MGMT 291. Topics in Management. 1-3 Hours.
Variable hours. Variable credit. Maximum of 3 credits per topic. Prerequisite: permission of instructor. An in-depth study of selected business topics. Graded as pass/fail at the option of the department.

MGMT 303. Creativity and Ideation. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Enrollment is restricted to students who have completed a minimum of 54 credits (junior standing). Course explores the individual, social and institutional contexts for creativity and ideation. Students will examine four specific concepts in support of exploration in these areas: knowledge, curiosity, creativity and ideation.

MGMT 310. Managing People in Organizations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. This course is restricted to students who have completed at least 54 credits (junior standing). Introduces students to the management of people in organizations, focusing on the managerial skills, knowledge and activities needed for a successful business operation. Topics include planning, organizing, staffing and leading; effectively utilizing human capital to achieve an organization's objectives in today's competitive environment.

MGMT 313. Entrepreneurial Finance. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: FIRE 311 or permission of instructor. Enrollment is restricted to students who have completed at least 54 credit hours (junior standing). This course emphasizes financial management needs for entrepreneurs or persons who expect to be employed in closely held corporations.

MGMT 310. Leadership. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 310. This course is restricted to students who have completed at least 54 credit hours (junior standing). Coverage of the major approaches to leadership considering individual, team, organizational and cultural perspectives. Emphasis on self-assessment and on historical and contemporary leadership cases.

MGMT 321. Survey of Entrepreneurship. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Underlying concepts in entrepreneurship; the importance of entrepreneurs and the problems they face; entrepreneur characteristics and competencies; what makes an idea entrepreneurial; managing relations, ethics and sustainability; opportunity recognition, critical thinking and emphasis on innovative concept development; detailed concept feasibility analysis.

MGMT 331. Human Resource Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: SCMA 301, STAT 210 or STAT 212. This course is restricted to students who have completed a minimum of 54 credit hours (junior standing). Introduces students to the role of human resource management in attracting and retaining a productive workforce. Includes human resource planning, recruitment and selection; employee diversity and development; performance appraisal and reward systems; labor and employee relations; and public policy related to HRM practices.

MGMT 332. Staffing Organizations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 331. Planning and executing a strategy to attract, select, hire and retain the talent needed to support the organization's mission and enhance performance.

MGMT 333. Compensation Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 331. The design and implementation of compensation and reward systems that both support an organization's strategy and enhance organizational effectiveness.

MGMT 389. Managerial Skills Development. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 310. A practicum in the development of personal, interpersonal and team-management skills as applied to leadership and teamwork.

MGMT 403. Human Resource Development. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: junior standing. Designed to improve qualifications of those seeking employment in the human resources field. Focuses on human resource development and organization development and their relationship to human resource management.

MGMT 418. International Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: junior standing. The study of the environment of international business, ethics and social responsibility in international settings, culture and its effect on behavior and management practice, and the strategies and management practices of firms engaged in international activities. Aims to provide students with the knowledge, skills and sensitivities needed to be effective managers in the international business environment. Crosslisted as: INTL 418.

MGMT 419. Doing Business in Europe. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: junior standing and permission of instructor. Designed primarily as a core integrative course for students enrolled in the Certificate in International Management Studies, but other students are welcome. The course has three goals: a) integration of foreign languages, European studies and international management; b) infusion of other business areas relevant to doing business in Europe (such as international marketing, finance law and economics); and c) the development of cultural sensitivity and social responsibility. The course will be organized as a series of seminars with faculty and other speakers from the above disciplines. Crosslisted as: INTL 419.

MGMT 423. Social Entrepreneurship and Innovation. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: junior standing. The study of the environment of international business, ethics and social responsibility in international settings, culture and its effect on behavior and management practice, and the strategies and management practices of firms engaged in international activities. Aims to provide students with the knowledge, skills and sensitivities needed to be effective managers in the international business environment. Crosslisted as: INTL 419.

