

MANAGEMENT CONCENTRATION - BUSINESS ADMINISTRATION (B.S.)

The **Management concentration in the Business Administration major** gives students the skills to become an effective manager of people, projects, operations and financial resources. The program prepares students for leadership and entrepreneurship positions in small and large organizations across a broad range of industries, including manufacturing, technology, retail, health care, and hospitality.

In the Management profession, individuals who are able to effectively motivate and coordinate people find career success in human resources, small businesses, retail and service industries, pharmaceuticals, insurance, banking, finance, hospitality, public and nonprofit organizations and government agencies. Effective management of people, resources and processes is critical to becoming a successful business leader.

Admission Criteria:

Overall GPA – 3.0

120 credits of coursework is required for the baccalaureate degree with a minimum 2.0 overall GPA, and a minimum 2.0 major GPA.

Program Requirements Overview

Code	Title	Credits
	General Education Requirements	30
	World Languages and Cultures Requirements	3-9
	Major Requirements	42
	Concentration Requirements	30
	Free Electives	15-9
Total Credits		120

Major Requirements

Code	Title	Credits
Business Administration Required Core		
<i>Business Fundamentals</i>		
ACCT 204	Fundamentals of Accounting (Students in the Finance concentration take ACCT 201)	3
or ACCT 201	Fundamentals of Financial Accounting	
BSLW 235	Legal, Ethical, and Global Environment of Business	3
BUGN 280	Strategic Business Communications	3
INFO 290	Technology in Business	3
MGMT 201	Business Ethics and Social Impact	3
MGMT 439	Applied Business Strategy	3
<i>Integrated Core</i>		
FINC 300	Integrated Core: Finance	3
INFO 300	Integrated Core: Operations Management	3
MGMT 300	Integrated Core: Management	3
MKTG 300	Integrated Core: Marketing	3
<i>Collateral Courses</i>		
ECON 101	Applied Macroeconomics	3
ECON 102	Applied Microeconomics	3

INFO 173	Spreadsheet Modeling for Business Decisions	3
INFO 240	Statistical Methods in Business	3
Business Administration Career Learning		
BUGN 310	Campus to Career Transition I	0
BUGN 320	Campus To Career Transition II	0
Total Credits		42

Management Concentration Requirements

Code	Title	Credits
Required Concentration Courses		
MGMT 315	Organizational Behavior	3
MGMT 316	Human Resource Management	3
MGMT 436	Strategic Project Management	3
Concentration Electives		
Complete 9 credits from the following:		9
MGMT 305	Negotiations in the Workplace	
MGMT 314	Corporate Social Responsibility: Global Strategies	
MGMT 318	Leadership	
MGMT 327	Training, Development, and Career Planning	
MGMT 331	Family Business	
MGMT 332	Diversity In Business	
MGMT 335	Small Business Management	
MGMT 356	Cross-Cultural Behavior and Management	
MGMT 363	Business and Society	
MGMT 392	Management Cooperative Education	
MGMT 416	Global Talent Management	
MGMT 417	Total Rewards: Compensation and Benefits	
MGMT 431	Strategic Business Execution	
MGMT 491	Business Consulting	
MGMT 492	Special Topics in Management	
Business Administration Major Electives		
Complete 12 credits from the list below.		12
Total Credits		30

Business Administration Major Electives

Code	Title	Credits
Required or elective concentration courses will not count as major electives		
General Business		
BUGN 295	Elements of Business	3
Cooperative Education		
COED 401	Cooperative Education Experience I	3-8
COED 402	Cooperative Education Experience II	3-8
COED 403	Cooperative Education Experience III	3-8
COED 404	Cooperative Education Experience IV	3-8
Economics		
Entrepreneurship		
ENTR 201	The Entrepreneurial Mindset and Innovation	3
ENTR 260	Introduction to Innovation and 3D Printing	3
ENTR 290	Special Topics in Entrepreneurship	3
ENTR 301	Creating Your Startup Business Model	3
ENTR 302	Preparing to Pitch and Launch Your Startup	3
ENTR 303	Create and Pitch Your Startup	6

