

# BUSINESS MANAGEMENT (MGT)

**MGT 2040 (s) Special Topics (1-16 credits, max 99)**  
Credit arranged

**MGT 2980 (s) Internship (1-3 credits, max 6)**

**MGT 2990 (s) Directed Study (1-16 credits, max 99)**  
Credit arranged

**MGT 3100 Leading Organizations and People (3 credits)**

Great leaders are made, not born. This course prepares students to effectively acquire and deploy human capital, lead individuals and teams, inspire and motivate people to perform the tasks needed to achieve ambitious goals, and inspire innovation. Includes international and ethical issues. May involve evening exams and presentation practices. Typically Offered: Fall, Spring and Summer.

**Prereqs:** BUS 1900; or Permission

**MGT 3110 Introduction to Management (3 credits)**

Planning, organizing resources, leadership, and control in small organizations, large businesses, family businesses, and start-ups; evolution of philosophies of management, decision making, motivation, human relations, and communication; organizational behavior and theory; history and present management practices, showing interrelationships between the needs and expectations of the individual, the organization, and society. May involve evening exams. Typically Offered: Spring and Summer.

**MGT 3120 Applied Business Leadership (3 credits)**

This course uses experiential learning to engage students in leadership-oriented experiences and focused reflection to increase their ability to apply leadership principles and practices in small businesses, large businesses, family businesses and non-profits. This course addresses practices associated with recruiting, selecting, and onboarding talent; employee engagement; mentoring; team building; conflict resolution; distributive and integrative negotiation; managing change; performance evaluation and feedback; managing meetings; and leading in hybrid and remote settings. Typically Offered: Fall and Spring.

**Prereqs:** MGT 3100 or MGT 3110

**MGT 3150 Corporate Social Responsibility and Sustainability (3 credits)**

This course aims to help students better understand how organizations balance the pursuit of profits and good corporate citizenship. The dynamic interaction between firms and various stakeholders such as employees, suppliers, consumers, shareholders, industry groups, government, the natural environment, and other concerned individuals and groups will be understood through the lens of corporate social responsibility (CSR). Topics include CSR practices, stakeholder analysis, stakeholder materiality analysis, management for sustainability, ethical culture and leadership, corporate governance, and managing a globalized workforce, among others. Typically Offered: Varies.

**MGT 3980 (s) Internship (1-3 credits, max 6)**

Graded Pass/Fail.

**MGT 4040 (s) Special Topics (1-16 credits, max 99)**  
Credit arranged

**MGT 4110 Acquiring Human Capital (3 credits)**

An organization's ability to develop and sustain a competitive advantage through human resources begins with successfully attracting and acquiring talented and motivated human capital. This course addresses recruitment and selection practices and their theoretical underpinnings, including such topics as individual differences theories, decision-making heuristics and biases, human perception, staffing strategies, human resource planning, strategic human resource management, EEO and legal issues, job analysis and competency modeling, recruitment methods, selection techniques, and selection validation. Typically Offered: Fall and Spring.

**Prereqs:** MGT 3100

**MGT 4160 Strategic Compensation Management (3 credits)**

A key factor in accomplishing organizational goals is the ability to attract, retain, and motivate talented people via compensation management. This course addresses compensation design aligned with an organization's strategy and compensation programs for various jobs such as administration, manufacturing, sales, managers, executives, and board members. Topics include motivation theories (e. g. , equity theory), job evaluation, market survey, monetary-nonmonetary reward programs, benefit programs, and individual, group, and organizational incentives. Typically Offered: Varies.

**Prereqs:** MGT 3100 or MGT 3110

**MGT 4170 Deploying and Developing Human Capital (3 credits)**

Managers work with and through others to achieve organizational goals; therefore, managers must be able to assess and develop an organization's human resources. This course addresses training, development and performance management practices and their theoretical underpinnings, including such topics as motivation theories (e. g. , goal setting theory, expectancy theory), learning theories, leadership, employee orientation, needs assessment, training and development methods, evaluating training effectiveness, performance measurement, the HR Scorecard, and delivering performance feedback. Typically Offered: Fall and Spring.

**Prereqs:** MGT 3100

**MGT 4180 Strategic Organizational Management (3 credits)**

This course addresses organization design and change practices used by organizational managers to align an organization's strategy with its external and internal environment, people, process, culture, innovation, and technology. Topics include external environment analysis, competitive strategy, organizational effectiveness, structure, technology and process, organization design for the global environment, change management, the Balanced Scorecard, and more. Typically Offered: Varies.

**Prereqs:** MGT 3100 or MGT 3110

**MGT 4410 Maintaining Employee and Labor Relations (3 credits)**

Effective employer-employee relationships contribute to successful productivity, motivation, morale, and retention. This course addresses employee and labor relations practices and their theoretical underpinnings, including such topics as organizational culture and climate, intergroup conflict, communication, conflict resolution, investigating and resolving complaints, unionization and collective bargaining, applying and interpreting employment and labor laws, and maintaining positive relationships. Typically Offered: Fall.

**Prereqs:** MGT 3100 or MGT 3110

**MGT 4990 (s) Directed Study (1-16 credits, max 99)**

Credit arranged

**MGT 5040 (s) Special Topics (1-16 credits, max 99)**

Credit arranged.

**MGT 5130 Leadership and Organizational Behavior (3 credits)**

Micro-oriented treatment of areas including communication, motivation, group process, conflict, and leadership style.