

**Management Major: *Business Administration Emphasis*** (Last Revised 2/2018)

**Required Business Core (39 hours)**

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

**Management Major Requirements (6 hours)**

|                |  | <b>Credit</b> |
|----------------|--|---------------|
| MGMT 3163      | <b>Managerial Problem Solving</b> (MGMT 3153; Junior standing) | 3 hrs.        |
| MGMT 3965/5965 | <b>Organizational Behavior</b> (Junior standing; MGMT 3153)    | 3 hrs.        |

**Business Administration Emphasis (Select 12 hours)**

|                |  |        |
|----------------|--|--------|
| MGMT 3101      | <b>Business Law</b> (Fall Only)  | 3 hrs. |
| MGMT 3145      | <b>Information Systems Applications</b> (MGMT 2080 or equivalent; Junior standing; may not be taken for credit by MIS majors.) (Spring only)                         | 3 hrs. |
| MGMT 3155      | <b>Human Resource Management</b> (MGMT 3153; Junior standing) (Spring only)  | 3 hrs. |
| MGMT 3187      | <b>Organization Structure &amp; Design</b> (MGMT 3153; MGMT 3965/5965; STAT 1772 or equivalent; ECON 1011; Junior standing. Pre- or Co-requisite(s): MGMT 3965/5965) | 3 hrs. |
| MGMT 3189      | <b>International Management</b> (MKTG 2110; MGMT 3153; ECON 1031 or ECON 1041; Junior standing.)   | 3 hrs. |
| MGMT 3905/5905 | <b>Employment &amp; Labor Law</b> (MGMT 3100 or MGMT 3101 or equivalent; Junior standing; Fall only)   | 3 hrs. |
| MGMT 3966/5966 | <b>Staffing and Employee Development</b> (MGMT 3153; MGMT 3155; Junior standing) (Fall only)   | 3 hrs. |
| MGMT 3974/5974 | <b>Business, Ethics, and Society</b> (same as RELS 3540/RELS 5540 and PHIL 3540/PHIL 5540)(MGMT 3100; junior standing)   | 3 hrs. |
| MGMT 3984/5984 | <b>Dynamics of Negotiations</b> (MGMT 3153; Junior standing)   | 3 hrs. |

Choose one other 3 hr. upper level (3000-4000) course from Accounting, Economics, Finance, Marketing (exceptions listed below) **OR** another 3 hr. Management elective from the above Business Administration list.

Exceptions:

ACCT 3055; ACCT 3090; ACCT 3092/5092; ACCT 3094; ACCT 3179; ACCT 4080; ACCT 4084

ECON 3077; ECON 3179; ECON 4380/5980

FIN 3080; FIN 3179

MKTG 3179; MKTG 3583; MKTG 3589/5589; MKTG 4198; MKTG 4595

**Professional Readiness Requirements (0 hours)**

|               |  |        |
|---------------|--|--------|
| BUSINESS 1000 | <b>Introductory Seminar for Business Professionals</b> | 0 hrs. |
| BUSINESS 2000 | <b>Business Professionals in Training</b>              | 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.

**COLLEGE OF BUSINESS ADMINISTRATION ADMISSION AND GRADUATION POLICIES**

Students seeking a major in Management must be admitted to the College of Business Administration (CBA) and have completed a minimum of 60 hours before taking 3000/4000-level Management courses. Copies of the CBA admission policy and graduation requirements may be obtained from UNIBusiness Advising, CBB 5 (319-273-2144) and can be found online at <http://business.uni.edu/web/>

**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) | 6 hrs.         |
| <b>Total semester hours</b>                          | <b>12 hrs.</b> |

**Spring**

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

**Sophomore Year**

**Fall**

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

**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.        |
| <b>Total semester hours</b>                      | <b>16 hrs.</b> |

**Junior Year**

**All Management majors MUST take MGMT 3153 Organizational Management in the Fall of the junior year. Management classes must be taken in this sequence. The remaining required courses and electives can be scheduled based on student selection and course availability.**