ENTR 310	Entrepreneurial Accounting and Finance	3	HSET 360	Casino Management	3
ENTR 320	Marketing for Entrepreneurs	3	HSET 365	Event Marketing and Management II	3
ECON 322	Health Economics and Policy	3	HSET 366	Hospitality Financial Management	3
ENTR 350	Entrepreneurship Cooperative Education	1-3	HSET 370	Customer Relationship Management (CRM) Technologies in Hospitality	3
ENTR 360	Advanced Innovation and Digitally Mediated Making	3	HSET 375	Property and Community Association Management	3
ECON 381	Global Economies and Markets	3	HSET 380	Lodging Management	3
ENTR 401	The Legal Entrepreneurial Journey	3	HSET 385	Human Resource Management in Hospitality, Sports, Events, and Tourism	3
ENTR 420	Growing Your Startup Company	3	HSET 390	Food and Beverage Management	3
ENTR 460	Applied Digital Innovation Design, and Lean Fabrication	3	HSET 392	Special Topics in Hospitality Management	1-6
ENTR 491	Independent Study in Entrepreneurship	3	HSET 395	Information Systems and Technology in Hospitality, Sports, Events, and Tourism	3
Finance			HSET 480	Revenue Management in Hospitality, Sports, Events, and Tourism	3
FINC 209	Personal Finance	3	HSET 492	Independent Study in Hospitality, Sports, Events, and Tourism	1-3
FINC 221	Introduction to Finance	3	HSET 493	Special Topics in Leisure and Tourism	3
FINC 318	Introduction to Financial Planning	3	International Business		
FINC 322	Corporate Finance	3	INBS 250	Introduction to International Business	3
FINC 326	Investments	3	INBS 347	Export/Import Marketing Process	3
FINC 327	International Financial Management	3	INBS 349	International Marketing	3
FINC 350	Special Topics in Finance	3	INBS 350	Cross-Cultural Behavior and Negotiation	3
FINC 361	Financial Technology	3	INBS 440	International Retailing	3
FINC 372	Securities Industry Essentials	3	INBS 482	International Business Co-op Ed	3
FINC 391	Blockchain and Cryptoassets for Finance	3	Information and Decision Science		
FINC 410	Computer Applications in Economics and Finance	3	INFO 230	Introduction to Business Co-Op Work Exp	3-6
FINC 423	Advanced Corporate Finance	3	INFO 299	Special Topics in Data and Technology	3
FINC 425	Working Capital Management	3	INFO 301	Business Decision Making	3
FINC 430	Financial Derivatives	3	INFO 306	Introduction to Web Development	3
FINC 431	Advanced International Financial Management	3	INFO 342	Information Technology Infrastructure	3
FINC 490	Advanced Investment Analysis	3	INFO 351	Fundamentals of Project Management	3
FINC 491	Cooperative Education in Finance	3-8	INFO 360	MIS Co-Op	3
FINC 495	Student Managed Fund	3	INFO 361	Information Technology Projects	3
Hospitality and Tourism			INFO 366	Managing Big Data and Cloud Computing	3
HSET 208	Leisure and Recreation in Society	3	INFO 367	Introduction to Data Mining	3
HSET 250	Introduction to Hospitality and Tourism	3	INFO 390	Digital Transformation	3
HSET 255	Professional Development in Hospitality, Sports, Events, Tourism	3	INFO 391	Blockchain Technology	3
HSET 260	Sport Sales	3	INFO 395	Business Analytics and Artificial Intelligence Strategy	3
HSET 302	Managing Facilities in Hospitality, Sports, Events, and Tourism	3	INFO 414	Information Security System Management	3
HSET 315	International Tourism Marketing and Management	3	INFO 416	Business Process Analysis and Enterprise Systems	3
HSET 320	Sports Marketing	3	INFO 470	Electronic Commerce: Creating Business Value Using Information Technology	3
HSET 321	Event Marketing and Management I	3	INFO 476	Data Mining for Business	3
HSET 325	Service Management	3	INFO 488	Business Application with Artificial Intelligent (AI) Systems	3
HSET 330	Resort and Cruise Management	3	INFO 491	Independent Study in Information Systems	3
HSET 335	International Experience in Hospitality, Sports, Events, and Tourism	3	INFO 492	Special Topics in Information Systems	1-3
HSET 340	Restaurant Management and Operations	3	INFO 496	Advanced Systems Analysis and Design	3
HSET 350	Club Management	3	Management		
HSET 353	Legal Issues in Hospitality and Tourism	3	MGMT 305	Negotiations in the Workplace	3
HSET 354	Analytics for Sports and Entertainment Industries	3			
HSET 355	Hospitality, Sports, Events, and Tourism Co-op Ed	3			
HSET 356	Entertainment, Theme Park, and Attractions Industries	3			

