MGMT 3110-001
Introduction to Management
Arthur Worthington
MWF 8:30-9:45
Spring 2006

Objectives: As an introductory course in management, students will receive an in-depth review of the process of management so that they can comprehend the functions of management and describe the work of managers. To provide students with an understanding of the critical importance of management to the success of all organizations. To facilitate the development of the student's problem solving and analytical abilities in solving complex managerial problems. To become acquainted with recent and relevant research in the field of management.

Course Content: This course has a major focus, the study of the basic managerial functions of planning, organizing influencing, and controlling resources to reach objectives, the inter-relatedness of the parts of an organization and the role of the manager in the total organizational system are stressed.

Prerequisites: Not open to Freshmen.

Attendance: MANDATORY.

Class Format: Lecture, group discussion.


Papers/Projects: 5 written reports and oral presentations.

Evaluation:  
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<td>Exam 1</td>
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<td>Exam 3</td>
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<td>Written Assignments</td>
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MGMT 3110-001  
Intro to Management, W2  
Michael Scales  
TR 10:30-12:20  
Spring 2006

Objectives: This course introduces the essentials of management as they apply in today’s work environment. Through the explanation of modern concepts and historical theories, students obtain a solid foundation in organizational management. Business ethics, innovative technologies and diverse workforces are also addressed.

Course Content: What is management? What is an organization? Understanding and describing the role of a manager in today’s work environment. Ethical Management. Management Functions. Developing Organizational Structure. Leadership and Teamwork

Prerequisites: Juniors and Seniors only.

Attendance: Required

Class Format: Group case studies, lectures, videos and discussions.


Evaluation: Exams, research papers, presentations, quizzes and class participation.
MGMT 3110-006
Introduction to Management
Pedro Santana
Sat 8:15-12:05
Spring 2006

Course Content: An in-depth discussion and analysis of management theory, concepts, and current practices. Students will be examining the functions of managers in today’s business environment, both internal as well as external. The study of the basic managerial functions of planning, organizing, influencing and controlling as well as twenty-first century management issues will be discussed.

Prerequisites: Not open to Freshmen

Attendance: Required

Class Format: Lecture, discussion, video presentation, midterm, and final, project, case studies and article reviews.


Evaluation: Midterm exam, final exam, term project, article reviews, case studies, attendance and class participation. Note – no incomplete grades (I) will be given.
Objectives: To acquaint the student with the vast range of techniques and responsibilities in modern Human Resource Management within private sector business. To develop increased awareness of some of the more significant research & literature available in the area of Personnel/Human Resource Mgmt. To develop the ability to improve communication skills, both verbal and non-verbal, intuitive and analytical thinking and research ability through participating class discussion and oral and written assignments.

Course Content: This course focuses on organizational policies and practices for managing people. Topics include human resources planning, staffing, development and training, compensation and benefits, labor legislation and collective bargaining, job analysis and design, and the legal aspects of personnel management.

Prerequisites: MGMT 3110 - Introduction of Management.

Attendance: Important and encouraged.

Class Format: Lecture, group discussion.


Papers/Projects: Three written reports and oral presentations. Term project - formal written presentation.

Evaluation:

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<td>Team Debates</td>
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<td>Exam 3 (final)</td>
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MGMT 3123-001
Management Skills Development W2
Diane Holtzman
TR 6:00-7:50
Spring 2006

Course Content: This course is designed to help students improve and develop management skills i.e. personal skills, interpersonal skills, and managerial skills. The course focuses on the active involvement of participants. As a result, the course is structured in a highly experiential format. Most class periods will be spent in practice exercises, structured interaction, and student involvement.

Prerequisites: MGMT 3110. W2

Attendance: Required.

Class Format: Structured interaction, student involvement, group work.

Laboratory/Field Experience: Incorporation of service learning component within the semester.

Readings: Texts, to be announced, handouts, library and internet research

Papers/Projects: W2 course. Research/Interview “Project with a Manager”; Write a reflective journal based on results of self-assessment exercises as assigned from assessment disk; write a series of business letters/resume; write a series of performance appraisals based on a case study; analyze case studies on conflict management and write recommended strategies for resolution; write responses to managerial simulations as presented on the Manager’s Workshop disk; complete a video project of interviewing as job applicant and as interviewer and write an evaluation of the interviewing process.
Evaluation: Written assignments, oral presentations, and submission of a portfolio of class projects.
Objectives: Understanding and applying entrepreneurial decision making skills to the art and science of business development, management and sustainable growth. The primary aim of this course will be to develop problem solving techniques and skills in the field of entrepreneurship and business planning. The student will be encouraged to develop an entrepreneurial way of thinking applied to the macro- and micro- business and managerial environment and enterprise.


Class Format: Videos and textbook assignments.

Papers/Projects: Three short papers.

Evaluation: Three exams.
Objectives: The objective of this course is to bring students up-to-date on the latest advances in management thinking.

Course Content: This course will explore advanced topics in management that are beginning to define the preferred management systems for the twenty-first century. Explorations will focus on systems thinking, business process management, supply chain management, enterprise resource planning, global competitive advantage, disintermediation, customer relationship management and other critical new directions in management thinking.

Prerequisites: Senior standing Business Studies.

Attendance: Required.

Class Format: Emphasis will be placed on discussion and student presentations.

Readings: As assigned from texts, journals and business magazines.

Papers/Projects: Several research papers and presentations.

Evaluation: Grades will be based on quality of research, presentations and class discussion.
MGMT 5353-001
Telecommunications Management
James Shen
W 6:00-9:00
Spring 2006

Objectives: Understand the basic telecommunication concepts, terminology and systems for business and management.

Course Content: Contemporary telecommunications from wired to wireless systems, and the evolution of key communication technologies, and the structure and performance of both standard and emerging services in business industries. Course emphasis: interactive telecommunications, networking systems, and distance communication.

Prerequisites: Introductory course for graduate studies, preferably.

Class Format: Lecture in electronic classroom and class discussion.

Laboratory Experience: Internet search for research projects.


Papers/Projects: Class research will yield an individual paper, and a group project. The latter is to be presented in class.

Evaluation: Students are required to hand in a review paper, give a 20-minute group presentation, and take a mid-term and a final examination. The instructor will evaluate students’ class participation.