

# Management (MGMT).

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Head of the Department:	Professor Cappel
Professors:	Hotard, Jamal, Waikar, Yeargain
Associate Professors:	Blalock, Chen, A. Phillips, C. Phillips, Wyld
Assistant Professors:	R.Cope. R. Cope, Settoon, Tucci
Instructors:	Baldwin, Talbot

## MANAGEMENT (MGMT)

**\*141. Introduction to Business. Credit 3 hours. An orientation course in business activity, including a study of organization, ownership, marketing, personnel, finance, and management.**

**231. The Legal Environment of Business. Credit 3 hours. Law and legal institutions in society, emphasizing areas of law relevant to business operations, general legal and social environment with emphasis on business ethics; role of contracts in business; and employment obligations. Credit will not be given for both Management 231 and 234.**

**232. Business Law. Credit 3 hours. A study of the laws affecting the operation of businesses. Topics include commercial paper (checks, promissory notes, certificates of deposit, etc.); credit transactions and security devices (mortgages, pledges, liens, etc.); agency; and bankruptcy. Credit will not be given for both Management 232 and 333.**

**234. The Legal Environment of Business for Accountants. Credit 3 hours. Prerequisite: Major in Accounting and/or CPA candidate and Sophomore standing. Law and legal institutions in society, emphasizing areas of law relevant to business operations, such as federal agencies, courts, contracts, employment obligations, and business organizations; plus the effect of ethical considerations on such institutions and processes. Credit will not be given for both Management 231 and 234.**

**261. Business Statistics. Credit 3 hours. Prerequisite: Mathematics 161 or 164 and Computer Science 110. Collection and organization of business and economic data; descriptive statistics; measures of central tendency and dispersion; statistical inference; probability time series; index numbers, and regression and correlation.**

**309. Management Information Systems for Decision Making. Credit 3 hours. Prerequisite: Computer Science 110 and Junior standing. A study of the systems for organizing and controlling information flows within business organizations for effective decision-making. Appropriate**

computer technology is used.

**333. Commercial Law for Accountants. Credit 3 hours. Prerequisite: Major in Accounting and/or CPA candidate, Junior standing, and MGMT 234. Legal concepts underlying the Uniform Commercial Code as applied in sales of goods, commercial paper, and secured transactions; applications of bankruptcy, agency, bailment, property rights laws and accountants legal liability. Credit will not be given for both Management 232 and 333.**

**351. Management of Organizations. Credit 3 hours. Prerequisite: Junior standing. Introduction to theory and practice of managing formal organizations, including planning organizational theory, human behavior, and control.**

**362. Management Science. Credit 3 hours. Prerequisite: Management 261 and Junior standing. The use of statistical methods and techniques as scientific tools in business decision making.**

**380. Business Ethics. Credit 3 hours. Prerequisite: Management 231 and 351. The meaning of ethics and ethical theories. Tension between industry self-regulation and government regulation. Case analyses of decision-making involving ethical implications. Role of ethics panels and commissions in industry and government relative to business operations.**

**425. Introduction to International Business. Credit 3 hours. Prerequisite: Senior standing. An introduction to the field of international business. The empirical dimensions of the world economy; business enterprise in international trade; trade channels; effects of economic, political and social environment on international management problems of international operations; the role of government in fostering international business.**

**464. Business Policy and Decision-Making. Credit 3 hours. Prerequisites: Management 261, 351, Finance 381, Marketing 303 and Senior standing. Application of managerial, financial, marketing, and accounting principles in decision-making; extensive use of cases and written reports.**

**470. Management Practices and Policy Formulation. Credit 3 hours. Prerequisite: Management 351, Senior or Graduate standing, and consent of instructor. An intensive analysis of business practices and organizational structures of small, regional business firms. Marketing, financial accounting, and managerial practices will be scrutinized. Oral and written presentations of findings and recommendations will be made to the operating managers of each business firm studied. Companies to be analyzed will be selected in cooperation with the Small Business Administration. (This course may be selected by Marketing majors as a marketing elective.)**

**471. Personnel Management. Credit 3 hours. Prerequisite: Management 351. A study of personnel management to include historical development planning for and organizing the personnel department; selection and training of employees: incentive programs; wages, salary, and fringe benefits; utilization of the labor force; and management-labor relations.**

**472. Current Problems in American Business. Credit 3 hours. Prerequisite: Management 351.** A course designed to stimulate mature thinking and awareness of current issues and problems confronting American businessmen, such as social responsibility, ethics, environmental problems, hardcore unemployables, automation and other technological changes. Intensive use of current reference materials, class discussion, and guest speakers.

**473. Human Relations for Managers. Credit 3 hours. Prerequisite: Management 351.** A study of the various methods of motivating employees and handling a multitude of human problems involved in any type of business. The student will actively participate in role-playing situations and will study actual companies in the Southeast Louisiana area.

**474/574 [474UG]. Production Management. Credit 3 hours. Prerequisite: Management 261 and 351 or consent of the Department Head.** The study of the systems for the creation of goods and services consumed by society.

**485/585. Entrepreneurship. Credit 3 hours. Prerequisites: Management 351, Accounting 212, Marketing 303, and Finance 381.** A study of the entrepreneur's role in business, including the process of developing an idea into a feasible business plan and the factors to be considered in purchasing an ongoing business. Special attention should be devoted to the operation and management of a small business.

**640. Seminar in Industrial Relations. Credit 3 hours.** An analysis of the collective bargaining system, including labor legislation, bargaining strategies, contract negotiations, grievance handling, and other pertinent topics. Class format includes lecture, discussion, and case analysis.

**645. Statistical Methods in Business and Economics. Credit 3 hours. Prerequisite: Management 261.** Statistical inference; analysis of variance, trend and curve fitting; multiple and partial correlation; application to business problems with appropriate computer applications.

**663. Organization Theory and Behavior. Credit 3 hours.** Contributions of both formal theory of organizations and the behavioral sciences are examined as they impact upon organizational functions and processes.

**683. Business Policy and Strategy. Credit 3 hours. Prerequisite: Open to MBA candidates during the last twelve hours of the program.** This is the integrative capstone course for graduate students in business and utilizes a systems perspective to analyze complex organizational issues and problems from the viewpoint of top management. The case method is used for problem identification and solution proposals.

**690. Information Systems Analysis and Design. Credit 3 hours. Prerequisite: Management 309.** A study of information systems for management decision making, systems construction and

**computer utilization, organizational concepts, systems and data systems designed for business functions.**

**691. Management Applications of Microcomputers. Credit 3 hours. Prerequisite: Computer Science 110 or consent of instructor. A course designed to give managers experience with word processing, electronic spreadsheets, and database applications. Special emphasis will be given to hands-on use of microcomputers to facilitate record keeping, analysis and management functions.**

**695. Special Topics in Management. Credit 3 hours. Prerequisite: Graduate standing. A seminar course focusing on selected issues in management. This course may be repeated once for a total of six credit hours if different topics are studied.**

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