Department of Management

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Field Description

Management is the science and art of running an organization. It involves setting goals, planning, organizing human and other resources, implementing plans, and guiding the organization to achieve desired goals. Management applies to for-profit, not-for-profit, and governmental organizations; it applies to small and larger organizations, to family-owned and stockholder-owned firms, and to units within larger organizations. Management is interdisciplinary and integrates contributions from various fields of knowledge.

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The Major and Specializations

The management major prepares the student for entry level positions in operations management or personnel administration; for the broader managerial responsibilities that usually come with promotion and continue to expand throughout ones career; or to start and manage an entrepreneurial venture. Courses are designed to develop the necessary skills, insight, and knowledge for dealing with the human and organizational aspect of management and also to develop the analytical, creative, and quantitative skills required for allocating and utilizing resources and for making managerial decisions.

The Department of Management (MGT) offers courses in the concepts and techniques for managing all kinds of organizations. The department offers three specializations: entrepreneurship (ENT), human resource management (HRM), and operations management (OM). Each is outlined in detail below.

- Entrepreneurship (ENT)
- Human Resource Management (HRM)
- Operations Management (OM)

Entrepreneurship

Required Courses **12 credits**

MGT 3960	Entrepreneurship Management (MGT 3860)	3 credits
MGT 4961	Entrepreneurial Experiences (MGT 4862)	3 credits
MGT 4962	Family Business Management (MGT 4867)	3 credits
MGT 4963	Entrepreneurial Start-ups (MGT 4861)	3 credits

Choose four courses from: **12 credits**
(In the event that a course is unavailable, contact a faculty advisor to secure approval for a substitution.)

CIS 3444	e-Business Technologies	3 credits
FIN 3610	Corporate Finance	3 credits
FIN 3620	Financial Management for Small Business and Entrepreneurs	3 credits

LAW 3102	Law of Business Organizations	3 credits
LAW 3106	Law and Entrepreneurship	3 credits
LAW 3302	The Law of Real Estate Transactions II	3 credits
LAW 3400	Law, Business and Sustainability	3 credits
MGT 3300	Management: A Behavioral Approach	3 credits
MGT 4400	Human Resource Management	3 credits
MGT 4420	The Management of Compensation	3 credits
MGT 4965	Leadership Development and Entrepreneurial Applications	3 credits
MGT 4966	Social Business: Social Networking for Entrepreneurs	3 credits
MGT 4967	Technology, Innovation, and Design in Entrepreneurship	3 credits
MGT 4968	Critical Conversations for Entrepreneurs: Selling and Negotiating	3 credits
MGT 4969	Social Entrepreneurship (MGT 4864)	3 credits
MGT 4970	Creating Entrepreneurial Communities	3 credits
MGT 4971	Women and Entrepreneurship	3 credits
MGT 4978	Intrapreneurship: Managing Ventures Within the Corporation (MGT 4863)	3 credits
MGT 4991	Special Topics in Entrepreneurship	1 credit
MGT 4992	Special Topics in Entrepreneurship	2 credits
MGT 4993	Special Topics in Entrepreneurship	3 credits
MGT 4994	Special Topics in Entrepreneurship	1.5 credits
MKT 3400	International Business Principles	3 credits
MKT 3600	Marketing Research	3 credits
MKT 3605	Consumer Behavior	3 credits
MKT 4151	Direct and Interactive Marketing	3 credits
MKT 4152	Direct Marketing II: Marketing and Managing the Creative Process	3 credits
MKT 4401	International Trade Financing	3 credits
MKT 4511	Marketing Channels	3 credits
MKT 4555	Internet Marketing	3 credits
MKT 4700	Business Marketing Management	3 credits
MKT 4910	Selling and Sales Management	3 credits
MKT 4912	Retail Management and Merchandising	3 credits