MGMT 431. Strategic Human Resource Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 332 or MGMT 333, with a minimum grade of C. Enrollment restricted to students with a minimum of 85 credit hours (senior standing). Design and execution of human resource management strategies to achieve a competitive advantage; proper internal alignment of activities within the HRM function as well as external alignment of HRM activities with organizational goals, strategy and competitive environment.
MGMT 434. Strategic Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisites: MGMT 310; MKTG 301; FIRE 311; SCMA 301, STAT 210 or STAT 212; and BUSN 325 or SCMA 325. This course is restricted to business majors with senior standing. Integrative course to analyze policy issues at the overall management-level involving functional areas such as production, finance and marketing, in context with the economic, political and social environment.

MGMT 435. New Venture Strategy and Initiation. 3 Hours.
Continuous courses; 3 lecture hours. 3-3 credits. Prerequisites: MGMT 321; completion of MGMT 435 to enroll in MGMT 436. First semester: provides students with an integrated strategic analysis of entrepreneurial firms and how they establish competitive advantage. Second semester: engages students in intensive development of a comprehensive business plan using knowledge and skills from MGMT 435. Students should take MGMT 436 immediately following MGMT 435.

MGMT 436. New Venture Strategy and Initiation. 3 Hours.
Continuous courses; 3 lecture hours. 3-3 credits. Prerequisites: MGMT 321; completion of MGMT 435 to enroll in MGMT 436. First semester: provides students with an integrated strategic analysis of entrepreneurial firms and how they establish competitive advantage. Second semester: engages students in intensive development of a comprehensive business plan using knowledge and skills from MGMT 435. Students should take MGMT 436 immediately following MGMT 435.

MGMT 446. International Human Resource Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 331, INTL/MGMT 418 or ECON/INTL 329. Covers the application of human resource management activities in an international context. Highlights similarities and differences with domestic methods; current practices in the selection, development, compensation and maintenance of parent-country, host-country and third-country nationals; and the impact of regulatory and cultural differences between countries. Crosslisted as: INTL 446.

MGMT 447. Human Resource Information Systems. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 331. This course is restricted to students who have completed at least 54 credit hours (junior standing). Covers contemporary human resource information software used in the primary activities of human resource management involving recruitment, selection, performance appraisal, employee benefits, pay administration, safety and health, human resource development, job analysis, human resource planning and job structuring. Emphasis is on introducing the software and practical application through hands-on experience in the computer laboratory.

MGMT 491. Topics in Management. 1-3 Hours.
Semester course; variable hours. Variable credit. Maximum of 3 credits per course; maximum total of 6 credits for all topic courses. Prerequisite: junior standing. An in-depth study of a selected business topic, to be announced in advance.

MGMT 492. Independent Study in Management. 1-3 Hours.
Semester course; 1-3 credits. Maximum total of 3 credits. Prerequisites: junior or senior standing as a major in a business curriculum and approval of adviser and department chair prior to course registration. Intensive study under supervision of a faculty member in an area not covered in-depth or contained in the regular curriculum.

MGMT 493. Internship in Management. 3 Hours.
Semester course; 3 credits. Prerequisites: senior standing in the major offering the internship and permission of the department chair. Intention to enroll must be indicated to the instructor prior to or during advance registration for semester of credit. Involves students in a meaningful experience in a setting appropriate to the major. Graded as pass/fail at the option of the department.

MGMT 540. Management Theory and Practice. 3 Hours.
Semester course; 3 lecture hours. 3 credits. A foundation course that presents theories, principles and fundamentals applicable to contemporary management thought and productive activities.

MGMT 543. Issues in Labor Relations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. The conceptual framework of labor relations; the interconnection between labor-management relations and the sociopolitical environment.

MGMT 548. Collective Bargaining and Labor Arbitration. 3 Hours.
Semester course; 3 lecture hours. 3 credits. The negotiation and administration of collective bargaining contracts; the handling of grievances.

MGMT 547. Advanced Human Resource Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisites: MGMT 540 and MGMT 524. Provides exposure to the process of managing human resources; focuses on issues concerned with business decisions about acquiring, motivating and retaining employees. Topics may include HRM planning, recruitment, selection, training, performance management, compensation and strategic human resource management. Emphasis will be given to the development, implementation and assessment of human resource management policies and practices consistent with business, legal, environmental and strategic dynamics.

