

Management Major: *Organizational Leadership Emphasis* (Last Revised 03/2019)

Required Business Core (39 hours)

Credit

ECON 1041	Principles of Macroeconomics	3 hrs.
ECON 1051	Principles of Microeconomics (ECON 1041)	3 hrs.
ECON 1011	Statistics for Business Analytics (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ECON 1021	Decision Analytics (STAT 1772 <u>OR</u> equivalent)	3 hrs.
ACCT 2120	Principles of Financial Accounting (Sophomore standing)	3 hrs.
ACCT 2130	Principles of Managerial Accounting (Sophomore standing; C- or better in ACCT 2120)	3 hrs.
MGMT 2080	Introduction to Information Systems (Sophomore standing)	3 hrs.
MKTG 2110	Principles of Marketing (Sophomore standing; CBA Admittance; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.
FIN 3130/5130	Corporation Finance (Junior standing; CBA Admittance; ACCT 2120; ECON 1041; ECON 1051; ECON 1011)	3 hrs.
MGMT 3153	Organizational Management (Junior standing; CBA Admittance)	3 hrs.
MGMT 3100	Legal & Social Environment of Business (Junior standing; CBA Admittance)	3 hrs.
MGMT 3154	Operations Management (Junior standing; CBA Admittance; ACCT 2120; MGMT 2080; ECON 1011; ECON 1021)	3 hrs.
MGMT 4175	Business Policy and Strategy (Senior standing; completion of rest of CBA core)	3 hrs.

Management Major Requirements (6 hours)

Credit

MGMT 3163	Managerial Problem Solving (Junior standing; MGMT 3153)	3 hrs.
MGMT 3965/5965	Organizational Behavior (Junior standing; MGMT 3153)	3 hrs.

Organizational Leadership Emphasis (12 hours)

Required 6 hours

Credit

MGMT 3183	Leadership Skills (Junior standing; MGMT 3153)	3 hrs.
MGMT 3185	Project Management (Junior standing; MGMT 3153)	3 hrs.

Select an additional 6 hours

Credit

MGMT 3145	Information Systems Applications (Junior standing; MGMT 2080 <u>OR</u> equivalent) (Offered variably)	3 hrs.
MGMT 3155	Human Resource Management (Junior standing; MGMT 3153) (Spring only)	3 hrs.
MGMT 3189	International Management (Junior standing; MKTG 2110; MGMT 3153; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.
MKTG 3583/5583	Entrepreneurship (BUSINESS 2010 or (ACCT 2120; ACCT 2130; FIN 3130/5130; STAT 1772 <u>OR</u> equivalent <u>AND</u> ECON 1011); MKTG 2110; ECON 1031 <u>OR</u> (ECON 1041 <u>AND</u> ECON 1051))	3 hrs.
MGMT 3974/5974	Business, Ethics, and Society (Junior standing; MGMT 3100)	3 hrs.
MGMT 3984/5984	Dynamics of Negotiations (Junior standing; MGMT 3153)	3 hrs.

Professional Readiness Requirements (0 hours)

Credit

BUSINESS 1000	Introductory Seminar for Business Professionals	0 hrs.
BUSINESS 2000	Business Professionals in Training	0 hrs.

Professional Readiness Recommended (0 hours)

BUSINESS 3000	Intermediate Professional Skills (Business 2000)	0 hrs.
BUSINESS 4000	Advanced Professional Skills (Business 3000)	0 hrs.

DOUBLE MAJORS/MINORS POLICY in MANAGEMENT

Management majors may double major within the College of Business Administration but may not declare more than one emphasis area in Management. Management majors may declare a minor within the CBA, but the CBA minor must be one of those designated for business majors: Finance, Real Estate/Business, Economics, or International Business/Business.

ADMISSION STANDARDS

STUDENTS SEEKING A MAJOR IN ACCOUNTING, BUSINESS TEACHING, ECONOMICS (BUSINESS ECONOMICS EMPHASIS), FINANCE, REAL ESTATE, MANAGEMENT, SUPPLY CHAIN MANAGEMENT, MANAGEMENT INFORMATION SYSTEMS, OR MARKETING MUST BE ADMITTED TO THE COLLEGE OF BUSINESS ADMINISTRATION (CBA) AND MEET ALL COURSE PREREQUISITES BEFORE TAKING UPPER-DIVISION (3000/4000-LEVEL) CBA COURSES, INCLUDING MKTG 2110 PRINCIPLES OF MARKETING.

Students are eligible for admission to the CBA upon completion of the following requirements:

1. Completion of the ALEKS Mathematics Placement Examination
2. 30 Cumulative Semester hours of college credit
3. C- or better in the following Business Core Courses:
 - a. ECON 1021 Decision Analytics OR ECON 1011 Statistics for Business Analytics and
 - b. ECON 1041 Principles of Macroeconomics
4. C- or better in an **approved** English composition course.
5. Total or UNI* cumulative GPA of at least 2.50 on all university-level courses
6. Declaration of Curriculum form filed with UNIBusiness Office for Professional Distinction (CBB 5)

GRADUATION STANDARDS

1. A cumulative UNI GPA of 2.20 or better.
2. A cumulative GPA of 2.20 or better for all CBA business courses (ACCT, MKTG, MGMT, FIN, ECON) taken at UNI.
3. Earn at least 50% of their business credit hours required for the major at UNI.
4. Complete at least 50% of their credit hours required for the degree outside of the College of Business Administration. Up to nine hours of economics (excluding ECON 1021) and six hours of statistics may be counted as outside of CBA.