PAF 3015	Qualitative Studies of Communities	3 credits
PAF 3040	Information and Society	3 credits
PAF 3102	Economic Analysis and Public Policy	3 credits
PAF 3601	Programs, Policy and Evaluation Research	3 credits
PAF 3701	Building Cities: Markets and Government (RES 3650)	3 credits
PAF 4250	Nonprofit Housing Development (RES 4650)	3 credits
RES 3000	Real Estate Law and Institutions (LAW 3301)	3 credits
RES 3200	Property Investment and Financing	3 credits
RES 3300	Real Estate Valuation and Feasibility Study	3 credits
RES 3400	Real Estate Capital Markets	3 credits
RES 3550	Analytical Skills in Real Estate	3 credits
RES 3700	Real Estate Management	3 credits

Human Resource Management (HRM)

Required Courses **9 credits**

MGT 3300	Management: A Behavioral Approach	3 credits
MGT 3800	Management and Society	3 credits
MGT 4400	Human Resource Management	3 credits

Specialization Courses **15 credits**
Students must take five additional management courses, at least four of which are to be chosen from the following list:

MGT 4310	Organizational Design	3 credits
MGT 4330	Organizational Behavior: A Micro Perspective	3 credits
MGT 4340	Organizational Change	3 credits
MGT 4380	Management of Organizational Productivity	3 credits
MGT 4420	Management of Compensation	3 credits
MGT 4430	Employee Development and Training	3 credits
MGT 4460	Labor Relations and Collective Bargaining	3 credits
MGT 4475	Human Resource Metrics	3 credits
MGT 4480	Conflict Management Procedures	3 credits
MGT 4491	Special Topics in Human Resource Management	1 credit

MGT 4492	Special Topics in Human Resource Management	2 credits
MGT 4493	Special Topics in Human Resource Management	3 credits
MGT 4494	Special Topics in Human Resource Management	1.5 credits
MGT 4880	Management of Multinational Corporations	3 credits

The fifth specialization elective can be any Department of Management course or another course approved by a department advisor.

Operations Management (OM)

Required Courses **21 credits**

MGT 3300	Management: A Behavioral Approach	3 credits
MGT 3500	Introduction to Management Science (OPR 3450)	3 credits
MGT 3710	Operations Planning Systems	3 credits
MGT 3730	Analysis of Management Processes	3 credits
MGT 3800	Management and Society	3 credits
MGT 4500	Cases in Operations Management	3 credits
MGT 4551	Service Operations Strategy	3 credits

Specialization Elective **3 credits**

Students must take one elective course, to be selected in consultation with an advisor.

MGT 4591	Special Topics in Operations Management	1 credit
MGT 4592	Special Topics in Operations Management	2 credits
MGT 4593	Special Topics in Operations Management	3 credits
MGT 4594	Special Topics in Operations Management	1.5 credits

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The Minors*

Each minor consists of 9 credits.

Entrepreneurship (ENT)

MGT 3960	Entrepreneurship Management (MGT 3860)	3 credits

plus two of the following courses:

MGT 4961	Entrepreneurial Experiences (MGT 4862)	3 credits
MGT 4962	Family Business Management (MGT 4867)	3 credits
MGT 4963	Entrepreneurial Start-ups (MGT 4861)	3 credits
MGT 4970	Creating Entrepreneurial Communities	3 credits

Human Resource Management (HRM)

MGT 3300	Management: A Behavioral Approach	3 credits
MGT 4400	Human Resource Management	3 credits

plus any other 3-credit MGT course

Operations Management (OM)

MGT 3500	Introduction to Management Science (OPR 3450)	3 credits
MGT 3710	Operations Planning Systems	3 credits

plus any other 3-credit MGT course
*Optional second minors open only to students pursuing a major within the Zicklin School of Business.

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Minors for Non-Business Major

Students in the Weissman School of Arts and Sciences or in the School of Public Affairs who wish to take business courses may do so by declaring a minor in entrepreneurship or in human resources. Before declaring the minor, they must either complete BUS 1001 (1 credit) or have previously completed BUS 1000 (3 credits). To be awarded the minor, students must have a GPA of 2.0 or more in the courses included in the minor. Eligibility to declare such a minor is restricted to students who have an overall GPA of 2.0 or more at the time they declare the minor. Courses that apply to the minor may not be used for any other requirement. This minor does not fulfill the requirement to complete a Tier III minor.

