

## DEPARTMENT OF MANAGEMENT

### OBJECTIVES

The overall educational objective of the Management undergraduate program is to provide students with a conceptual foundation in management and a skills base necessary to build successful careers in industry or to succeed in graduate school. Other program objectives include:

1. Students will acquire a basic knowledge and understanding of human resource management, entrepreneurship and small business management, computer information management, and organizational management.
2. Students will develop an appreciation for contemporary challenges facing managers such as diversity in the workplace, the global economy, technological change, and ethics in managerial decision-making.
3. Students will develop essential managerial skills such as interpersonal skills, oral and written communication skills, and problem-solving skills.
4. Students will be able to apply technology for the purposes of organizational management and problem solving.

Specific educational objectives for each concentration within the undergraduate program in Management include:

**Entrepreneurship and Small Business Management.** Students will acquire a basic knowledge and understanding of entrepreneurship and managing small businesses in the areas of forms of ownership, sources of financing, organizing, marketing strategies, facilities management, and budgeting. Students will be able to demonstrate competencies in the core aspects of building a business plan.

**General Management.** Students will acquire a basic knowledge and understanding of organizational management. Students will be able to demonstrate managerial competencies in planning, organizing, and controlling organizational resources.

**Human Resource Management.** Students will acquire a basic knowledge and understanding of the human resource management functional areas of human resource planning, recruitment and selection, compensation and benefits, and human resource development. Students will be able to demonstrate competencies in conducting job analyses, and developing compensation programs.

**International Management.** Students will acquire a basic knowledge and understanding of international management in the areas of international trade, cross-cultural communication, and methods of doing business internationally.

### MAJOR IN MANAGEMENT

In addition to fulfilling general education core requirements, students must complete 39 semester hours. Of these 39 hours, a minimum of 24 semester hours are common for all management majors. Majors must complete 15 semester hours in one of the concentration areas. Nine concentration hours are prescribed for students. The remaining six hours are selected by majors from among a list of courses offered by the Department of Management and other departments inside and outside the College of Business.

### HONORS DIPLOMA IN THE DISCIPLINE

The department also offers an upper-division honors curriculum allowing its students to earn an honors diploma in the major at graduation. For information about requirements and honors courses in this department, please contact the Department Head.

### MINOR IN MANAGEMENT

Students from other departments who desire to minor in Management may do so by successfully completing 18 semester hours selected from the following courses: Management 232, 351, 375, 430, 471, 472, 473, 475, 478, and 485. Students minoring in Management must obtain the approval of the Department Head.

### CURRICULUM IN MANAGEMENT

#### LEADING TO THE DEGREE OF BACHELOR OF ARTS

#### ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT CONCENTRATION

##### FIRST YEAR

FIRST SEMESTER	S.H.	SECOND SEMESTER	S.H.
Biological Science <sup>1</sup> .....	3	Management 210 .....	3
English 101 .....	3	English 102 .....	3
History Elective.....	3	Mathematics 163 .....	3
Mathematics 161 <sup>3</sup> .....	3	Physical Science <sup>1</sup> .....	3
Psychology or Sociology .....	3	Visual Arts, Dance, Music, or Theatre .....	3
Southeastern 101 .....	0-3		
	15-18		15

##### SECOND YEAR

Accounting 200 .....	3	Accounting 225 .....	3
Economics 201 .....	3	Communication 211 .....	3
English 230, 231, or 232 .....	3	Economics 202 .....	3
†Management 231 .....	3	†Management 232 .....	3
Second Natural Science Sequence <sup>1</sup> .....	3	Operations Mgmt. & Info. Systems 200 .....	3
	15		15

Elective (non-business) .....	3
Finance 381 .....	3
†Management 240 .....	3
†Management 351 .....	3
Marketing 303 .....	3
	15

**THIRD YEAR**

Elective (non-business) .....	3
Economics 333 .....	3
†Management 375 <sup>2</sup> .....	3
†Marketing 321 <sup>2</sup> .....	3
Operations Mgmt. & Info. Systems 350 .....	3
	15

**FOURTH YEAR**

Elective (non-business) .....	3
†Management 391, 472, or 478 <sup>2</sup> .....	3
†Management 425 .....	3
†Management 471 .....	3
Operations Mgmt. & Info. Systems 430 .....	3
	15

Elective (non-business) .....	3
†Management Elective (300 or 400 level) .....	3
†Management 464 .....	3
†Management 473 .....	3
†Management 485 <sup>2</sup> .....	3
	15

Total semester hours required

120-123

Southeastern 101 is not required of transfer or readmitted Southeastern students with 30 hours or more.

