MGT 251. Nature and Foundations of Entrepreneurship. 3 Credit Hours.
This course seeks to understand some of the basic social, legal, cultural, and economic infrastructure that enables and sustains the creation of new enterprises. Although conventional perspectives on entrepreneurship often overlook political or religious activists whose "products" are not "sold" in traditional markets, a more expansive view considers actions that transform ideas into enterprises that generate intellectual, social, cultural, religious, or economic value. Theory, data, and case study will be covered to help students to think both broadly and deeply about what it means - and what it takes - to be an entrepreneur, and what characterizes the entrepreneurial society.
Components: LEC.
Grading: GRD.
Typically Offered: Spring.

MGT 253. Introduction to Entrepreneurship. 3 Credit Hours.
Focuses on the process of identifying entrepreneurial opportunities and the operations of a small business. Topics include organization, location, financial planning, record-keeping, unit costs, merchandising, credit, and recruitment of personnel. This course is open to SBA students, ENT minors, or MGT minors.
Requisite: Must be in the School of Business or have a MGT minor or ENT minor.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 270. Introduction To Health Sector Organization And Management. 3 Credit Hours.
This course provides a basic understanding of the components of the health care sector and their interrelationships. The role of hospitals, ambulatory care (including physicians), long-term care, mental health care, hospice care, and pharmaceuticals will be examined. The role of government financed (Medicare and Medicaid) and private health insurance in affecting decision making by health care consumers and providers will be examined as well. A historical context will be used.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 302. Human Resource Management. 3 Credit Hours.
Theory and practice of modern personnel management related to the other management functions in the conduct of the enterprise. Attention is focused on the needs of the line executive as well as those intending to pursue a staff career.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 303. Operations Management. 3 Credit Hours.
Problems and methods of planning the efficient utilization of capital, labor, equipment, and materials. Sales forecasting, production planning, production control, scheduling, routing, dispatching, expediting, materials planning, inventory control, capital budgets, and costing are discussed. The application of quantitative techniques in problem solving and decision making are included as well as case problems.
Prerequisite: MAS 201.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 304. Organizational Behavior. 3 Credit Hours.
First professional course in management. Concepts of organization, motivation, leadership, dynamics of the group, personality, organizational development strategies, and other behavioral aspects involved in the effective management of an organization are discussed.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring, & Summer.

MGT 307. Advanced Organizational Behavior. 3 Credit Hours.
Continuation of MGT 304--primarily for, but not limited to, BMO majors. Through case analysis and other relevant exercises, theories are applied to specific situations in organizational settings.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.
MGT 308. Training and Development. 3 Credit Hours.
An examination of key issues in designing training and development programs. Topics include organizational needs analysis, training design and implementation, evaluation techniques, and understanding of how such programs interact with other human resource functions.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring & Summer.

MGT 324. Negotiation Strategies. 3 Credit Hours.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring, & Summer.

MGT 349. International Business. 3 Credit Hours.
This course is designed to introduce students to the study of international business. Through discussions and analyses of the unique challenges and opportunities faced by multinational corporations (MNCs) and their managers, students gain an understanding of how to conduct business across different cultural, political, economic, and legal environments, as well as how to function effectively and succeed in MNCs. The course work and usage of teaching methods such as case analyses, experiential learning exercises, and debates seek to help students develop a global mindset and skills for effective global management (e.g., conceptual, analytical, cross-cultural communication, negotiation, and presentation skills).
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 354. Growing the New Venture. 3 Credit Hours.
Covers the basics of scaling a start-up. Topics include sources of capital, market choices, division of the equity pie, choice of distribution channels, choosing an accountant and a legal advisor, preparation of a business plan, and product design. Teams of students develop business plans to start new enterprises.
Prerequisite: MGT 253.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 357. Entrepreneurship Simulation Experience: Inside the Mind of the Entrepreneurial CEO. 3 Credit Hours.
This course provides students with unique entrepreneurial experiences derived from starting and running businesses through computer simulation. Topics include: opportunity and environment assessment for potential businesses; initiation, organization, administration, and launch of the businesses; operation of the businesses in a competitive environment; responsibilities, functioning, and issues of entrepreneurial teams; evaluation, measurement, and competitive ranking of business success.
Requisite: Must be in the School of Business or have a MGT minor or ENT minor.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 359. Comparative Management. 3 Credit Hours.
Analysis of professional management as affected by the cultural environments in which it operates in major industrial nations. The problems of trans-cultural managers in multinational structures is examined.
Components: LEC.
Grading: GRD.
Typically Offered: Offered by Announcement Only.

