

**Management Major: *Organizational Leadership Emphasis*** (Last Revised 01/2020)

**Required Business Core (39 hours)**

**Credit**

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> (Sophomore standing)	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; 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)**

**Credit**

MGMT 3984	<b>Dynamics of Negotiations</b> (Junior standing; MGMT 3153)	3 hrs.
MGMT 3965/5965	<b>Organizational Behavior</b> (Junior standing; MGMT 3153)	3 hrs.

**Organizational Leadership Emphasis (12 hours)**

**Required 6 hours**

**Credit**

MGMT 3183	<b>Leadership Skills</b> (Junior standing; MGMT 3153)	3 hrs.
MGMT 3974	<b>Business, Ethics, and Society</b> (Junior standing; MGMT 3153)	3 hrs.

**Select an additional 6 hours**

**Credit**

MGMT 3155	<b>Human Resource Management</b> (Junior standing; MGMT 3153) (Spring only)	3 hrs.
MGMT 3163	<b>Managerial Problem Solving</b> (Junior standing; MGMT 3153)	3 hrs.
MGMT 3185	<b>Project Management</b> (Junior standing; MGMT 3153)	3 hrs.
MGMT 3189	<b>International Management</b> (Junior standing; MKTG 2110; MGMT 3153; ECON 1031 <u>OR</u> ECON 1041)	3 hrs.
MKTG 3583/5583	<b>Entrepreneurship</b> (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.

**Professional Readiness Requirements (0 hours)**

**Credit**

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

**Professional Readiness Recommended (0 hours)**

BUSINESS 3000	<b>Intermediate Professional Skills</b> (Business 2000)	0 hrs.
BUSINESS 4000	<b>Advanced Professional Skills</b> (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.

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.
<b>Total semester hours</b>	<b>15 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>

**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	<b>Business Application Development I</b>	Yes	Yes	No
MGMT 2034	<b>Business Application Development II</b>	Yes	Yes	No
MGMT 2036	<b>Business Analytics Fundamentals</b>	No	Yes	No
MGMT 2080	<b>Introduction to Information Systems</b>	Yes	Yes	Variable
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	Variable
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 3121	<b>Predictive Business Analytics and Cloud Computing</b>	No	Yes	No
MGMT 3122	<b>Business Intelligence</b>	No	Yes	No
MGMT 3125	<b>Information Systems Development Projects</b>	No	Yes	No
MGMT 3126	<b>Business Analytics 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	Variable	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 3161	<b>Supply Chain and Purchasing</b>	Yes	No	No
MGMT 3163	<b>Managerial Problem Solving</b>	Yes	Yes	No
MGMT 3164	<b>Quality and Process Imp</b>	Variable	Variable	No
MGMT 3166	<b>Six Sigma and Lean Consulting Methodology</b>	No	No	Variable (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 3169	<b>Service Operations Management</b>	Variable	No	Variable (study abroad)
MGMT 3170	<b>Special Problems</b>	Yes	Yes	Yes
MGMT 3179	<b>Cooperative Education</b>	Yes	Yes	Yes
MGMT 3181	<b>Communication and Financial Literacy in Business</b>	Variable	Yes	No
MGMT 3183	<b>Leadership Skills</b>	Yes	Yes	No
MGMT 3185	<b>Project Management</b>	Yes	Yes	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 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