaders. Students also gain an understanding of culture and diversity issues, and how to effectively manage them.

**Credits:** 3**College:** School of Business**Prerequisites:** MGMT 301 or MGMT 104 [Min Grade: D]**Schedule Type:** Lecture**MGMT 311: Colloquium in Management****Credits:** 3**College:** School of Business**Schedule Type:** Lecture**MGMT 315: Communiation & Negotiation**

This is a course in organizational politics ? power, influence, conflict and conflict management. It has two goals: first, to develop students? skills in recognizing politics and conflict situations; and second, to teach students to use negotiating to achieve personal organizational goals. Through readings, discussion and role-plays, a wide range of conflict and negotiating contexts will be considered. These include situations in interpersonal, interorganizational and union-management relationships.

**Credits:** 3**College:** School of Business**Prerequisites:** MGMT 104 or MGMT 301 [Min Grade: D]**Schedule Type:** Lecture**MGMT 320: Human Resources Prac & Tools**

This course surveys the roles, policies and procedures of human resource management (HRM) in organizations today. Students learn the steps to staff and motivate a workforce, and appreciate the role of quantitative and qualitative decision making in HRM. Course materials deal with environmental impacts on HRM, equal employment opportunity, human resource planning, selection, performance evaluation, wage and salary administration, training and other relevant topics.

**Credits:** 3**College:** School of Business**Prerequisites:** MGMT 301 or MGMT 104 [Min Grade: D]**Schedule Type:** Lecture**MGMT 320AC: Human Resource Pract & Tools****Credits:** 3**College:** School of Business**Schedule Type:** Lecture**MGMT 321: Operations Management**

This course is a comprehensive survey of production and service operations management, topics and functions. Topics include methods and work measurement, materials management, plant location and layout, production planning and control, maintenance, quality control, "Total Quality," Japanese management styles, "Systems Approach;" and decision tools such as PERT, linear programming, queuing theory, sampling and simulation. Service-delivery applications and activities are also highlighted.

**Credits:** 3**College:** School of Business**Schedule Type:** By Appointment - 1 student, Independent Study, Lecture, On-Line**MGMT 322: Business Analytics & Vis.**

Covers descriptive analytics, predictive analytics, and prescriptive analytics, as well as big data concepts and tools. Presents data visualization as an essential complement to business analytics that greatly facilitates managerial understanding and decision-making. The course emphasizes practical challenges involving complex, real-world data and includes several case studies and hands-on exercises with data analysis and visualization software.

**Credits:** 3**College:** School of Business**Prerequisites:** STAT 211 or STAX 211 or STAT 311 or STAX 311 or MATH 350 [Min Grade: D]**Schedule Type:** Lecture, On-Line**MGMT 330: Organizational Ethics****Credits:** 3**College:** School of Business**Schedule Type:** Lecture**MGMT 350: Prof Leadership & Career Mgmt****Credits:** 3**College:** School of Business**Schedule Type:** Lecture/On-Line**MGMT 361: Leadershp Theory & Eth Pract**

This course will heighten awareness and broden the participant's knowledge of leadership theory, trends and applications, with a strong focus on ethical leadership. The course encompasses leadership/ management theories, techniques, organizational applications, managing ethical gray areas with intergrity, and intergrating leadership skills into daily work practices. Students will review organizational structure/functions, leadership styles, managerial processes, strategic planning, and change-oriented ethical leadership and consider the impact of public policy.

**Credits:** 3**College:** School of Business**Schedule Type:** By Appointment - 1 student, By Appointment - 4 students, Lecture, On-Line**MGMT 361AC: Leadership Theory & Eth Pract****Credits:** 3**College:** School of Business**Schedule Type:** Lecture, On-Line**MGMT 381: Independent Study in Mgmt****Credits:** 3**College:** School of Business**Schedule Type:** Independent Study

**MGMT 398: Transfer Management**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 401: Operations Management**

This course is a comprehensive survey of production and service operations management, topics and functions. Topics include methods and work measurement, materials management, plant location and layout, production planning and control, maintenance, quality control, "Total Quality," Japanese management styles, "Systems Approach," and decision tools such as PERT, linear programming, queuing theory, sampling and simulation. Service-delivery applications and activities are also highlighted.