**Fall**

MGMT 3153 Organizational Management

**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.  
(Semester Offered)

| Course Number  | Title  | Fall     | Spring   | Summer                     |
|----------------|--|----------|----------|----------------------------|
| MGMT 2032      | <b>Business Application Development I</b>                    | Yes      | Yes      | No                         |
| MGMT 2034      | <b>Business Application Development II</b>                   | Yes      | Yes      | No                         |
| MGMT 2080      | <b>Introduction to Information Systems</b>                   | Yes      | Yes      | Yes                        |
| MGMT 2091      | <b>Introduction to Curriculum &amp; Methods for Bus. Ed.</b> | Yes      | No       | No                         |
| MGMT 3100      | <b>Legal and Social Environment of Business</b>              | Yes      | Yes      | Yes                        |
| MGMT 3101      | <b>Business Law</b>  | Yes      | No       | No                         |
| MGMT 3112      | <b>Systems Analysis and Design</b>                           | No       | Yes      | No                         |
| MGMT 3113      | <b>Business Communication</b>                                | Variable | Variable | No                         |
| MGMT 3117      | <b>Field Experience in Business Teaching</b>                 | No       | Yes      | No                         |
| MGMT 3120      | <b>Database Management and Theory</b>                        | Yes      | No       | No                         |
| MGMT 3125      | <b>Information Systems Development Projects</b>              | No       | Yes      | No                         |
| MGMT 3127      | <b>Decision Support, Analytics and Business Intelligence</b> | Variable | Variable | No                         |
| MGMT 3128      | <b>Business Application Development III</b>                  | Variable | Variable | No                         |
| MGMT 3140      | <b>Information Systems Management</b>                        | Yes      | No       | No                         |
| MGMT 3145      | <b>Information Systems Applications</b>                      | No       | Yes      | No                         |
| MGMT 3153      | <b>Organizational Management</b>                             | Yes      | Yes      | Yes                        |
| MGMT 3154      | <b>Operations Management</b>                                 | Yes      | Yes      | Yes                        |
| MGMT 3155      | <b>Human Resource Management</b>                             | No       | Yes      | No                         |
| MGMT 3159*     | <b>Big Data &amp; Business Analytics</b>                     | Variable | Yes      | No                         |
| MGMT 3159*     | <b>Service Operations Management</b>                         | No       | No       | Variable<br>(study abroad) |
| MGMT 3161      | <b>Supply Chain and Purchasing</b>                           | Yes      | No       | No                         |
| MGMT 3163      | <b>Managerial Problem Solving</b>                            | Yes      | Yes      | No                         |
| MGMT 3166      | <b>Six Sigma and Lean Consulting Methodology</b>             | No       | No       | Variable<br>(study abroad) |
| MGMT 3167      | <b>Global Strategic Supply Management</b>                    | No       | Yes      | No                         |
| MGMT 3168      | <b>Supply Chain Modeling and Business Analytics</b>          | Yes      | No       | No                         |
| MGMT 3170      | <b>Special Problems</b>                                      | Yes      | Yes      | Yes                        |
| MGMT 3181      | <b>Communication and Financial Literacy in Business</b>      | No       | Yes      | No                         |
| MGMT 3183      | <b>Leadership Skills</b>                                     | Yes      | Yes      | No                         |
| MGMT 3185      | <b>Project Management</b>                                    | Variable | Variable | No                         |
| MGMT 3187      | <b>Organization Structure and Design</b>                     | Variable | Variable | No                         |
| MGMT 3189      | <b>International Management</b>                              | Yes      | Yes      | No                         |
| MGMT 3191      | <b>Advanced Curriculum &amp; Methods for Bus. Ed.</b>        | No       | Yes      | No                         |
| MGMT 3905/5905 | <b>Employment and Labor Law</b>                              | Yes      | No       | No                         |
| MGMT 3914/5914 | <b>Communication Management</b>                              | Variable | Variable | No                         |
| MGMT 3965/5965 | <b>Organizational Behavior</b>                               | Yes      | Yes      | No                         |
| MGMT 3966/5966 | <b>Staffing &amp; Employee Development</b>                   | Yes      | No       | No                         |

|                |  |     |          |          |
|----------------|--|-----|----------|----------|
| MGMT 3968/5968 | <b>Compensation and Performance Management Systems</b> | No  | Yes      | No       |
| MGMT 3969/5969 | <b>Management Internship</b>                           | Yes | Yes      | Yes      |
| MGMT 3974/5974 | <b>Business, Ethics, and Society</b>                   | Yes | Variable | No       |
| MGMT 3984/5984 | <b>Dynamics of Negotiations</b>                        | Yes | Yes      | Variable |
| MGMT 4175      | <b>Business Policy and Strategy</b>                    | Yes | Yes      | Yes      |