

MANAGEMENT (MGMT)

MGMT 10300 Minicourses in Management (NLA)

Block courses on topics of current interest to faculty and students. May be repeated up to a maximum of three credits with different selected topics. Prerequisites: As appropriate to topics; not open to students with junior or senior standing. (IRR)

1.5 Credits

MGMT 10301 Minicourses in Mgmt (NLA)

Block courses on topics of current interest to faculty and students. May be repeated up to a maximum of three credits with different selected topics. Prerequisites: As appropriate to topics; not open to students with junior or senior standing. (IRR)

1.5 Credits

MGMT 10302 Minicourses in Management (NLA)

Block courses on topics of current interest to faculty and students. May be repeated up to a maximum of three credits with different selected topics. Prerequisites: As appropriate to topics; not open to students with junior or senior standing. (IRR)

1.5 Credits

MGMT 10303 Minicourses in Mgmt (NLA)

Block courses on topics of current interest to faculty and students. May be repeated up to a maximum of three credits with different selected topics. Prerequisites: As appropriate to topics; not open to students with junior or senior standing. (IRR)

1.5 Credits

MGMT 10304 Management Minicourse: Women in Business (NLA)

This course includes lectures, readings and guest speakers, which will help us to explore present-day findings of women in corporate and entrepreneurial settings. Topics will include current research of women in business, leadership development, family/life balance, mentorship, network influence and ultimately gender differences in the workplace. Open only to Business Administration majors. (IRR)

Attributes: WGS

1.5 Credits

MGMT 10305 Minicourse in Management (NLA)

Block courses on topics of current interest to faculty and students. May be repeated up to a maximum of three credits with different selected topics. Prerequisites: As appropriate to topics; not open to students with junior or senior standing. (IRR)

1.5 Credits

MGMT 11100 Introduction to Business (NLA)

Overview of the world of business, its management, and its economic, political, and social environment. Particular note is taken of the areas of finance, accounting, personnel, production/operations, marketing/sales, and their interdependence. Not available to declared business majors. (Y)

3 Credits

MGMT 20600 Organizational Behavior and Ethics (LA)

Exposes students to two major areas of inquiry: 1) how to successfully manage life at work, and 2) how to apply ethical concepts/tools related to the management of organizations. In doing so, it investigates ethical theories and their application in the workplace, as well as topics on how individuals and groups act within the organizations where they work including: employee attitude development, personality, motivation, group structure and dynamics, leadership, decision-making, and job design. Sophomores who have not taken the prerequisites may take the course with permission of the Dean. Prerequisites: Two courses in business (SMGT, BINT, ACCT, FINA, GBUS, INTB, MKTG, or MGMT), or ECON. (F,S,Y)

4 Credits

MGMT 21300 Hidden Entrepreneurs (NLA)

Hidden Entrepreneurs is the study of unique and unexpected entrepreneurs and how their entrepreneurial spirit helps drive American business at so many levels. Unwinding the general public's modern-day conception of "entrepreneurs", this course focuses on a variety of businesses and business people that embody the concept of entrepreneurship in different ways and forms. Some entrepreneurs are groups within larger companies, while some are in government agencies. Some are unexpected and each one is unique - yet all bonded together by a common passion. (S,Y)

3 Credits

MGMT 21400 Startup Tactics: From Accounting to Zoning, Tactical Considerations When Starting a New Company (NLA)

Study the tactics for running a new business venture's day to day activities in an interactive, hands-on way. Learn how to incorporate a business, raise money, hire a lawyer, run a board meeting, do a marketing campaign, negotiate a contract, hire and fire employees, and many more skills. Understand how to execute on the actions necessary for a well-run startup to set and achieve its goals. (S,Y)

3 Credits

MGMT 22500 Business Models and the Art of Profitability (NLA)

Learn the design and economic drivers for over 30 unique business models, and how to identify them when you learn about a new company. Develop the capability to understand what business model a company is currently using, and how to assess whether they should modify their business model. Discuss and debate business model similarities and difference in an interactive classroom environment. (F,Y)

3 Credits

MGMT 23000 Entrepreneurial Innovation (NLA)

Learn how to generate ideas for a new business venture. Once that list of great business ideas is created, analyze and validate which idea is most worthy of pursuing. Succinctly communicate this validated business idea in order to attract customers, investors, partners, and employees. The class is hands-on and real world focused. As has happened in past semesters, students will go on to launch real companies. (F,Y)

