MGMT 231 Management Processes (3 credits)
Prerequisite(s): WRIT 105 or HONP 100. Restriction(s): Not open to Business Administration or Accounting majors. To provide undergraduate students a review of classical and modern approaches to the managerial process as it relates to the manager’s functions of planning, organizing, communication, motivation, leading, controlling, and managing change. Emphasizing new forces in the managerial environment such as workplace diversity and economic globalization, these reviews will be tied to the open-system model and the contingency approach as overall frameworks for understanding organizations and management.

MGMT 300 Integrated Core: Management (3 credits)
Prerequisite(s): BUGN 280 may be taken as prerequisite or corequisite; and ACCT 201 or ACCT 204. Restriction(s): Business Administration or Accounting majors only. Corequisite(s): FINC 300, MKTG 300 and INFO 300. Management is viewed as a skill that goes into every function within organizations that involve people, be it marketing, finance or operations. Whether supervisory level management or top level management, students need to understand how organizations work, how to lead, work with, and motivate people within organizations, and how to integrate and manage the dynamic interrelationships among the functional areas of business such as marketing, finance, and operations. The course also stresses current management issues such as workplace diversity, globalization, and digitization of today’s firms, and how these forces influence the manager’s functions. Topics to be discussed will include manager’s functions of planning, organizing, communicating, motivating, leading, controlling and managing change.

MGMT 305 Negotiations in the Workplace (3 credits)
Prerequisite(s): MGMT 231; or BUGN 295 may be taken as prerequisite or corequisite. Restriction(s): Business Administration major. This course is designed to help students better understand the theory, processes, and practices of negotiation, conflict resolution and relationship management so that students can be more effective negotiators in a wide variety of situations. It will examine the fundamentals of negotiating within today’s business world. Topics include both distributive and integrative bargaining. Additionally, time will be spent on facilitating the best practices for communication.

MGMT 314 Corporate Social Responsibility: Global Strategies (3 credits)
Prerequisite(s): MGMT 231 or BUGN 295. Restriction(s): Majors within the School of Business; or Language, Business and Culture major; or by departmental approval. Corporate Social Responsibility (CSR) is the strategic business issue facing companies today. The unsustainability of our current industrial system is creating challenges and concerns about climate change, environmental degradation, loss of biodiversity, poverty, human rights, increasing wealth disparity and globalization. This is both an imperative as well as an opportunity. Stakeholders from employees, consumers, suppliers, regulators, activists to investors are demanding and asking for environmentally socially responsible products, services and policies from corporations. The changing market requires companies to create value and innovate new markets, processes, products and services to address the ongoing challenges and do more with less resources. The entities that take the lead in proactively developing sustainable strategies, systems and talent are positioning themselves to survive in an emerging global market. Developing this leadership and capacity is an imperative for corporations today and this course enables students to understand the CSR fundamentals while developing critical thinking skills and tools to be part of the solution.

MGMT 315 Organizational Behavior (3 credits)
Prerequisite(s): MGMT 231; or BUGN 295 may be taken as prerequisite or corequisite. Restriction(s): Business Administration major or Chemistry major with Concentration in Business only. Major approaches to the study of organizations. Organizational systems and structure, systems of communication, power and influence, organizational conflict, coordination and control, leadership, motivation, interpersonal dynamics and change and renewal.

MGMT 316 Human Resource Management (3 credits)
Prerequisite(s): MGMT 231 or MGMT 201 may be taken as prerequisite or corequisite. Restriction(s): Business Administration or Fashion Studies majors only. This course focuses on strategic and effective use of human resources in the organization. Major topics include planning, staffing, developing, and motivating employees through the use of compensation as well as employee relations. The course also covers legal issues, managing diversity and ethical issues in various human resource processes.

MGMT 318 Leadership (3 credits)
Prerequisite(s): MGMT 231 or BUGN 295. Restriction(s): Business Administration major or Language, Business and Culture major only. In-depth analysis of personality and the development of practical models to assist in the solution of leadership problems. Special attention to techniques of analysis and the interpretation of research findings. Examination of different leadership problems facing managers today in various organizations and industries. Focus of the course is on using theory for the development of skills for practical application.