MGT 360. Effective Leadership. 3 Credit Hours.
This course covers the key theories, models, and frameworks about the effective leadership of people in organizations. A multimedia approach is taken, using readings, films, lecture, discussion, and case analyses. The emphasis is on building a sound grasp of good practice, and on developing the ability to apply such knowledge to everyday leadership situations.
Prerequisite: MGT 304.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 371. DOING BUSINESS IN LATIN AMERICA. 3 Credit Hours.
This elective examines the key local, regional, and global forces affecting the conduct of business in the main Latin American markets of Mexico, Brazil, Venezuela and Chile. These forces include historical, cultural and demographic factors as well as the fast-changing politics and economics of the region. Students will be introduced to the complex relationships between business and government in LatAm as well as the unique advantages and disadvantages of companies based in the region.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 401. Strategic Management. 3 Credit Hours.
An integrative approach to strategy formulation and implementation, from a domestic and international perspective, is the focus of this core capstone course. All the primary areas of business are emphasized using cases and readings. Course is required of all graduating seniors in Business.
Requisite: School of Business Administration.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 422. Leading Teams. 3 Credit Hours.
The objectives of this course are to develop interpersonal communication and conflict management skills necessary to work in teams and exercise leadership in teams. Topics include team development, decision making, and managing conflict.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Offered by Announcement Only.

MGT 428. Compensation and Benefits Design. 3 Credit Hours.
Examines techniques and theories related to the design and management of compensation and benefits programs within organizations. Compensation includes cash compensation, such as base pay, merit pay, seniority pay, individual, group and organization-wide incentive plans, skills-based pay, and pay-for-knowledge. Benefits include health care plans, pension and profit-sharing plans, life and disability plans, and paid time off.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.
MGT 445. Supply Chain Modeling and Analysis. 3 Credit Hours.
This course will introduce students to managerial decision problems in modern supply chains, and will develop structured mathematical tools to model and solve these problems. Students will also learn to apply these tools through problem-solving exercises, experiential games, and spreadsheet-based case studies.
Prerequisite: MGT 303.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 446. Supply Chain Strategy. 3 Credit Hours.
This course will deal with issues such as inventory management, supply chain design/coordination, revenue management, and sourcing. Each module discusses how a real company practices some aspect of supply chain strategy, and then reviews the concepts behind that practice. Tools are provided to analyze the concepts, distill their principles, and suggest guidelines for implementation and improvement.
Prerequisite: MGT 363.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 450. MGT Internship. 1 Credit Hour.
Student is individually assigned to operating business firm or other organization to gain insight into management practice in area of career interest. Periodic reports and conferences are required. Cannot be used toward major requirements.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring, & Summer.

MGT 454. Business Planning for Entrepreneurs. 3 Credit Hours.
The basics of starting a business for aspiring entrepreneurs. Topics include sources of capital, market choices, division of the equity pie, choice of distribution channels, choosing an accountant and a legal advisor, preparation of a business plan, and product design. Teams of students develop business plans to start new enterprises.
Requisite: Must be in the School of Business or have a MGT minor or ENT minor.
Components: LEC.
Grading: GRD.
Typically Offered: Fall.

MGT 455. Entrepreneurial Consulting. 3 Credit Hours.
Students review techniques, methods, and analytic frameworks of management consultants. Emphasis is on problems of small business, particularly start-ups. Consulting practice is provided through preparation of reports on written cases and guest speakers, as well as hands-on projects in actual business firms or start-ups.
Prerequisite: MGT 253 And MGT 354.
Components: LEC.
Grading: GRD.
Typically Offered: Spring.

MGT 459. International and Multinational Management. 3 Credit Hours.
Foreign environment for overseas operations with a survey involving economics, political, and social constraints. The effects of overseas investments on foreign economies with emphasis on the emerging managerial structures is included.
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 480. Organizational Development and Change. 3 Credit Hours.
Course is intended for students who are interested in learning about how to manage, plan, and implement large-scale change efforts within organizations. Part of the course is devoted to organizational analysis techniques and the remainder addresses behavioral intervention strategies (including survey feedback, technostructural interventions, and team building).
Requisite: Must be in the School of Business or have a MGT minor plan.
Components: LEC.
Grading: GRD.
Typically Offered: Fall & Spring.

MGT 498. Selected Topics. 1-6 Credit Hours.
Topics in selected areas of specialization.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring, & Summer.

MGT 499. Directed Study. 1-6 Credit Hours.
Individually supervised research projects in selected fields. Approval of supervising professor as to topic and evaluation of project required at time of registration. Only open to undergraduate students.
Components: LEC.
Grading: GRD.
Typically Offered: Fall, Spring, & Summer.