3 Credits

MGMT 23500 Ideas into Action: Launching your Business Idea (NLA)

Launch your own entrepreneurial business by applying the best practices in starting new companies to your business idea. Learn the methodology of how to do quality Customer Discovery to best understand your customer's needs, and then design a business model for how to best succeed. Plan and communicate your business model in a business pitch to experienced and successful alumni and community entrepreneurs. Prerequisites: MGMT 23000. (S,Y)

3 Credits

MGMT 26000 Business Analytics and Technology I (NLA)

Concepts and principles of business data analytics and the role analytics plays in business management. The focus is on business data analytics techniques. Students will use up-to-date data analytic tools and must demonstrate proficiency in the use of these tools as part of the course requirement. Prerequisites: MATH 14400 or MATH 14500 or PSYC 20700. (F,S,Y)

2 Credits

MGMT 29800 ITHACON: Promoting and Managing Conventions (NLA)

The course will use the creation, implementation, and assessment of the long-running, annual pop culture ITHACON event to help students learn about trade shows and conventions. Students will be exposed to event studies theory and techniques and be provided with a unique hands-on experience. The course will also focus on analysis and advance planning for the next iteration. Students will also learn about the entrepreneurial world of entertainment, publishing, and pop culture. (S,Y)

3 Credits

MGMT 30500 Data-Driven Management Decisions (NLA)

Managers are frequently given business advice whose validity is seldom questioned. This course sheds light on this process by helping students develop solid analytic practices using data from surveys and interviews. The goal is to improve students' ability in assessing the quality of knowledge derived from management research. Students evaluate the validity of managerial reports, learn to exercise caution in accepting research conclusions, get experience with basic analytic techniques, and craft stories based on data they have analyzed. Prerequisites: MGMT 20600; MATH 14400, MATH 14500, or PSYC 20700. (S)

3 Credits

MGMT 31200 Leadership and Collaboration (LA)

This course focuses on the nature of leadership and power dynamics in modern organizations. This course develops students' abilities to create and use sources of power and to create a climate for leadership and change. In addition, the course provides a survey of methods to sustain and develop both personal and organizational power, including the network-building and conflict-handling skills needed to manage the increasingly pluralistic interests found in organizations. This course develops students' abilities to motivate human resources, facilitate team building, and guide organizational change. Prerequisites: MGMT 20600 or both PSYC 31600 and PSYC 33400. (F,Y)

3 Credits

MGMT 34000 Human Resource Management (NLA)

This survey course provides an overview of human resource policies and procedures within the context of managerial decision making in organizations. Primary topics include human resource planning and analysis, equal employment opportunity, staffing, human resource development, compensation and benefits, health and safety, and labor-management relations. Prerequisites: Three courses in business or social sciences; junior standing. (Y)

3 Credits

MGMT 34500 Operations Management (NLA)

An introduction to operations management for managing the resources (including people, facilities, inventories, processes, and systems) that create value (in the form of a product or a service) for an organization.

Prerequisites: MATH 10400, MATH 10800, or MATH 11100 and MATH 14400, MATH 14500, or PSYC 20700. (F,S,Y)

2 Credits

MGMT 36500 Intermediate Business Analytics (NLA)

Provides the background and skills necessary to analyze data, including big data, in support of decision making in the business environment. The following topics will be covered: foundations of business analytics, descriptive analytics, predictive analytics, and prescriptive analytics. Computer-based tools will be incorporated throughout the course and selected for their applicability to business applications, but the analytical foundation will be the spreadsheet and, to a lesser extent, the database. Students will develop expertise in database technology to the point at which forms and reports can be created and generated, and advanced spreadsheet technologies to include use of dashboards. Prerequisites: MGMT 26000. (S, Y)

3 Credits

MGMT 39100 Managing for Sustainability (NLA)

Examines the challenge of maintaining sustainable business strategies while meeting the needs of various stakeholders. Will investigate various models of business sustainability and how to integrate sustainability concerns into managerial functions. Prerequisites: MGMT 20600. (IRR)

3 Credits

MGMT 39700-39705 Selected Topics in Management (NLA)

Topics of current interest to faculty and students. Experimental courses are offered under this number and title. May be repeated for credit for different selected topics. Offered on demand only. Prerequisites: As appropriate to topics; junior standing. (IRR)

Attributes: UND

1-3 Credits

MGMT 39706 ST: Management (NLA)

