

DEPARTMENT OF MANAGEMENT

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

Faculty

C. Case, Ph.D.
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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-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 BUSINESS ANALYTICS (3 Credits)

An overview of quantitative techniques used in managerial decision analysis. Decision theory concepts are introduced with an emphasis on descriptive analytics and visualization techniques.

Prerequisite(s): Take QMX-212

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-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-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-499DT SP TOP:INTRO TO DESIGN THINKING (3 Credits)**MGT-499FG NONPROFITS FUNDRAISING & GRANT WRITING (1 Credit)****MGT-499FL FINANCIAL LITERACY PROGRAMMING (1-3 Credits)****MGT-499HS OVERVIEW OF THE US HEALTHCARE SYSTEM (3 Credits)****MGT-499M SP TOP: INTRO TO NON-PROFIT ORG. (3 Credits)****MGT-499ME SP TOP:MARINE ENERGY BUSINESS PLAN (3 Credits)****MGT-499RB SP TOP: RESEARCH IN THE FIELD OF BUSINESS (1-3 Credits)****MGT-499SB SP TOP: SMALL BUSINESS MGMT (3 Credits)****MGT-499X GLOBAL LEADERSHIP & ETHICAL DECISION MAKING (3 Credits)****MGT-499Y SPECIAL TOPIC: EVENT MANAGEMENT (3 Credits)****MGT-499Z SP TOP: INTRO TO BUSINESS CONSULTING (3 Credits)**