MGMT 641. Leading People and Organizations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Enrollment restricted students who have completed all M.B.A. foundation courses or equivalent, or by permission from the graduate studies in business office. An advanced course in management involving theories and models aimed at developing the managerial competencies needed to analyze, understand, predict and guide individual, group and organizational behavior.

MGMT 642. Business Policy and Strategy. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: completion of five of the following courses -- MGMT 641; MGMT 675; ACCT 608; ECON 610; FIRE 621 or FIRE 623; INFO 661; INFO 664; MKTG 671. Integration of principles and policies of business management from the fields of accounting, economics, marketing, finance, statistics and management in the solution of broad company problems and in the establishment of company policy. Emphasis on interaction of disciplines in efficient administration of a business. Course employs case analysis approach.

MGMT 644. International Business Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisites: ECON 500, MGMT 530, MGMT 540 and MKTG 570. Survey course for students interested in international and multinational management. Review of historical, governmental, monetary, and cultural issues affecting the transfer of resources and management knowledge across national boundaries; multinational business and management strategies; study of management practices in selected countries.
MGMT 649. Compensation Policy and Administration. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 637. 
Analysis of the concepts and processes involved in compensation 
systems. Includes evaluation of the internal and external dimensions 
of compensation, policy issues involved, concepts, and forms of 
compensation, administration of compensation systems, and current and 
future issues.

MGMT 654. Negotiations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. An advanced course in 
management using an experiential approach to explore the practice and 
theory of negotiation. Topics will include basic approaches to negotiation 
and conflict management, negotiating in teams, negotiating with agents, 
ethics in negotiations and international negotiation.

MGMT 655. Entrepreneurship. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Individual and corporate 
entrepreneurship in high and low technology enterprises. Develops an 
understanding of the role of entrepreneurship in management theories 
and practices. Students will develop comprehensive venture analysis 
plans for presentation.

MGMT 656. Best Practices in Leadership. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: graduate 
standing. A seminar and experiential exercise course designed to 
raise the student’s practical awareness of major leadership behavior 
patterns and strategies that promote effectiveness in organizations; 
raise awareness, flexibility and skill with the student’s own personal 
leadership style; and help students practice, discuss and develop 
the ability to influence others over whom they may or may not exert 
positional authority.

MGMT 680. Health, Safety and Security Administration. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisites: MGMT 
524; and MGMT 530 or 540. Study of design and development of an 
effective safety or risk-control program. Topics include organizational 
needs and assessment, program evaluation, design/implementation of 
critical program components, training, accident cost-accounting, cost 
containment. Also addresses management strategies, communication 
techniques, motivation and incentive programs and other special topics.

MGMT 682. Human Resource Staffing. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 637.
Addresses the activities and processes that affect the staffing function. 
Subjects include attracting, selecting, and retaining people who will 
facilitate the accomplishment of organizational goals. Designed for 
the future human resource professional who will be involved with 
designing, administering, revising, and evaluating selection programs and 
procedures.

MGMT 684. Issues in International Human Resource Management. 3 
Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 637 
or MGMT 641. Focuses on issues affecting the application of human 
resource management practices in an international environment. 
Examines current challenges in the selection, appraisal, development, 
compensation and maintenance of expatriates, repatriates, host country 
nationals and third-country nationals. Includes contextual factors of 
industrial relations systems, legal environment, demographics and 
culture.

MGMT 691. Topics in Management. 1-3 Hours.
Semester course; 1-3 lecture hours. 1, 2 or 3 credits. Study of current 
topics. Topics may vary from semester to semester.

MGMT 693. Field Project in Management. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: Approval of 
proposed work is required by graduate studies office in the School of 
Business. Students will work under the supervision of a faculty adviser in 
planning and carrying out a practical research project. A written report of 
the investigations is required. To be taken at the end of the program.

MGMT 697. Guided Study in Management. 1-3 Hours.
Semester course; 3 lecture hours. 1, 2 or 3 credits. Prerequisite: Approval 
of proposed work is required by graduate studies office in the School 
of Business. Graduate students wishing to do research on problems in 
business administration or business education will submit a detailed 
outline of their problem. They will be assigned reading and will prepare a 
written report on the problem. To be taken at the end of the program.

