Management is a broadly defined discipline and activity, which is neither industry nor function specific. Management concepts, theories, techniques, and skills are applicable to business functional areas and are essential for successful organizations regardless of whether the venture thrives in character as large or small, well-established or an entrepreneurial start-up. Management requires sound conceptual, technical, and human skills for the effective utilization of organizational resources. In addition to the basic business foundation and core courses, a management student has the option of participating in an organizational leadership or entrepreneurship track. Management majors are required to complete 18 credit hours of management or department-approved courses. Included in these 18 credits are three required courses:

**REQUIRED (9 CREDITS)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisite(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 310</td>
<td>Entrepreneurship and Innovation</td>
<td>Sophomore Classification</td>
</tr>
<tr>
<td>MGMT 371</td>
<td>Organizational Behavior</td>
<td>MGMT 370</td>
</tr>
<tr>
<td>MGMT 414</td>
<td>International Management</td>
<td>None</td>
</tr>
</tbody>
</table>

**ELECTIVE COURSES (9 CREDITS)**

Select one of the two MGMT elective TRACKS described below.

**OPTIONAL ORGANIZATIONAL LEADERSHIP TRACK (9 CREDITS)**

- MGMT 471 Personnel and Human Resource Management (Junior Classification)

And any two of:

- MGMT 372X Responsible Management and Leadership in Business (PHIL 230)
- MGMT 377* Competitive Strategy (MGMT 370)
- MGMT 419* Social Responsibility of Business (None)
- MGMT 472 Management of Diversity (Junior Classification)
- PSYCH 450 Industrial Psychology (PSYCH 101 and one other PSYCH course, any STAT course)

**OPTIONAL ENTREPRENEURSHIP TRACK (9 CREDITS)**

- OR**
  - MGMT 313 Feasibility Analysis and Business Planning (MGMT 310)
  - MGMT 410 Social Entrepreneurship (Sophomore Classification)

And any two of:

- MGMT 320X Corporate Entrepreneurship, Innovation and Technology Management (MGMT 310)
- MGMT 367* International Entrepreneurship (Junior Classification)
- MGMT 372X Responsible Management and Leadership in Business (PHIL 230)
- MGMT 377* Competitive Strategy (MGMT 370)
- MGMT 415 Managing New Ventures (MGMT 370, MKT340, FIN 301, SCM 301)
- MGMT 419* Social Responsibility of Business (None)
- MGMT 471 Personnel and Human Resource Management (Junior Classification)
- MGMT 472 Management of Diversity (Junior Classification)

*Courses not offered on a regular basis. Students should consult with their Academic Advisor about terms of offering.

**Students may also take both of MGMT 313 and 410, and only one course listed above.