MGMT 327 Training, Development, and Career Planning (3 credits)
Prerequisite(s): MGMT 201 or MGMT 231. Restriction(s): Business Administration major. The purpose of this course is to help students understand the fields of employee training and management development, and enhance their training skills. Topics include training methods, organizational factors involved in choosing training modalities, new trends in corporate training, preferred traits of trainers, learning theories, training program costs, the impact of trainee background on the training process, management development philosophies and techniques, and related issues.
MGMT 331 Family Business (3 credits)
Prerequisite(s): MGMT 231 or BUGN 295. Restriction(s): Business Administration major, Fashion Studies. Family businesses are an important force in the U.S. economy, contributing over 50% of the country's gross domestic product. This course explores unique challenges and opportunities involved in managing a family business. Some key issues to be covered are dynamics of family interactions with family business culture, market strengths and weaknesses of family-owned firms, and leadership succession. May be repeated once for a total of six credits.

MGMT 332 Diversity In Business (3 credits)
Prerequisite(s): BSLW 235. Restriction(s): Business or Accounting majors only. This course provides students with the necessary insight, skills, concepts and tools essential for understanding diversity and inclusion management. Diversity-related issues with management implications to be examined include personal identity, recruitment and selection, work group interactions, leadership, career development and advancement, work and family, accommodation of people with disabilities, and organizational strategies for promoting equal opportunity and a positive attitude toward diversity among all employees. Meets World Cultures Requirement.

MGMT 335 Small Business Management (3 credits)
Prerequisite(s): MGMT 231 or BUGN 295. Restriction(s): Business Administration major or Chemistry major with Concentration in Business only. The problems and opportunities of beginning and operating a small business. Capital accumulation, adapting technologies to specialized needs, assessing local market opportunities, governmental aids, establishing working relationships with large organizations and problems of growth.

MGMT 356 Cross-Cultural Behavior and Management (3 credits)
Prerequisite(s): INBS 250. Restriction(s): Business Administration major; or Language, Business and Culture major; or Spanish and International Business minor only. Managing organizations in foreign markets is much more complex than managing them in the domestic market. This course emphasizes international/cross-cultural management, including the impact of the foreign country's culture, legal system, government, economics, technology, and political system on entry strategies, organizational structures, leadership styles, motivation techniques, human resources management, and controls. Equivalent course INBS 356 effective through Fall 2019.

MGMT 363 Business and Society (3 credits)
Prerequisite(s): MGMT 231 or BUGN 295. Restriction(s): Business Administration major; or Language, Business and Culture major; or Chemistry major with Concentration in Business only. Business as an institution in our pluralistic society; its relationship with other societal elements such as government, academia, labor and the consumer. American business past, present and future; strengths, weaknesses and overall contribution to society; ecology, minority groups and the quantity and quality of economic growth.

MGMT 392 Management Cooperative Education (3 credits)
Prerequisite(s): Departmental approval, BUGN 295 or MGMT 231. Restriction(s): Major within School of Business. The Management Co-op Ed posts the student to a real business to perform actual management tasks in a going business concern. The student focuses on the practical needs of the business while maintaining liaison with a course coordinator in the Department of Management. Compensation for the assignment is at the discretion of the firm. The firm will assign and monitor meaningful intern tasks and achievements. The primary evaluator of student achievement is the host business. It provides students with a professional work experience before completing their degree. Enables students to apply their course work knowledge to a professional work setting. Students gain work experience in the areas of oral and written communication, critical thinking, global awareness, leadership, technology, self-directed learning, career readiness, decision-making, social responsibility and responsiveness.

MGMT 415 Organizational Theory: Macro Approaches (3 credits)
Prerequisite(s): MGMT 231 or MGMT 315. Restriction(s): Business Administration majors only. A detailed analysis using the most up-to-date theories in the field of organizational analysis as it pertains to the management of organizations. Emphasis is placed on the application and understanding of macro models of human behavior in organizations to include such approaches as natural, rational and open systems models.

MGMT 416 Global Talent Management (3 credits)
Prerequisite(s): MGMT 316. Restriction(s): Business Administration major. Global Talent Management course focuses on designing, developing and implementing talent management strategies for organizational effectiveness in the highly competitive and global business environment. The course will have a global perspective in talent management and topics covered in this course include talent analysis, talent acquisition strategies, onboarding, talent development, succession planning, talent retention, talent engagement and the use of data analytics for talent management.

