

MAN: MANAGEMENT

Courses

	Credit(s)	Contact	Lab
MAN 2021. PRINCIPLES OF MANAGEMENT. PRINCIPLES OF MANAGEMENT Prerequisite: GEB 1011 or GEB 1136 or ECO 2013 or ECO 2023 This course is a study of the essentials of operational management and how to apply these principles in the dynamic world of business. It covers the functions of management through a basic understanding of planning, organizing, staffing, directing and controlling. This course will study traditional and e-business operations.	3	3	0
MAN 2300. INTRODUCTION TO HUMAN RESOURCES MANAGEMENT. INTRODUCTION TO HUMAN RESOURCES MANAGEMENT The course is an overview of the field of human resources management. The role of the human resources department will be emphasized with particular attention being focused upon the importance of the supervisors and executives. This course will discuss business in the traditional and the electronic environment.	3	3	0
MAN 2934. SELECTED TOPICS IN MANAGEMENT. SELECTED TOPICS IN MANAGEMENT For students interested in discussion, exploration and observation of special topics in management. Multiple credit course. May be repeated for a maximum of 9 credit hours but grade forgiveness cannot be applied.	1-3	variable	
MAN 2941. INTERNSHIP EXPLORATION IN BUSINESS (MANAGEMENT). INTERNSHIP EXPLORATION IN BUSINESS (MANAGEMENT) Prerequisites: Satisfactory completion of all mandated courses in Reading, Mathematics, English and English for Academic Purposes; a minimum 2.0 institutional or overall GPA; and 12 credits, including GEB 1011. The Program Director/Program Chair/Program Coordinator or Internship Placement Office has the discretion to provide override approval as it relates to the waiver of required program/discipline-related courses. This course is a planned work-based experience that provides students with supervised career exploration activities and/ or practical experiences. Each earned credit of internship requires a minimum of 80 clock hours of work. Multiple credit course. May be repeated for credit, but grade forgiveness cannot be applied. (Internship Fee: \$10.00).	1-4	variable	
MAN 2942. INTERNSHIP IN BUSINESS (MANAGEMENT). INTERNSHIP IN BUSINESS (MANAGEMENT) Prerequisites: Satisfactory completion of all mandated courses in reading, mathematics, English and English for Academic Purposes; a minimum 2.0 institutional or overall GPA; and 12 credits, including GEB 1011 and MAN 2021. The Program Director/Program Chair/Program Coordinator or Internship Placement Office has the discretion to provide override approval as it relates to the waiver of required program/discipline-related courses. This course is a planned work-based experience that provides students with supervised career exploration activities and/ or practical experiences. Each earned credit of internship requires a minimum of 80 clock hours of work. Multiple credit course. May be repeated for credit, but grade forgiveness cannot be applied. (Internship Fee: \$10.00).	1-4	variable	

MAN 3240. PRINCIPLES OF ORGANIZATIONAL BEHAVIOR. 3 3 0

PRINCIPLES OF ORGANIZATIONAL BEHAVIOR Prerequisite: Admission to the B.A.S degree in Business and Organizational Leadership This course provides students with an overview of the concepts of individual, group, and organizational behavior so they may envision how they will fit into organizations and be successful in leadership roles. Students will develop an understanding of the foundations of Organizational Behavior through the self-discovery of their own personalities, preferences, abilities, and learning styles. Students will apply skills such as motivation, goal setting, and decision making processes to work scenarios/situations with an emphasis on understanding how personality, values, and attitude impact the culture and productivity of an organization.

MAN 3353. MANAGEMENT THEORY AND PRACTICES. 3 3 0

MANAGEMENT THEORY AND PRACTICES Prerequisite: Admission to the B.A.S degree in Business and Organizational Leadership This course is a study of basic concepts and theories of management. The functional roles and processes for planning, leading, organizing, and controlling are emphasized. Other topics covered include, but are not limited to, team development, leadership, strategic development, decision making, ethics, diversity, and globalization.

MAN 4120. LEADERSHIP CHALLENGES AND SUPERVISION. 3 3 0

LEADERSHIP CHALLENGES AND SUPERVISION Prerequisite: Minimum grade of C in MAN 3353 and MAN 3240 This course is a study of leadership in relation to group dynamics and team building. Students will learn strategies, tools, and techniques necessary for leadership success in the team environment. Other topics covered include, but are not limited to, leadership theories, decision making, ethics, and change management.

MAN 4162. CUSTOMER RELATIONS FOR MANAGERS. 3 3 0

CUSTOMER RELATIONS FOR MANAGERS Prerequisite: Admission to the B.A.S degree in Business and Organizational Leadership This course is a study of customer relations, which is key to understanding customer motivation. Topics covered include, but are not limited to, building and maintaining relationships, communication skills, and developing a service culture.

MAN 4301. HUMAN RESOURCE MANAGEMENT. 3 3 0

HUMAN RESOURCE MANAGEMENT Prerequisite: Admission to the B.A.S degree in Business and Organizational Leadership This course is a study of the functions of human resource management including recruitment, selection, benefits and compensation, performance evaluation, development of employees and formulation of human resource procedures. The strategic role of human resources and current issues will be discussed.

MAN 4504. OPERATIONAL DECISION MAKING. 3 3 0

OPERATIONAL DECISION MAKING Prerequisite: Minimum grade of C in MAR 3023 This course is a study of operational decision-making techniques to improve the processes and productivity in organizations. Topics will include, but are not limited to, quality and outcomes, efficiency, forecasting, work-flow processes, inventory control, design of goods and services, waiting lines, critical path, and managing a project.

MAN 4720. STRATEGIC MANAGEMENT 3 3 0
CAPSTONE.

STRATEGIC MANAGEMENT CAPSTONE Prerequisite: Minimum grade of C in ACG 3024 and FIN 3402. Prerequisite or Co-requisite: Minimum grade of C in MAN 4120 and MAN 4162. This course is the culminating course for Business Administration students and is designed to integrate and apply the knowledge and information learned in previous business courses. The primary focus will be upon strategic management principles and business policy through the use of case studies and other assessment tools. Students will develop the capacity to think strategically about an organization with the goal of achieving a sustainable competitive advantage.