MGMT 314	Corporate Social Responsibility: Global Strategies	3
MGMT 315	Organizational Behavior	3
MGMT 316	Human Resource Management	3
MGMT 318	Leadership	3
MGMT 327	Training, Development, and Career Planning	3
MGMT 331	Family Business	3
MGMT 332	Diversity In Business	3
MGMT 335	Small Business Management	3
MGMT 356	Cross-Cultural Behavior and Management	3
MGMT 363	Business and Society	3
MGMT 392	Management Cooperative Education	3
MGMT 415	Organizational Theory: Macro Approaches	3
MGMT 416	Global Talent Management	3
MGMT 417	Total Rewards: Compensation and Benefits	3
MGMT 431	Strategic Business Execution	3
MGMT 433	Entrepreneurship and Innovation	3
MGMT 436	Strategic Project Management	3
MGMT 491	Business Consulting	3
MGMT 492	Special Topics in Management	1-3
Marketing		
MKTG 250	Professional Selling	3
MKTG 307	Retail Marketing and Management	3
MKTG 309	Buying and Distribution Strategies	3
MKTG 310	Services Marketing	3
MKTG 322	Customer Relationship Management Practicum	3
MKTG 325	Practicum in E-Retailing	3
MKTG 341	Consumer Behavior	3
MKTG 342	Sales Management	3
MKTG 344	Integrated Marketing Communications	3
MKTG 345	Nonprofit Operations and Marketing	3
MKTG 348	Digital Marketing	3
MKTG 350	Pharmaceutical and Health Care Marketing	3
MKTG 351	Retail Co-op Education	3
MKTG 360	Brand Management	3
MKTG 365	Sustainability and Green Marketing	3
MKTG 441	Digital Selling	3
MKTG 442	Marketing Research	3
MKTG 443	Sales Leadership and Negotiation	3
MKTG 446	Marketing Strategy and Implementation	3
MKTG 447	Marketing Analytics	3
MKTG 451	Internship in Retail Management	3
MKTG 482	Independent Owned and Franchised Retailing	3
MKTG 483	Seminar in Retail Management	3
MKTG 490	Marketing Co-op Ed	3
MKTG 492	Independent Study in Marketing	1-3
MKTG 493	Special Topics in Marketing	1-3
Real Estate		
REAL 204	Real Estate Principles and Practice	3
REAL 305	Commercial Real Estate Analysis	3
REAL 360	Mortgage and Fixed Income Analysis	3
REAL 405	Real Estate Development	3
REAL 460	Real Estate Investments	3

ECON 201	Data Analysis Tools in Economics and Business	3
ECON 203	Fundamental Mathematics for Economics	3
ECON 206	Managerial Economics	3
ECON 207	Intermediate Microeconomic Analysis	3
ECON 208	Intermediate Macroeconomic Analysis	3
ECON 215	The Economics of Social Problems	3
ECON 221	Economics of Professional Sports	3
ECON 224	Financial Economics	3
ECON 240	Economics of Time and Mind	3
ECON 301	Money and Banking	3
ECON 303	Economic Growth and Development	3
ECON 308	Public Finance	3
ECON 310	Urban and Regional Economics	3
ECON 311	Labor Economics	3
ECON 314	Development of Economic Thought	3
ECON 317	Quantitative Methods for Economics	3
ECON 321	Economics of Industrial Organization	3
ECON 324	Capital Markets and Financial Institutions	3
ECON 370	International Economics	3
ECON 371	World Trade and Investment	3
ECON 381	Global Economies and Markets	3
ECON 390	Applied Econometrics	3
ECON 398	Economics Independent Study	1-3
ECON 405	Economic Development of Sub-Saharan Africa	3
ECON 408	Strategic Thinking and Game Theory	3
ECON 412	Business Forecasting and Analytics	3
ECON 422	Globalization and World Development	3
ECON 430	International Macroeconomic Policy	3