MGMT 417 Total Rewards: Compensation and Benefits (3 credits)
Prerequisite(s): MGMT 316. Restriction(s): Business Administration major. This course examines the full range of compensation topics with emphasis on how compensation and total reward systems will likely impact productivity, equity, and the firm's ability to recruit and keep highly skilled and motivated employees. Topics include job description, analysis and evaluation systems; equity issues and requirements; design and use of wage and salary surveys; performance, merit and incentive pay systems; statutory and non-statutory employee benefit packages and systems; and administration of compensation systems.

MGMT 431 Strategic Business Execution (3 credits)
Prerequisite(s): MGMT 300 or departmental approval. Restriction(s): Business Administration major. This course is an advanced management course that provides students with the principal challenges of strategic business execution (SBE) in contemporary business. Strategic business execution is an emerging field of Strategy Implementation that focuses on the discipline, competency, enabling processes, and culture and behavior required to achieve execution excellence. As an extension of strategy implementation, SBE provides concrete and relevant steps that organizations and managers can take to enable business execution and achieve sustainable execution excellence.
MGMT 433 Entrepreneurship and Innovation (3 credits)
Prerequisite(s): MGMT 300. Restriction(s): Business Administration major. Attitudes and perspectives for effecting meaningful and profitable change. Concepts of creativity, optimum use of resources, and the impact of technological change. Anticipating needs and wants of all groups influenced by the enterprise; examples of successful entrepreneurship, role-playing and situational exercises.

MGMT 436 Strategic Project Management (3 credits)
Prerequisite(s): MGMT 300. Restriction(s): Business Administration major. This course provides students with the principal challenges of managing projects across a wide range of industries based on case studies, latest research and project management toolkit to manage the issues, risks, changes confronted throughout the course. Designed as an integrated course, students will exercise their strategic thinking as well as practical use of project management tools. As a part of the analysis, the course will discuss multiple project management approaches and methodologies and its application in today's competitive environments and how organizations execute its strategies.

MGMT 439 Applied Business Strategy (3 credits)
Prerequisite(s): MGMT 300, FINC 300, INFO 300 and MKTG 300. Restriction(s): Business Administration majors only. This is the capstone course in the business curriculum that requires students to integrate and build on the knowledge and skills acquired in the business core courses. The course emphasizes the use of business skills in the formulation and implementation of strategy through processes such as industry analysis, value chain analysis, SWOT analysis, and analysis of strategic success including financial performance.

MGMT 491 Business Consulting (3 credits)
Prerequisite(s): MGMT 300; departmental approval. Restriction(s): Business Administration major. Students learn the principles of management consulting from how companies frame business problems, select outside consulting partners, and work together to achieve the organizational goals of the consulting assignment. The course combines lectures, case studies, and may include experiential-based learning in a real-world field environment that provides hands-on, tangible business consulting experience to our business school students including sponsor company site visits. This course is not for everyone, it requires a commitment to work hard, to invest time and energy required to address and solve business problems, and to overcome obstacles that are inherent in the contemporary business today.

MGMT 492 Special Topics in Management (1-3 credits)
Prerequisite(s): Departmental approval; and MGMT 315 or MGMT 316 or MGMT 318. Restriction(s): Business Administration major. The content of this course varies with each offering. Its purpose is to provide for the comprehensive development and study of an advanced topic of current interest not covered in-depth in the regular curriculum. This course may be repeated for credit as long as the "special topic" in each course differs from topics previously taken. May be repeated for a maximum of 15 credits as long as the topic is different.

MGMT 499 Honors Seminar (3 credits)
Prerequisite(s): Departmental approval; and MGMT 315 or MGMT 316 or MGMT 318. Restriction(s): Business Administration major. Opportunity for a select number of students to study management issues in a small, intimate classroom environment. Students will be given a broad range of opportunities for exploration of the literature as well as of investigation of the problems selected out for detailed study.

MGMT 561 Achieving Competitive Advantage (1.5 credit)
This course provides students with a basic understanding of competitive strategy and the role of a general manager in an organization. The focus of this course is on strategy at the business level and how firms achieve a competitive advantage in head-to-head competition with rivals in the same industry. It provides a rigorous examination of the tools of strategy analysis. The course is application oriented and integrative in nature, emphasizing the linkages among the various functional areas of an organization. The course focuses on developing student skills in analytic thinking, international business considerations, Presentation development, teamwork and leadership. This is accomplished by student teams analyzing an industry and global companies based on the academic principles in the text and lectures.

