### MANAGEMENT - MGT

**MGT 101 Introduction to Management**
- **Credits:** 3
- **Overview:** Overview of the managerial functions and processes, including planning, organizing, leading and controlling, addressed from behavioral, economic, historical, and other perspectives.
- **Offered:** fall & spring.

**MGT 325 Operations Analysis for Business**
- **Credits:** 3
- **Prerequisite:** MGT 325 or equivalent (or permission of the instructor).
- **Offered:** fall & spring.

**MGT 334 Strategic Sourcing**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 335 Management Science**
- **Credits:** 3
- **Prerequisite:** ECO 255.
- **Offered:** every fall.

**MGT 336 Production/Operations Management**
- **Credits:** 3
- **Prerequisite:** MGT 325 or MGT 336.
- **Offered:** occasionally.

**MGT 337 Introduction to a variety of management science tools and applications**
- **Credits:** 3
- **Offered:** every fall.

**MGT 338 International Business Seminar**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 340 Human Resources Management**
- **Credits:** 3
- **Prerequisite:** MGT 360 & junior standing.
- **Offered:** fall & spring.

**MGT 341 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & junior standing.
- **Offered:** occasionally.

**MGT 342 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & sophomore standing.
- **Offered:** fall.

**MGT 343 Strategic Sourcing**
- **Credits:** 3
- **Prerequisite:** MGT 325 or MGT 336.
- **Offered:** occasionally.

**MGT 344 Management Science**
- **Credits:** 3
- **Prerequisite:** ECO 255.
- **Offered:** every fall.

**MGT 345 Production/Operations Management**
- **Credits:** 3
- **Prerequisite:** MGT 101.
- **Offered:** every spring.

**MGT 346 Human Resources Management**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 347 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 348 International Business Seminar**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 349 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 350 Strategic Sustainable Development**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 351 History of American Capitalism**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 352 Operations Analysis for Business**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 353 History of American Capitalism**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 354 Management Science**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 355 Production/Operations Management**
- **Credits:** 3
- **Prerequisite:** MAT 106 or equivalent (or permission of the instructor).
- **Offered:** occasionally.

**MGT 356 Human Resources Management**
- **Credits:** 3
- **Prerequisite:** MGT 360 & junior standing.
- **Offered:** fall & spring.

**MGT 357 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 358 International Business Seminar**
- **Credits:** 3
- **Offered:** occasionally.

**MGT 359 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & sophomore standing.
- **Offered:** occasionally.

**MGT 360 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & junior standing.
- **Offered:** occasionally.

**MGT 361 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 362 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 363 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 364 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 365 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 366 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 367 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 368 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 369 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 370 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 371 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 372 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 373 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 374 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 375 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 376 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 377 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 378 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 379 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 380 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 381 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 382 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 383 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 384 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 385 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 386 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 387 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 388 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 389 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 390 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 391 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 392 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 393 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 394 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 395 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 396 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 397 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 398 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.

**MGT 399 Organizational Behavior**
- **Credits:** 3
- **Prerequisite:** MGT 101 & senior standing.
- **Offered:** occasionally.
MGT 433 Negotiation Theory and Practice  3 Credits
Exploring formal and informal ways that managers negotiate differences. The course considers negotiation with peers, supervisors, subordinates, suppliers, customers, outside agencies and others as a key managerial process and a component of effective leadership. It takes a broad view of negotiations, examining the links between effective negotiation processes and influence, communication and relationship-management. We will examine research and concepts developed in a number of academic fields, and look closely at personal skills and experiences. The course requires intense involvement in negotiation simulation exercises, and thoughtful application of theory and research. Counts as a MGT elective. Pre-requisite: MGT 101
Offered: occasionally.

MGT 436 Quality Management  3 Credits
This course will provide an overview and understanding of quality management systems and their application to business. This will include such topics as total quality management (TQM), ISO 9000, the Malcolm Baldridge Award and Six Sigma (6σ). In addition, tools and techniques, and strategies used in quality management will be discussed. Counts as a MGT elective.
Prerequisite: MGT 325 or MGT 336.
Offered: occasionally.

MGT 437 Project Management  3 Credits
Introduction to the principles and techniques employed by project managers. Focus on entire project life cycle. Critical issues such as time, cost and performance parameters analyzed from organizational and resource management perspectives. Counts as a MGT elective.
Prerequisite: MGT 325 or MGT 335.
Offered: occasionally.

MGT 438 Entry Strategies in Emerging Markets  3 Credits
This course examines global corporate entrepreneurship and the process through which established companies identify, launch, and manage the entry of existing products into geographic markets where the companies do not currently compete. We will also look at “emerging giants” – entrepreneurial firms in emerging markets that have grown to become multinationals. The course examines the differences between emerging markets and mature markets, as well as differences among emerging markets. The objective is to understand how these issues affect business opportunities in different emerging markets and why these efforts often fail. Counts as a MGT elective.
Prerequisite: ECO 101, ECO 102, & MGT 101.
Offered: occasionally.