Students must choose three courses (9 credits) from the following:

Entrepreneurship

MGT 3960	Entrepreneurship Management (MGT 3860)	3 credits

plus two of the following:

MGT 4961	Entrepreneurial Experiences (MGT 4862)	3 credits
MGT 4962	Family Business Management (MGT 4867)	3 credits
MGT 4968	Critical Conversations for Entrepreneurs: Selling and Negotiating	3 credits
MGT 4969	Social Entrepreneurship (MGT 4864)	3 credits

Human Resources
Psychology majors must take:

MGT 3120	Fundamentals of Management	3 credits
MGT 4400	Human Resource Management	3 credits

plus one of the following elective courses:

MGT 4420	The Management of Compensation	3 credits
MGT 4430	Employee Development and Training	3 credits
MGT 4460	Labor Relations and Collective Bargaining	3 credits
MGT 4480	Conflict Management Procedures	3 credits

Other non-business majors take:

MGT 3120	Fundamentals of Management	3 credits
MGT 3300	Management: A Behavioral Approach	3 credits
MGT 4400	Human Resource Management	3 credits

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Courses

Courses in Management (MGT)

MGT 3120	Fundamentals of Management	3 credits
MGT 3121	Service Operations Management	3 credits
MGT 3300	Management: A Behavioral Approach	3 credits
MGT 3500	Introduction to Management Science	3 credits
MGT 3710	Operations Planning Systems	3 credits
MGT 3730	Analysis of Management Processes	3 credits
MGT 3800	Management and Society	3 credits
MGT 3960	Entrepreneurship Management	3 credits
MGT 4091	Special Topics in Management	1 credits
MGT 4092	Special Topics in Management	2 credits
MGT 4093	Special Topics in Management	3 credits
MGT 4094	Special Topics in Management	1.5 credits
MGT 4310	Organizational Design	3 credits

MGT 4330	Organizational Behavior: A Micro Perspective	3 credits
MGT 4340	Organizational Change	3 credits
MGT 4380	The Management of Organizational Productivity	3 credits
MGT 4400	Human Resource Management	3 credits
MGT 4420	The Management of Compensation	3 credits
MGT 4430	Employee Development and Training	3 credits
MGT 4460	Labor Relations and Collective Bargaining	3 credits
MGT 4475	Human Resource Metrics	3 credits
MGT 4480	Conflict Management Procedures	3 credits
MGT 4500	Cases in Operations Management	3 credits
MGT 4510	Operational Systems Management	3 credits
MGT 4515	Dynamic Systems Management	3 credits
MGT 4550	Managerial Decision Making	3 credits
MGT 4551	Service Operations Strategy	3 credits
MGT 4560	Management Information Systems I	3 credits
MGT 4750	Materials Management	3 credits
MGT 4760	Facilities Management	3 credits
MGT 4780	Quality Assurance Management	3 credits
MGT 4815	Management of Community Organizations	3 credits
MGT 4845	Contemporary Management Problems	3 credits
MGT 4880	Management of Multinational Corporations	3 credits
MGT 4961	Entrepreneurial Experiences	3 credits
MGT 4962	Family Business Management	3 credits
MGT 4963	Entrepreneurial Startups	3 credits
MGT 4965	Leadership Development and Entrepreneurial Applications	3 credits
MGT 4966	Social Business: Social Networking for Entrepreneurs	3 credits
MGT 4967	"Technology, Innovation, and Design in Entrepreneurship"	3 credits
MGT 4968	Critical Conversations for Entrepreneurs: Selling and Negotiating	3 credits
MGT 4969	Social Entrepreneurship	3 credits
MGT 4970	Creating Entrepreneurial Communities	3 credits

MGT 4971	Women and Entrepreneurship	3 credits
MGT 4978	Entrepreneurship: Managing Ventures Within the Corporation	3 credits
MGT 5110	Management Internship	3 credits
MGT 3120H	Hon Fund of Mgt	3 credits
MGT 3121H	Hon Serv Opr Mgt	3 credits
MGT 3300H	Hon Mgt Behavior	3 credits
MGT 3960H	Entrepreneurship Management Honors	3 credits
MGT 6001H	Hon Management I	3 credits
MGT 6002H	Hon Management II	3 credits

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