

DEPARTMENT OF MANAGEMENT

Department Chair: Todd S. Palmer, Ph.D.

Faculty

C. Case, Ph.D.
M. Jahad, Ph.D.
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E. Mattern, J.D.
T. Palmer, Ph.D.
J. Stevens, M.A.
J. Zhu, Ph.D.

- Management, BBA (<https://catalog.sbu.edu/undergraduate/business/management/management-bba>)

Management (MGT)

MGT-ELEC MANAGEMENT SCIENCE ELECTIVE (3 Credits)

MGT-301 MGMT & ORGANIZA.BEHAVIOR (3 Credits)

An investigation of the major functions of management (planning, organizing, coordinating, and controlling). An in-depth analysis of concepts and theories from the behavioral sciences. Particular attention is given to theories of motivation, organizational structure and behavior, management development, group dynamics, models of authority and the management of changing organizations and how they relate to modern managerial techniques.

MGT-306 PRODUCTION OPERATION MGMT (3 Credits)

A descriptive and analytical approach to the study of production processes. Topics discussed include forecasting, inventory planning, aggregate planning and scheduling, plant layout, quality control, methods analysis and work measurements.

Prerequisite(s): Take QMX-212

MGT-306H PRODUCTION MANAGEMENT (HONORS) (3 Credits)

Restrictions: RG.HON

MGT-310 INTERNATIONAL MANAGEMENT (3 Credits)

An in-depth analysis of the concepts that involve the operations of multinational corporations (MNCs) and foreign corporations and their effect on international business.

Prerequisite(s): Take MGT-301

MGT-322 INTRO. TO MGMT. SCIENCE (3 Credits)

An overview of the quantitative techniques used in managerial decision analysis. Decision theory concepts are introduced with decision making under certainty, uncertainty and risk. Areas studied include linear programming and its extensions, an introduction to PERT/CPM models, Markov chain analysis, queuing theory and simulation.

Prerequisite(s): Take QMX-212

MGT-324 LABOR RELATIONS (3 Credits)

A historical and analytical coverage of the relationship between organized labor and management. Topics discussed include an investigation of organized labor as a political group and as a party in the collective bargaining process.

Prerequisite(s): Take MGT-301

MGT-329 INTRO TO SPORTS MANAGEMENT (3 Credits)

Study of topics currently defining the sports industry including quality and continuous improvement, teamwork, diversity, ethics and social responsibility, globalization, information technology and change.

MGT-330 INTRO TO ENTREPRENEURSHIP (3 Credits)

An introductory exploration into the creation of new ventures. Emphasis is placed on low-capital intensive startups--businesses that students can develop while still at university. Skill sets emphasized include basic social media and content management systems (web design). Recommended for sophomores or juniors. Must have permission of instructor.

MGT-401 PERSONNEL/HUMAN RESOURCE (3 Credits)

An investigation of systems designed to manage the human resource. Specific topics include job analysis and description, recruitment, selection and placement of personnel, management development and appraisal systems, incentive systems, and wage and salary administration.

Prerequisite(s): Take MGT-301

MGT-402 ADVANCED HUMAN RESOURCE MANAGEMENT (3 Credits)

This class is an expanded investigation of concepts in the human resource area with an emphasis on systems, structuring and implementation. Specific topics include: total compensation; strategic integration; performance management; and implementation tactics.

MGT-413 BUSINESS POLICY (3 Credits)

This is the School of Business capstone course and is taken during the student's senior year. Utilizing the case approach, the student will be required to apply concepts of management, accounting, marketing, economics, and finance to case analysis. The cases will cover a large number of companies engaged in widely diversified activities. Emphasis will be placed on policy formulation and top management decision-making.

Restrictions: RG.71+

MGT-416 SOCIAL ROLES IN ORGANIZATIONS (3 Credits)

This course will use the ethics and stakeholder management framework, emphasizing business's social and ethical responsibilities to both external and internal stakeholder groups. The ethics dimension is central to this course.

Prerequisite(s): Take MGT-301

MGT-419 ORGANIZATION DEVELOPMENT (3 Credits)

An examination of various theories, design, and practices related to developing work organizations as more effective entities. Topics discussed include organizational development models, stages of organizational growth and health, team building and conflict resolution.