Topics of current interest to faculty and students. Experimental courses are offered under this number and title. May be repeated for credit for different selected topics. Offered on demand only. Prerequisites: As appropriate to topics; junior standing. (IRR)

1-3 Credits

MGMT 42100 Strategic Management (NLA)

Deals with upper-level management skills and attitudes as they encompass all basic business fields. Stresses the integration of the various disciplines studied and the opportunity to develop managerial decision-making abilities. Students will utilize professional communication and teamwork skills. Open only to students in the School of Business. Prerequisites: ACCT 22600; MGMT 20600; FINA 31100; MKTG 31200; MGMT 34500. (F,S,Y)

Attributes: CP

3 Credits

MGMT 45100 Small Business Seminar I (NLA)

Introduction to the concepts and principles of small business management. Case study analysis will lead to practical understanding and application of management concepts. Prerequisites: Upper-level standing, permission of instructor. (F,IRR)

3 Credits

MGMT 46000 Leading Organizational Change (NLA)

Capstone course for the management concentration. In-depth examination of the nature, strategies, models, and intervention activities associated with planned change efforts for organizational improvement. Students build on previous knowledge of organizational structure and processes through independent readings and research, culminating in a challenging team-consulting experience in an ongoing organization. Prerequisites: MGMT 31000 or MGMT 31200, management elective from approved list; senior standing. (S,Y)

3 Credits

MGMT 48100 Advanced Decision Making with Analytics (NLA)

Course provides a multidisciplinary perspective on analytics, applying a wide range of techniques in diverse settings. Students will employ basic statistical tools (tabulation, hypothesis testing, correlation) in a variety of new applications as well as some new tools used for prediction (decision trees, neural networks, logistic regression) and clustering. All content and exercises will be based on large data sets ("big data") and use appropriate state-of-the-art software for data analysis. Emphasis will also be placed on visualization and reporting results. Prerequisites: MATH 24600; MGMT 36500. (S,Y)
3 Credits

MGMT 49600 Negotiations (NLA)

Negotiation is the science of securing agreements between two or more interdependent parties. The central issues of this course deal with understanding the behavior and relationships of managers, departments/units, and organizations in a business setting. The course is designed to build a negotiation skill-set that can be applied to a broad set of situations in organizations. In this light, a range of cooperative and competitive situations will be examined. A basic premise of the course is that while you need analytic skills to discover optimal solutions to problems, a broad array of skills are needed for these solutions to be accepted and implemented. The course will allow participants the opportunity to develop these skills experientially and to understand useful analytic frameworks. Considerable emphasis will be placed on simulations, role plays, and cases. Prerequisites: Junior standing. (S,Y)
3 Credits

MGMT 49700-49704 Selected Topics in Management (NLA)

Topics of current interest to faculty and students. Experimental courses are offered under this number and title. May be repeated for credit for different selected topics. Offered on demand only. Prerequisites: As appropriate to topics; junior standing. (IRR)
1-3 Credits

MGMT 49714 ST: Management (NLA)

Topics of current interest to faculty and students. Experimental courses are offered under this number and title. May be repeated for credit for different selected topics. Offered on demand only. Prerequisites: As appropriate to topics; junior standing. (IRR)
1-3 Credits

MGMT 49800 Internship with Academic Enhancement (NLA)

Off-campus experience involving varied, nonroutine work projects designed to allow students to synthesize academic theory with real-world operations of an organization. Primary responsibility is on the student to develop a project proposal and then carry out its requirements in conjunction with a faculty sponsor. Internship credit falls under the business elective category in the degree requirements. A maximum of may be earned in any combination of internship (ACCT/FINA/INTB/MGMT/MKTG 49800) and BINT 39800. Prerequisites: Senior standing; completion of appropriate principles course; a minimum cumulative GPA of 2.70; Business-Link Professions Workshops 1,2,3; completion of School of Business internship application and permission of instructor. Pass/fail only. (F, S, SUM, W)
1-6 Credits

MGMT 49900 Independent Study: Management (NLA)

This course allows students to work with faculty on an individual basis, focusing on a topic of interest to both the student and faculty. The content of the course, coverage, delivery format, and the method of determining grades will be mutually agreed upon and must be included in the course proposal submitted along with the independent study form for approval by the dean. Guidelines are available in the School of Business dean's office. A variable amount of credit may be earned toward the degree. Students must have a 3.00 cumulative grade point average and must have completed at least in the subject matter. Prerequisites: Dean permission. (B,F,S,IRR,U,Y)
1-3 Credits