MGMT 703. Advanced Topics in Research Methods for Organizational 
Studies. 1, 2 Hour.
Continuous course; 3 lecture hours. 3 credits. Prerequisites: two graduate 
courses in statistics or permission of instructor. F ocuses on conceptual 
and statistical issues involved with causal analysis with nonexperimental 
and experimental data. Course covers basic and advanced confirmatory 
factor analysis and structural equation techniques, with an emphasis on 
organizational and psychological applications. Crosslisted as: PSYC 702.

MGMT 702. Causal Analysis for Organizational Studies. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisites: MGMT 632 
or equivalent and permission of instructor. Students must enroll for two 
semesters. Extensive coverage of applications of methodological and 
statistical analyses to an array of disciplines related to organizational 
studies. Emphasizes the skills essential in designing, conducting and 
interpreting research. Course contact hours spread over fall, intersession 
and spring semesters. Credits allotted one in fall and two in spring. May 
be repeated once for credit as topics change each year.

MGMT 737. Seminar in Human Resources. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 637 
or equivalent, or permission of instructor. Provides broad exposure to 
theory and research in the field of human resource management. Topics 
include strategic and operational human resource planning and staffing; 
employee relations, development and performance management; external 
factors such as legal and international environments; and compensation 
policy and practices.

MGMT 738. Special Focus in Human Resource Management: ___. 3 
Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 637 or 
equivalent, or permission of instructor. Provides exposure to specific 
advanced theoretical and methodological topics related to human 
resource management. Topics may include staffing, training and 
development, motivation (i.e., compensation and rewards), HRM metrics, 
and validity generalization. Topics vary depending upon instructor. See 
the Schedule of Classes for specific topics to be offered.

MGMT 743. Organizing Systems. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 524 
or equivalent, or permission of instructor. Surveys the foundations of 
management theory as well as more recent research and theory on the 
leadership through which work is organized and directed.

MGMT 745. Advanced Operations Research. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 645 or 
equivalent. Advanced discussion of topics in mathematical programming 
and network analysis as applied to organizational decision making. 
Includes network flows, integer, nonlinear, and dynamic programming, 
and multicriteria optimization. Emphasis on applications and the use of 
the computer for problem solving.
MGMT 746. Cognitive and Emotional Processes in Organizations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 524 or equivalent. This course examines organizational life in terms of cognitive and emotional processes at the individual, group, and organizational level. Special attention will be given to how people perceive and evaluate each other.

MGMT 747. Seminar in Human Resources: Macro Foundations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 737 or equivalent, or permission of instructor. Provides broad exposure to theory and research of how firms can use human resource management practices to enhance individual and organizational performance. Topics include emerging theoretical perspectives related to HRM systems, human capital, contextual factors and other factors that influence the linkages between human resources and performance.

MGMT 749. History of Management Thought. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 540. Traces the history of management from its beginnings to current approaches and theories.

MGMT 750. Attitudes and Motivation in Organizations. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 524 or equivalent. Critical examination of classic and emerging research on attitudes and motivation in organizations, as well as their relationships to individual and organizational outcomes.

MGMT 757. Corporate Strategy and Long-range Planning. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Prerequisite: MGMT 642 or equivalent. Analysis and evaluation of current methods and research in the areas of corporate strategy and long-range planning.

MGMT 790. Doctoral Seminar. 3 Hours.
Semester course; 3 lecture hours. 3 credits. Open only to Ph.D. students in business. Analyzes and critiques general theories, practices and functions in a specialized area of management research.

MGMT 798. Thesis in Management. 3 Hours.
Year course; 6 credits. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

MGMT 799. Thesis in Management. 3 Hours.
Year course; 6 credits. Graduate students will work under supervision in outlining a graduate thesis and in carrying out the thesis.

MGMT 898. Dissertation Research in Management. 1-12 Hours.
1-12 credits. Limited to Ph.D. in business candidates.