MGT 439 Special Topics in Operations Planning and Control  3 Credits
Series of topics designed to target the professional certification examination conducted by APICS (The Association for Supply Chain Management). Topics include: demand management, master planning, capacity management, production activity control, inventory management, purchasing and physical distribution, and theory of constraints. Pre-requisites: MGT325 or MGT336 or Permission of the Instructor
Offered: Occasionally

MGT 440 Global Supply Chain Management  3 Credits
This course examines procurement and outsourcing strategies, network configuration, inventory management, supply chain integration, strategic alliances, international issues, coordinated product and supply chain design, demand forecasting, ERP systems, quality and JIT issues and performance measurement in a global supply chain. Counts as a MGT elective.
Prerequisite: MGT 325 or MGT 336.
Offered: every fall.

MGT 446 Managerial Policy/Strategy  3 Credits
Business students’ capstone course. Integration of all business disciplines into discussion of goals, strategies, policies, planning, and evaluation. Cases provide decision-making experience.
Restriction: must be taken in last semester of senior year. Senior status offered: fall & spring.

MGT 460 Ethical Power and Influence for Leaders  3 Credits
Power and influence permeate our everyday lives and are important processes within organizations. Whether it be a company you founded, one you might be working with, or a company you work for, it is vital to understand how power and influence can be used to get things done even if there are barriers in your way. Technical expertise is important, but understanding how to achieve buy-in for your initiatives and goals is vital to your success. This course is about understanding power and influence and learning to use them effectively to achieve your goals. Through self-assessments, you will come to understand your own beliefs and tendencies regarding power and influence. Using this as a starting point, conceptual models are explored to give you real-world approaches in how to use ethical power and influence to become effective leaders. Counts as a MGT elective.
Prerequisite: MGT 101 or permission of instructor.
Offered: every spring beginning spring 2018.

MGT 472 Comparative Management Systems  3 Credits
International business emphasizing differences in systems. Context and traditions in different countries and regions: social, political, governmental, business, labor, ethical, cultural analysis. Different management and business practices. Managing and doing business within and across many countries. Counts as a MGT elective.
Prerequisite: MGT 101 or permission of instructor.
Offered: spring.

MGT 475 Doing Business in Latin America  3 Credits
This course is designed to provide an introduction into the Latin American business environment and its impact on management practices. Latin America is a region of resource-rich, with rapidly developing economies with enormous potential for business. Some Latin American countries have experienced, and still are undergoing, drastic political and economic transformation. This course will help students understand the opportunities and business potential as well as risks and barriers of doing business in Latin American countries. This course uses cases that focus on managerial aspects relevant to investment, risk management, and Latin America cultural issues.
Offered: occasionally.

MGT 486 Doing Business in the EU  3 Credits
This course is designed to prepare students to do business in the EU. Students examine the forces leading to the development and the implementation of the unique economic and political unit called the European Union. Students use their understanding of the history and the current issues impacting the continuing development of the European Union to develop strategies for doing business in the European Union.
Offered: occasionally.

MGT 492 Internship in Global Supply Chain Management  3 Credits
All for-credit internships require non-routine job experience that links academic concepts with practical experience. Involve supervision by faculty and student demonstration of academic value through papers and reports. Enrollment subject to meeting minimum GPA requirement.
Prerequisite: student must complete a WS8 Internship Application and obtain permission of a faculty supervisor, department chair, & the associate dean.
Offered: fall & spring.
MGT 493 Internship in Human Resource Management 3 Credits
All for-credit internships require non-routine job experience that links academic concepts with practical experience. Involve supervision by faculty and student demonstration of academic value through papers and reports. Enrollment subject to meeting minimum GPA requirement.
Prerequisite: student must complete a WSB Internship Application and obtain the approval of a faculty supervisor, department chair, & associate dean.
Offered: fall & spring.

MGT 494 Operations Management Internship 3 Credits
Internships require an application and approval by the associate dean.
Prerequisite: student must complete a WSB Internship Application and obtain permission of a faculty supervisor, department chair, & the associate dean.

MGT 496 Management Internship 3 Credits
All for-credit internships require non-routine job experience that links academic concepts with practical experience. Involve supervision by faculty and student demonstration of academic value through papers and reports. Enrollment subject to meeting minimum GPA requirement.
Prerequisite: student must complete a WSB Internship Application and obtain the approval of a faculty supervisor, department chair, & associate dean.
Offered: fall & spring.

MGT 499 Management Independent Study 6 Credits
Counts as an MGT elective. Independent studies require an application and approval by the associate dean.
Prerequisite: student must complete a WSB Independent Study Application Form and obtain the approval of a faculty supervisor, department chair, & the associate dean.
Offered: fall & spring.