Copies of the CBA admission policy and graduation requirements can be obtained from UNIBusiness Advising, CBB 5 (tel: 319-273-2144) and can be found online at <http://business.uni.edu/advising>.

SUGGESTED CLASS SCHEDULE for MANAGEMENT MAJORS

Freshman Year

Fall

BUSINESS 1000 Intro. Seminar for Bus. Professionals	0 hrs.
ECON 1041 Prin. of Macroeconomics	3 hrs.
ENGLISH 1005 College Writing and Research	3 hrs.
Liberal Arts Core/Electives (particularly STAT 1772)	9 hrs.
Total semester hours	15 hrs.

Spring

ECON 1051 Prin. of Microeconomics	3 hrs.
ECON 1011 Statistics for Business Analytics	3 hrs.
Liberal Arts Core/Electives	9 hrs.
Total semester hours	15 hrs.

Sophomore Year

Fall

ACCT 2120 Prin. of Financial Accounting	3 hrs.
ECON 1021 Decision Analytics	3 hrs.
Liberal Arts Core / Electives	10 hrs.
Total semester hours	16 hrs.

Spring

BUSINESS 2000 Business Professionals in Training	0 hrs.
ACCT 2130 Prin. of Managerial Accounting	3 hrs.
MGMT 2080 Intro. to Info. Systems	3 hrs.
Liberal Arts Core/Electives	10 hrs.
Total semester hours	16 hrs.

Organizational Leadership Emphasis

Junior Year

Fall

MGMT 3153 Organizational Management	3 hrs.
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Spring

MGMT 3965/5965 Organizational Behavior	3 hrs.
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Senior Year

Fall

MGMT 3183 Leadership Skills	3 hrs.
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Spring

MGMT 3185 Project Management	3 hrs.
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TENTATIVE SCHEDULE of MANAGEMENT CLASSES

Note that this schedule is merely a projection. Budget constraints and other unforeseeable circumstances may require adjustments. Summer School offerings depend largely upon demand. Ordinarily we will be able to offer all of our courses, but electives will be limited during the summer.

Course Number	Title	(Semester Offered)		
		Fall	Spring	Summer
MGMT 2032	Business Application Development I	Yes	Yes	No
MGMT 2034	Business Application Development II	Yes	Yes	No
MGMT 2036	Business Analytics Fundamentals	No	Yes	No
MGMT 2080	Introduction to Information Systems	Yes	Yes	Variable
MGMT 2091	Introduction to Curriculum & Methods for Bus. Ed.	Yes	No	No
MGMT 3100	Legal and Social Environment of Business	Yes	Yes	Variable
MGMT 3101	Business Law	Yes	No	No
MGMT 3112	Systems Analysis and Design	No	Yes	No
MGMT 3113	Business Communication	Variable	Variable	No
MGMT 3117	Field Experience in Business Teaching	No	Yes	No
MGMT 3120	Database Management and Theory	Yes	No	No
MGMT 3121	Predictive Business Analytics and Cloud Computing	No	Yes	No
MGMT 3122	Business Intelligence	No	Yes	No
MGMT 3125	Information Systems Development Projects	No	Yes	No
MGMT 3126	Business Analytics Projects	No	Yes	No
MGMT 3127	Decision Support, Analytics and Business Intelligence	Variable	Variable	No
MGMT 3128	Business Application Development III	Variable	Variable	No
MGMT 3140	Information Systems Management	Yes	No	No
MGMT 3145	Information Systems Applications	No	Variable	No
MGMT 3153	Organizational Management	Yes	Yes	Yes
MGMT 3154	Operations Management	Yes	Yes	Yes
MGMT 3155	Human Resource Management	No	Yes	No
MGMT 3161	Supply Chain and Purchasing	Yes	No	No
MGMT 3163	Managerial Problem Solving	Yes	Yes	No
MGMT 3164	Quality and Process Imp	Variable	Variable	No
MGMT 3166	Six Sigma and Lean Consulting Methodology	No	No	Variable (study abroad)
MGMT 3167	Global Strategic Supply Management	No	Yes	No
MGMT 3168	Supply Chain Modeling and Business Analytics	Yes	No	No
MGMT 3169	Service Operations Management	Variable	No	Variable (study abroad)
MGMT 3170	Special Problems	Yes	Yes	Yes
MGMT 3179	Cooperative Education	Yes	Yes	Yes
MGMT 3181	Communication and Financial Literacy in Business	Variable	Yes	No
MGMT 3183	Leadership Skills	Yes	Yes	No
MGMT 3185	Project Management	Yes	Yes	No

MGMT 3187	Organization Structure and Design	Variable	Variable	No
MGMT 3189	International Management	Yes	Yes	No
MGMT 3191	Advanced Curriculum & Methods for Bus. Ed.	No	Yes	No
MGMT 3905/5905	Employment and Labor Law	Yes	No	No
MGMT 3965/5965	Organizational Behavior	Yes	Yes	No
MGMT 3966/5966	Staffing & Employee Development	Yes	No	No
MGMT 3968/5968	Compensation and Performance Management Systems	No	Yes	No
MGMT 3969/5969	Management Internship	Yes	Yes	Yes
MGMT 3974/5974	Business, Ethics, and Society	Yes	Variable	No
MGMT 3984/5984	Dynamics of Negotiations	Yes	Yes	Variable
MGMT 4175	Business Policy and Strategy	Yes	Yes	Yes