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:

<table>
<thead>
<tr>
<th>Examination</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>Exam 1</td>
<td>100</td>
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<tr>
<td>Exam 2</td>
<td>100</td>
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<tr>
<td>Exam 3</td>
<td>100</td>
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<tr>
<td>Written Assignments</td>
<td>50</td>
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<td>350</td>
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Introduction to Management, W2  
Michael Scales  
MWF 6:00-7:50  
Fall 2006  

Objectives: To provide students with an overview and an in depth knowledge of the process of management so that they can define 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 students problem solving and analytical abilities in solving complex managerial problems; to facilitate the development of the students 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: Sophomore standing

Attendance: Students are expected to attend every class. Absences will negatively affect participation grade and missing more than two (2) classes unexcused will lower final grade by one letter grade.

Class Format: Lecture, discussion, casework.


Evaluation:  
<table>
<thead>
<tr>
<th>Student Evaluation</th>
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</thead>
<tbody>
<tr>
<td>Two exams</td>
<td>2 X 25% each</td>
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<tr>
<td>Quizzes (Homework)</td>
<td>25% total</td>
</tr>
<tr>
<td>Papers &amp; presentation</td>
<td>25%</td>
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</tbody>
</table>

MGMT 3111-001  
Human Resource Management  
Arthur Worthington  
MWF 9:55-11:10  
Fall 2006

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. Debate Project & Presentation

Evaluation:  
- Exam 1 100 points  
- Exam 2 100 points  
- Exam 3 100 points  
- Assigned Reports (below) 50 points  
- TOTAL 350 points  
- Memorandum (3) 10 points (each)  
- Homework 10 points  
- Debate Project 10 points  
- TOTAL 50 Points
Course Content: This course is designed to help students to improve and develop management skills i.e. personal skills, interpersonal skills, and managerial skills.
1. Business Literacy- Students will apply basic theories of motivation, personally, communication, and attribution within culturally diverse managerial settings.
2. Human Relations Skills- Students will be able to demonstrate specific skills in the following areas: supervision, coaching, conflict resolution, assessment and interviewing.
3. Business Communication Skills- The students will be able to demonstrate basic communication skills in writing reports, formal letters and memos. Students will be able to demonstrate the use of Power Point and oral presentation skills in public speaking and interviewing techniques.
4. Applies Management skills in the following areas- quantitative, financial accounting
5. Managerial Critical Thinking and Learning- Students will be able to apply organizational behavior concepts to the critical analysis and evaluation of their managerial skills and those of their colleagues.
6. Economic Systems- Based Professional Organization - Students will understand how management skills fit into the overall organization in terms of human relations and economic impact.
7. Business Professionalism- Students will be able to demonstrate skills of business protocol, professionalism, and ethics.

Prerequisites: MGMT 3110. W2

Attendance: Required.

Class Format: Lecture, in-class group work, use of experiential exercises.

Readings: From instructor- supplied reference materials and from assigned readings in text and from library research.

Papers/Projects: Writing projects throughout the term. Major projects-Re: Interviewing skills and Interview with a Manager.

Evaluation: Evaluation of assigned written projects, research, quizzes on readings and completion of end-of-term course portfolio.
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.