MGMT 562 Organizational Behavior and Team Leadership (1.5 credit)
Restriction(s): MBA, MS in Digital Marketing Analytics, MS in Human Resource Analytics, or certificate students only. Organizational behavior is the scientific study of human work behavior at the individual, interpersonal, team and organizational levels. The field of organizational behavior borrows many concepts and methods from the behavioral and social sciences, such as psychology, sociology, political science, and anthropology. As a result, issues and topics touching on many academic disciplines may become the subject of study in the field of organizational behavior. Emphasis of this course is on the development of interpersonal competencies to allow individuals to effectively work as managers or professionals in the rapidly changing, team-oriented, culturally diverse and technologically integrated global climate facing modern organizations. Topics include personality and attitudes, perception and attribution, motivation, communication, work stress, team dynamics, leadership, decision making, ethics, job and organization design, conflict management, organizational culture and politics, and organizational change.

MGMT 565 Project Management (1.5 credit)
Restriction(s): MBA or Certificate students only. This is an introductory course to project management with an emphasis on Project Management Institute's latest Project Management Body of Knowledge (PMBOK® Guide), strategic alignment with organizational objectives, agile principles as applied in project management, and contemporary development in global and virtual project management. Throughout this course, we will introduce project examples from a wide variety of industries and functions including information technology, marketing, organization capability enhancement, training, etc.

MGMT 566 Negotiation in the Workplace (1.5 credit)
This course will examine the fundamentals of negotiating within today's business world. Topics include both distributive and integrative bargaining. Additionally, time will be spent on facilitating the best practices for communication.

MGMT 567 Business Growth Strategy (1.5 credit)
This course deals with issues related to business growth strategy. This course is applied and integrative in nature, and considered as the capstone to the MBA program. It asks students to use the strategy tools and cross-functional skills learned from the program to tackle a growth strategy challenge in a company project.
MGMT 569 Business Communications (1.5 credit)
Restriction(s): MBA degree students or MS Human Resource Analytics students only. This course is an overview to the business principles with respect to communication. Topic include: the basic principles of communication, style and impact. One on one communication, communication in a group or team, communication within a meeting, virtual and email communication. The interactive session will involve the participants to learn and apply and develop better skills and to evaluate the impact they can have moving forward as business. Equivalent course MGMT 579 effective through Spring 2019.

MGMT 570 Strategic Human Resource Management (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Human Resource Management Certificate students only. This course examines how managers can utilize modern Human Resource practices in order to improve company performance and efficiencies. Topics include staffing for quality, outsourcing, use of core and contingent work force, managing workforce commitment and performance, legal issues, managing careers, and reward systems.

MGMT 571 Leadership (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Project Management Certificate students only. Successful leaders must understand how to influence individuals in order to meet organizational goals. This course reviews classical and modern approaches to leadership with a focus on the application of these theories to organizations. Among topics discussed are: leadership development motivation, influence, power, decision making, and leadership effectiveness.

MGMT 574 Business Leader Perspectives (1.5 credit)
Restriction(s): MBA degree students only. Successful leader must understand how to influence individuals in order to meet organizational goals. This course reviews classical and modern approaches to leadership with a focus on the application of these theories to organizations. Among topics discussed are: leadership development, motivation, influence, power, decision making, and leadership effectiveness.

MGMT 575 Independent Study in Management (1-3 credits)
Prerequisite(s): Departmental approval. Restriction(s): MBA degree students only. Under faculty guidance and supervision, this tutorial course is open to students who wish to pursue individual study and research in a particular discipline.

MGMT 576 Advanced Project Management (1.5 credit)
Prerequisite(s): MGMT 565. Restriction(s): MBA degree students or graduate Project Management Certificate students only. This is an advanced course in Project Management focusing on the intricacies of managing projects in today’s competitive environment. This course is built on MGMT 565 Project Management. Topics in this course include project organization, stakeholder analysis, communication planning, risk and issue management, quality management, procurement, and leading projects. This course is further aligned within the broader context of business execution, which includes program and portfolio management, organization change, strategic business implementation, and project management office. Collectively these disciplines strive to achieve tangible business results. The approach of this course combines theories and concepts with industry best practices and real-life applications. As time permits, this course will also consider guest speakers to enrich the student’s experience with project management.

