

## What is Management?

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In today's business environment, management requires more than the ability to motivate and supervise personnel. Managers make critical and ethical decisions every day that affect a broad range of stakeholders, and they take the lead on complex projects at both the organizational and operational levels. Being a manager also requires the ability to create strength in an organization by adopting sustainable practices and fostering cooperative relationships with the workforce, the government and the community as well as with other organizations. Our comprehensive management program prepares students to take a managerial role in any business organization, of any size and in any industry.

### Why study Management at the Palumbo - Donahue School of Business?

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The Management program at the Palumbo-Donahue School of Business provides students with the knowledge and skills needed to:

- Analyze complex business situations and make ethical decisions that lead to a high level of corporate financial and social performance;
- Motivate and manage people and communicate the knowledge of how to do so to others;
- Create sustainable policies and practices that benefit business organizations and society;
- Develop cooperative relationships with multiple stakeholders, particularly with all levels of government; and
- Become a leader in business organizations and the community.
- Teach students human resource management skills for enhancing competitive advantage.
- Nurture entrepreneurial mindset among students for becoming creative leaders in organizations.

### Career Prospects

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Our Management major provides students with a large number of potential career paths. Nearly every area of business needs individuals who are well prepared to manage people, projects and organizations. Therefore, when the Management major is coupled with a solid background in a functional area of business, it can be an excellent start for a management position in retail sales, financial services, purchasing or information systems, as well as the more traditional human resource management positions.

Today, businesses offer numerous entry-level positions for management trainees. In particular, they seek individuals with a solid background in management skills, such as decision-making and personnel, project, or organizational management. In addition, some industries or services seek managers for positions such as government staff managers, compliance managers, health service managers and human resource managers.

### Management as a Value-Added Second Major

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Our Management major is designed to be an excellent companion with any other major or minor offered in the Palumbo-Donahue School of Business. The courses in the Management major also complement the functional areas of study offered by other business school departments, such as Marketing, Information Systems, Supply Chain Management, Finance and Accounting. A student who is completing another major only needs to complete the six required courses for a major in Management (the two elective Management courses are satisfied by the courses completed in the student's other major).

*(continued on reverse)*

## Courses

Course	Prerequisites	Semesters Offered
<b>BUSINESS CORE COURSES (48 Credits)</b>		
<b>REQUIRED COURSES (18 Credits)</b>		
MGMT 364W Critical Managerial Decision Making	STAT 285 with a C or better MGMT 261	Fall
MGMT 365 Global Business, Government and Society	MGMT 261	Spring
MGMT 366W Behavior in Organizations	MGMT 261	Spring
MGMT 451 Foundations in Leadership	MGMT 261 and 366W	Fall
MGMT 460 Strategic Human Resource Management	MGMT 365	Fall
MGMT 456 Strategic Project Management	MGMT 364W and 365	Spring
<b>ELECTIVES (6 Credits)</b>		
MGMT 452 Leadership in Teams	MGMT 261 and 366W	Fall
MGMT 455 Sustainable Enterprise	MGMT 261 and 366W	Spring
BLAW 461 Employment Law	BLAW 251 with a C or better	Fall
MGMT 462 Social Entrepreneurship	MGMT 365	Spring
MGMT 463 Honors Thesis in Management	Senior standing; completion of four of the six required major courses and a minimum GPA of 3.5 in major courses	Spring
BUAD 401 Business Administration Internship	60 credits & two major courses completed	Fall, Spring, Summer

## Recommended Sequence

<b>Junior Year</b>	<b>Fall Semester</b>	<b>Spring Semester</b>
	368W Business Ethics 364W Critical Managerial Decision Making	365 Global Business, Government and Society 366W Behavior in Organizations
<b>Senior Year</b>	451 Foundations of Leadership 460 Strategic Human Resource Management Elective	456 Strategic Project Management Elective

*Special Notes:* The electives can be dropped from this major when paired with a second major or a minor. Only one internship may be counted as a Management major elective.

## Graduation Requirements

Students must earn a minimum overall GPA of a 2.0.

### A Minor in Management (15 credits)

Students can earn a minor in Management by completing MGMT 261 (from the Business Core) plus four additional MGMT courses at 300 level or higher.

**It is the responsibility of the student to know both University-wide graduation requirements and those of the major field of study and to meet all requirements satisfactorily for graduation.**

This information is subject to change and this publication cannot be considered an agreement or contract between the individual and the School. Palumbo-Donahue School of Business reserves the right to alter or amend the terms, conditions and requirements and to eliminate courses as necessary. Students should consult on a regular basis with their advisor for specific information related to their major and/or minor requirements. Rev.07/18