**Credits:** 3

**College:** School of Business

**Prerequisites:** (STAT 201 or ABA 201) and (MGMT 104 or MGMT 301) [Min Grade: D]

**Schedule Type:** By Appointment - 4 students, Lecture, On-Line

**MGMT 401AC: Operations Management**

**Credits:** 3

**College:** School of Business

**Prerequisites:** STAT 311 [Min Grade: D]

**Schedule Type:** By Appointment - 2 students, By Appointment - 3 students, By Appointment - 4 students, Lecture, On-Line

**MGMT 405: Aprl/Textile Supply Chain Mgmt**

This course will bring into sharp focus the global relationship that exists between all of the elements of the textile-apparel-retail supply chain. Areas covered: traditional management functions of control over timeliness of production, and quality and labor relations in the global marketplace.

**Credits:** 4

**College:** Kanbar College of Design, Engineering & Commerce

**Prerequisites:** FASM 401 [Min Grade: D]

**Schedule Type:** Lab, Lecture, Lecture/Lab, On-Line

**MGMT 406: Organizational Behavior**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture, On-Line

**MGMT 407: Financial Management of HSOs**

**Credits:** 3

**College:** School of Business

**Prerequisites:** ACCT 102 and ECON 202 and FIN 101 and MGMT 304 and MATH 301

**Schedule Type:** Lecture, On-Line

**MGMT 408: Program Plan & Eval in HSOs**

**Credits:** 3

**College:** School of Business

**Prerequisites:** HCA 300 and MGMT 304 and MGMT 407

**Schedule Type:** Lecture, Lecture/On-Line, On-Line

**MGMT 410: Leadership & Strategy:Ad Semin**

**Credits:** 3

**College:** School of Business

**Prerequisites:** HCA 351 and HCA 303 and ECON 401 or HCA 401 and HMIS 310 and MGMT 102 and MGMT 304 and MGMT 407 and MGMT 408 and MGMT 411 and PHIL 301

**Schedule Type:** Lecture, Lecture/On-Line, On-Line

**MGMT 411: Internship**

From opportunity finding to launch, this course provides students the opportunity to apply concepts that cover all major elements of entrepreneurship in the role of the venture creator. Concepts used in the exploration of a venture opportunity include: customer identification and development, business model development and testing, proof of concept evaluation, and pursuing appropriate funding opportunities.

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 111 [Min Grade: D]

**Schedule Type:** Lecture

**MGMT 412: Current Management Topics**

This course is designed for senior management majors, and integrates and extends concepts learned in other upper-level management courses. The dynamic nature of management is emphasized through reading, analyzing and discussing recent literature in terms of the current business environment. Students examine topics including 21st-century career management; the role of education and technology in organizations; and future trends in management and organizations. The course includes individual and group readings, cases, and research projects that are presented as written and oral assignments.

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 310 and (MGMT 301 or MGMT 104) [Min Grade: D]

**Schedule Type:** By Appointment, Lecture

**MGMT 418: Organizational Theory & Dev.**

This course examines the nature and problems of organizational design, development, and change in complex organizations. The application of organizational theories in the treatment of technological, economic, and behavioral problems confronted by the practicing manager is examined. Theories of organizational growth, change, and development and their impact on organizational outcomes are explored.

**Credits:** 3

**College:** School of Business

**Prerequisites:** MGMT 105 [Min Grade: D]

**Schedule Type:** By Appointment - 1 student, Lecture, On-Line

**MGMT 460: Supervision**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture, On-Line

**MGMT 490: Business Policy and Strategy**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 490N: Business Policy and Strategy**

**Credits:** 6

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 491: Text,Retail&AppBusPolicy&Strat**

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 491N: Text,Retail&AppBusPolicy&Strat**

**Credits:** 6

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 498: Business Capstone I**

WRITING INTENSIVE. In this course, students evaluate relevant professional, ethical, and social responsibilities of individuals and organizations. The definitions and roles of sustainable practices, social enterprise, and social entrepreneurship in organizations are explored, and students apply these concepts to real-world business opportunities. An individual writing-intensive assignment ties the course to students' areas of specialization. The course also includes a critical review of the functional areas of business.

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 498N: Bus Capstone: Strategy Sim**

In this course, students will be introduced to the fundamentals of business strategy and strategic decision-making. Students will demonstrate their functional knowledge of core business areas including: accounting and finance, management, and marketing, as well as product development and operations. The process and techniques of strategy formulation, implementation and evaluation are studied and applied as student teams operate competing companies in a computer-simulated business environment. This course builds on themes from the DEC Core.

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture

**MGMT 499: Business Capstone II**

The process and techniques of strategy formulation, implementation and evaluation are studied and applied using real-world domestic, international, and not-for-profit company examples. This course builds on themes from the DEC core as they apply to the capstone experience. [Writing Intensive]

**Credits:** 3

**College:** School of Business

**Schedule Type:** Lecture