MGMT 577 Special Topics in Management (1-3 credits)
Restriction(s): MBA or Certificate students only. An in-depth study of a selected topic, issue, problem or trend in management. The specific subject matter is not offered as an existing regular course or deserves more time-emphasis than is possible in a regular course. May be repeated eight times for a maximum of 12 credits as long as the topic is different.

MGMT 578 International Strategic Management (1.5 credit)
Prerequisite(s): MGMT 561. Restriction(s): MBA degree students only. This course explores the strategic and organizational challenges involved in managing activities across borders, in increasingly interconnected world. The main question will be how to create competitive advantage on a regional or global scale. Main topics to be explored include selecting market (where to expand); optimally configuring value chain activities across borders; timing and entry strategies: establishing and managing cross-border partnerships (partner selection, negotiating, setting up and managing alliance); and strategies to deal with unique problems of doing business in emerging markets.

MGMT 582 Contemporary Developments in Project Management (1.5 credit)
Prerequisite(s): MGMT 565. Restriction(s): MBA degree students or graduate Project Management Certificate students only. This course explores contemporary topics in project management collectively representing the latest challenges and opportunities in project management. These topics include, but are not necessarily limited to: strategic business execution, program management office, organization change and transformation, working in virtual teams, managing conflicts, and enterprise project management.

MGMT 583 Managing Global Workforce (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Human Resource Management Certificate students only. The objective of the course is to increase knowledge about managing a global workforce. The course provides a framework for understanding how individual, group and organization factors impact global businesses and how organizations respond to them. Some focus will be placed on understanding cross-cultural issues within this context. Practical application, case analysis, and effective management practices of international companies are emphasized.

MGMT 584 Talent Management (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Human Resource Management Certificate students only. Talent Management course focuses on designing, developing and implementing talent management strategies for organizational effectiveness in the highly competitive and global business environment. The course will have a global perspective in talent management and topics covered in this course include talent analysis, talent acquisition strategies, onboarding, talent development, succession planning, talent retention, talent engagement and the use of data analytics for talent management.

MGMT 585 Human Resource Analytics (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Human Resource Management Certificate students only. The course provide a solid foundation for the systematic collection, analysis and interpretation of data designed to improve decisions about people in organizations with a view to improve organizational effectiveness. The course takes a strategic view of how data about people in organizations can be used to make predictive decisions about human resources for achieving the company's objectives.
MGMT 586  Contemporary Themes in Human Resource Management  (1.5 credit)
Restriction(s): MBA degree students, MS Human Resource Analytics students, or graduate Human Resource Management Certificate students only. The course focuses on current topics in HRM such as legal issues, knowledge management, employee relations, managing temporary employees and work family balance. Other topics will be added as needed based on the changing environment.

MGMT 587  Risk Analysis and Management  (1.5 credit)
Restriction(s): MBA degree students or graduate Project Management Certificate students only. Risk analysis and management focuses on planning for risks and evaluating probability consequences in the business setting. The class will cover a wide array of business decision problems with the help of computation models, and available data. We will use solver and simulation tools that will help us analyze the complex business problems in an intuitive, informative manner. You will be able to make managerial decisions that are based on cutting edge analytics modeling. Equivalent course INFO 580 effective through Spring 2020.

MGMT 595  Advanced Human Resource Data Analytics  (3 credits)
Prerequisite(s): MGMT 585, INFO 583 and INFO 584. This course is a hands-on experiential learning course that utilizes ADP software to guide students on the strategic design of Human Resources systems. Students will work in groups to develop the Human Resources system for a fictional company, including workforce analysis, sourcing candidates, designing jobs, developing hiring assessments, determining compensation strategies, conducting learning needs analysis, and managing performance. Students will conduct data analysis to evaluate their company and decisions against industry benchmarks. Particular focus will be given to designing systems that serve diversity, equity, inclusion, and belonging. Students will learn how to use data to re-imagine job qualifications, validate assessments, ensure equitable pay, create multiple learning pathways, and minimize bias in performance evaluations.