Prerequisite(s): Take MGT-301

MGT-422 APPLIED MANAGEMENT SCIENCE (3 Credits)

A study of quantitative techniques applicable to management with a strong orientation towards application. The areas covered include simulation, forecasting, game theory, and advanced topics in mathematical programming, case studies and projects are employed to provide practical applications of the methods discussed.

Prerequisite(s): Take MSC-322 OR MSC-306

MGT-430 ENTREPRENEURSHIP PRACT. (3 Credits)

Practice in actual small business problem situations. Student teams will consult small businesses in the field and prepare formal recommendations for management consideration.

Prerequisite(s): Take MGT-301 MGT-330 ACCT-201 ACCT-202

MGT-431 ADV ENTREPRENEURSHIP PRACT. (3 Credits)

Advanced practice in actual small business problem situations. In cooperation with the Small Business Administration, student teams will consult with a small business in the field and prepare formal recommendations for management consideration.

Prerequisite(s): Take MGT-430

MGT-432 FAMILY BUSINESS MANAGEMENT (3 Credits)

From the small businesses started in basements to the Ford Motor Company, most firms in the world are founded, financed and controlled by families. Most students are—or will be—working in a family-controlled enterprise. Most companies have suppliers, customers and advisors (accountants, attorneys, etc.) whose firms are family-controlled. Therefore to have a thorough understanding of the business world, students should study family enterprise. This course addresses the special issues of family-controlled firms including succession, finance, governance, strategy, family dynamics, culture, philanthropy and family offices. The course will involve guest lecturers, case studies, field and research assignments and presentations regarding family enterprise. In owning, advising or working with family businesses, one must be aware of three separate dynamics: the business, the family and ownership. Each presents special professional challenges and at times, they may seem to be at cross-purposes; this is particularly relevant when examining family vs. non-family controlled firms.

MGT-446 INTN'L BUSINESS CHINA STUDIES (3 Credits)

This course introduces the student to China, its culture, history, and prospects for the future, all with a business focus. The course entails travel to Shanghai, Xi'an, and Beijing. Briefings are conducted by senior management at several US and foreign businesses in China.

MGT-498 INDEPENDENT STUDY (1-3 Credits)

Research in selected topics in management sciences under the supervision of a faculty member, designed to allow the student to probe areas of specific interest that lie beyond the coverage normally found in regular course offerings.

MGT-499 INDEPENDENT STUDY (1-3 Credits)

A well-defined course of study of specific topics in management sciences that go beyond the regular course offerings.

MGT-499A SPECIAL TOPICS (3 Credits)

MGT-499B CURR.ISSUES IN MANAGEMENT (3 Credits)

MGT-499BA SP TOP.INTRO TO BUSINESS ANALYTICS (3 Credits)

Corequisite(s): QMX-211

MGT-499C ENTREPRENEURSHIP (3 Credits)

MGT-499G PROB SOLVING/DECISION MAKING (3 Credits)

MGT-499H ADVANCED MANAGEMENT PROJECTS (3 Credits)

Restrictions: RG.HON

MGT-499I ENTREPRENEURIAL LEADERSHIP (3 Credits)

MGT-499K SPECIAL TOPICS: CHANGE MANAGEMENT (3 Credits)

MGT-499L SP TOPICS: PROJECT MANAGEMENT (3 Credits)

MGT-499M SP TOP. INTRO TO NON-PROFIT ORG. (3 Credits)

MGT-499N SP TOP. MODELING & SIMULATION FOR BUSIN (3 Credits)

Corequisite(s): MGT-301

MGT-499P INTERN'L BUSINESS FRAUD (3 Credits)

MGT-499Q SOCIAL ENTREPRENEURSHIP (3 Credits)

MGT-499R SOCIAL ENTREPRENEURSHIP FOR NON-PROFITS (3 Credits)

MGT-499S IND ST: MANAGEMENT OF SPORTS (1-3 Credits)

A well-defined course of study of specific topics in management sciences that go beyond the regular course offerings.

MGT-499T SP TOP.SUPPLY CHAIN MGMT (3 Credits)

MGT-499U SP TOP.LDRSHP IN PROJECT MGMT (3 Credits)

Corequisite(s): MGT-301

MGT-499W INTN'L BUSINESS CHINA STUDIES (3 Credits)

MGT-499X GLOBAL LEADERSHIP & ETHICAL DECISION MAKING (3 Credits)

MGT-499Y SPECIAL TOPIC: EVENT MANAGEMENT (3 Credits)