MANAGEMENT, BS

Management majors are typically interested in introductory management training programs such as learning how to start a business, understanding the workings of health care organizations and gaining insight into how human resources work in organizations.

Faculty Advisor: Dr. James E. King

The management major provides students the opportunity to develop analytical and interpersonal skills that create value for any enterprise. Students learn to efficiently organize and use the organization’s assets, especially its human assets, in a manner appropriate to 21st century enterprises. Students develop their skills and talents through 27 hours of coursework, including one foundational course, “Leadership and Ethics," and a collection of eight courses within one specialized area, or specialization. The three specializations that may be applied toward the management major are entrepreneurship, health care analytics and human resource management. These specializations provide students with the in-depth knowledge and experiences necessary to compete in today’s complex marketplace. Many graduates secure careers in such fields as corporate development, family business, health care management, human resource management and corporate communication. Others choose to continue their education by attending some of the best graduate programs in the nation.

Hours

Requirements

MGT 320 Leadership and Ethics  3

Credit Hours Subtotal:  3

Specialization

Select one of the following specializations:  24

Entrepreneurship
Health Care Analytics
Human Resource Management

Credit Hours Subtotal:  24

Total Hours  27

Specializations

Faculty Advisor: Dr. Louis D. Marino

The mission of the entrepreneurship focus area in the management major is to equip students with the knowledge, skills and abilities necessary to identify and evaluate opportunities, and then to capitalize on these opportunities by innovating within existing firms or founding new ventures. Students in this focus area will work closely with faculty and experienced entrepreneurs to gain hands-on experience in key activities necessary to build sound business models and acquire critical resources as they innovate and create profitable enterprises. Above all, this focus is for those special students who wish to be leaders and have a passion for starting something.

Entrepreneurship

This Specialization may be applied toward the Management Major.

MGT 386 Foundations of Entrepreneurship  3
MGT 387 Creating, Recognizing, Evaluating and Pitching Opportunities  3
MGT 388 Starting, Growing, and Harvesting New Ventures  3
MGT 481 New Venture Finance  3

Capstone Experience - select one:  6
Small Business Management and Consulting
MGT 484 Small Business Management
MGT 486 Small Business Consulting

New Product Development

MGT 483 Technology Commercialization
MKT 410 Managing Innovation

Electives - select two of the following:  6
EC 410 Law And Economics
FI 331 Principles of Real Estate
HCM 360 Introduction to Health Systems
IBA 350 Introduction to World Business
IBA 460 Export/Import Management
LGS 407 Real & Personal Property
MGT 301 Intro to Human Resources Management
MGT 310 Practicum in Management
MGT 322 Effective Negotiations
MGT 406 Family Business Management
MGT 412 Management Presentations
MGT 421 Corporate Entrepreneurship & Innovation
MGT 452 Project Management Communication
MKT 321 Retail Management
MKT 337 Personal Selling
MKT 376 Services Marketing
MKT 411 Supply Chain Management
OM 427 Purchasing and Sourcing

Total Hours  24

Faculty Advisor: Dr. Marilyn V. Whitman

The health care analytics specialization provides undergraduate students with the skills to meet the complex needs of healthcare organizations. Students in the healthcare analytics specialization learn how to harness data, process the data and produce evidence-based decisions. The daunting challenges confronting healthcare organizations today will require smarter, more informed decisions driven by data to improve outcomes and offer the value that market dynamics, governmental regulations and consumers demand. The eight-course sequence aims to develop analytics competencies in our students to prepare them for entry-level analyst positions in a variety of healthcare settings.

Health Care Analytics

This Specialization may be applied toward the Management Major.

HCM 360 Introduction to Health Systems  3
HCM 361 Healthcare Finance and Reimbursement  3
HCM 362 Health Information Systems  3
HCM 463 Healthcare Systems Improvement  3
HCM 464 Healthcare Data Mining  3
HCM 465 Healthcare Analytics Projects Course  3
MGT 452 Project Management Communication  3

Select one of the following:  3
HCM 492 Internship
Management, BS

<table>
<thead>
<tr>
<th>Course</th>
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<th>Hours</th>
</tr>
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<tbody>
<tr>
<td>MGT 301</td>
<td>Intro to Human Resources Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 310</td>
<td>Practicum in Management</td>
<td></td>
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<td>MGT 386</td>
<td>Foundations of Entrepreneurship</td>
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<tr>
<td>MGT 412</td>
<td>Management Presentations</td>
<td></td>
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<tr>
<td>MGT 422</td>
<td>Leadership Communication</td>
<td></td>
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<tr>
<td>OM 310</td>
<td>Introduction to Management Science</td>
<td></td>
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<td></td>
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<td>24</td>
</tr>
</tbody>
</table>

Faculty Advisor: Dr. James E. King

The human resource management specialization develops student skills for the effective management of human resources in organizations. The six-course curriculum trains students to strategically address human resource issues to improve organizational performance. The curriculum is aligned with Society for Human Resource Management (SHRM) curriculum guidelines and prepares students to pass the SHRM Assurance of Learning certification exam.

Human Resource Management

This Specialization may be applied toward the Management Major.

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<td>3</td>
</tr>
<tr>
<td>MGT 431</td>
<td>Employee Recruitment, Selection, and Placement</td>
<td>3</td>
</tr>
<tr>
<td>MGT 432</td>
<td>Employee Relations</td>
<td>3</td>
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<tr>
<td>MGT 433</td>
<td>Compensation and Performance Management</td>
<td>3</td>
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<tr>
<td>MGT 434</td>
<td>Training and Development</td>
<td>3</td>
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<tr>
<td>MGT 437</td>
<td>Strategic Human Resource Management</td>
<td>3</td>
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<tr>
<td></td>
<td>Select two of the following:</td>
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</tr>
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<td>MGT 322</td>
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<td>MGT 420</td>
<td>Organizational Change</td>
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</table>

The types of jobs available to our graduates include entry level positions, supervisory jobs, foremen, team leaders and middle and upper management. Those with a master’s degree may obtain careers in human resources or international management, or start their own business. Ph.D. degrees usually take on academic positions such as assistant professor, associate professor and professor.

Types of Jobs Accepted

management trainees, business owner, assistant administrator, assistant manager, customer service rep, patient flow specialist and recruiter

Jobs of Experienced Alumni

Experienced Alums currently hold the following types of positions: chief executive officer, chief financial officer, owner of own business, vice president of people, director of human resource management and health care administrator, to name a few. At the doctoral level, alums obtain professorial positions.