General Education Requirements

Click here for a list of courses that fulfill General Education categories.
(<http://catalog.montclair.edu/programs/general-education-requirements-ba-bs/>)

Code	Title	Credits
A. New Student Seminar		
Complete a 1 credit New Student Seminar course.		1
C. Communication		
1. Writing		3
2. Literature		3
3. Communication		3
D. Fine and Performing Arts		
Complete a 3 credit Fine and Performing Arts course.		3
F. Humanities		
1. Great Works and Their Influences		3
2. Philosophical and Religious Perspectives		3
G. Computer Science		
INFO 173 Spreadsheet Modeling for Business Decisions (Fulfilled in the major.)		
H. Mathematics		
INFO 240 Statistical Methods in Business (Fulfilled in the major.)		
I. Natural Science Laboratory		

Complete a 4 credit Natural Science Laboratory course.	4
J. Physical Education	
Complete a 1 credit Physical Education course.	1
K. Social Science	
1. <i>American and European History</i>	3
2. <i>Global Cultural Perspectives</i>	3
3. <i>Social Science Perspectives</i>	
ECON 101 Applied Macroeconomics (Fulfilled in the major.)	
L. Interdisciplinary Studies	
ECON 102 Applied Microeconomics (Fulfilled in the major.)	
Total Credits	30

World Languages and Cultures Requirements

Click here for a list of courses that fulfill World Languages and Cultures categories. (<http://catalog.montclair.edu/programs/world-languages-and-cultures-requirements/>)

Code	Title	Credits
World Languages		
Based on language placement exam, complete one or two sequential courses in the same language. Requirement is automatically fulfilled by language major courses.	3-6	
World Cultures		
Requirement may be fulfilled by course selected in General Education 0-3 - Social Science: Global Cultural Perspectives. Requirement may also be fulfilled by major coursework. See list of courses.	0-3	
Total Credits		3-9

Recommended Roadmap to Degree Completion

This four-year plan is provided as an outline for students to follow in order to complete their degree requirements within four years. This plan is a recommendation and students should only use it in consultation with their academic advisor.

First Year			
Fall	Credits	Spring	Credits
GENERAL EDUCATION: (A) New Student Seminar	1	GENERAL EDUCATION: (C2) Literature	3
GENERAL EDUCATION: (C1) Writing	3	ECON 101	3
GENERAL EDUCATION: (C3) Communication	3	INFO 240	3
ECON 102	3	INFO 290	3
INFO 173	3	MGMT 201	3
MATH 100 (if needed) or Free Elective	3		
	16		15

Second Year			
Fall	Credits	Spring	Credits
GENERAL EDUCATION: (K1) Social Science – American and European History		3 INFO 300	3
ACCT 204		3 FINC 300	3
BSLW 235		3 MGMT 300	3
BUGN 280		3 MGMT 316	3
MGMT 315		3 MKTG 300	3
	15		15

Third Year			
Fall	Credits	Spring	Credits
GENERAL EDUCATION (F1) Humanities – Great Works and Their Influences		3 GENERAL EDUCATION: (K2) Social Science – Global Cultural Perspectives	3
GENERAL EDUCATION (I) Natural Science Laboratory		4 World Language 2	3
World Language 1		3 MGMT 436	3
Concentration Elective		3 Concentration Elective	3
Major Elective		3 Major Elective	3
	16		15

Fourth Year			
Fall	Credits	Spring	Credits
GENERAL EDUCATION (J) Physical Education		1 GENERAL EDUCATION: (D) Fine and Performing Arts	3
MGMT 439		3 GENERAL EDUCATION (F2) Humanities – Philosophical and Religious Perspectives	3
Concentration Elective		3 World Cultures	3
Major Elective		3 Free Elective	3
Major Elective		3 Free Elective	3
	13		15

Total Credits 120