<sup>1</sup>Please refer to the possible natural science combinations under General Education Requirements in the University Policies chapter of this catalogue for the approved sequenced courses in natural science. Because Chemistry 106 or Physics 142 cannot be followed by a second sequenced course, the student may take only one of these two courses for their natural sciences requirement.

<sup>2</sup>Concentration course.

<sup>3</sup>Students with an ACT Math score of 20 or lower will take Math 155 (5 credit hours) in place of Math 161, which will increase by 2 credit hours the total number of hours required for the degree.

†Major course. These courses will be used to calculate the major grade point average, which must be an adjusted or degree 2.0 grade point average.

**CURRICULUM IN MANAGEMENT**

**LEADING TO THE DEGREE OF BACHELOR OF ARTS**

**GENERAL MANAGEMENT CONCENTRATION**

<b>FIRST SEMESTER</b>	<b>S.H.</b>
Biological Science <sup>1</sup> .....	3
English 101 .....	3
History Elective .....	3
Mathematics 161 <sup>3</sup> .....	3
Psychology or Sociology .....	3
Southeastern 101 .....	0-3
	15-18

**FIRST YEAR**

<b>SECOND SEMESTER</b>	<b>S.H.</b>
Management 210 .....	3
English 102 .....	3
Mathematics 163 .....	3
Physical Science <sup>1</sup> .....	3
Visual Arts, Dance, Music, or Theatre .....	3
	15

**SECOND YEAR**

Accounting 200 .....	3
Economics 201 .....	3
English 230, 231, or 232 .....	3
†Management 231 .....	3
Second Natural Science Sequence <sup>1</sup> .....	3
	15

Accounting 225 .....	3
Communication 211 .....	3
Economics 202 .....	3
†Management 232 .....	3
Operations Mgmt. & Info. Systems 200 .....	3
	15

**THIRD YEAR**

Elective (non-business) .....	3
Finance 381 .....	3
†Management 240 .....	3
†Management 351 .....	3
Marketing 303 .....	3
	15

Elective (non-business) .....	3
Economics 333 .....	3
†Management Elective (300 or 400 level) <sup>2</sup> .....	3
†Management Elective (300 or 400 level) <sup>2</sup> .....	3
Operations Mgmt. & Info. Systems 350 .....	3
	15

**FOURTH YEAR**

Elective (non-business) .....	3
†Management Elective (300 or 400 level) <sup>2</sup> .....	3
†Management 425 .....	3
†Management 471 .....	3
Operations Mgmt. & Info. Systems 430 .....	3
	15

Elective (non-business) .....	3
†Management Elective (300 or 400 level) <sup>2</sup> .....	3
†Management Elective (300 or 400 level) <sup>2</sup> .....	3
†Management 464 .....	3
†Management 473 <sup>2</sup> .....	3
	15

Total semester hours required

120-125

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<sup>2</sup>Concentration course.

<sup>3</sup>Students with an ACT Math score of 20 or lower will take Math 155 (5 credit hours) in place of Math 161, which will increase by 2 credit hours the total number of hours required for the degree.

†Major course. These courses will be used to calculate the major grade point average, which must be an adjusted or degree 2.0 grade point average.

### CURRICULUM IN MANAGEMENT

#### LEADING TO THE DEGREE OF BACHELOR OF ARTS

#### HUMAN RESOURCE MANAGEMENT CONCENTRATION

##### FIRST YEAR

FIRST SEMESTER	S.H.	SECOND SEMESTER	S.H.
Biological Science <sup>1</sup> .....	3	Management 210 .....	3
English 101 .....	3	English 102 .....	3
History Elective.....	3	Mathematics 163 .....	3
Mathematics 161 <sup>3</sup> .....	3	Physical Science <sup>1</sup> .....	3
Psychology or Sociology .....	3	Visual Arts, Dance, Music, or Theatre .....	3
Southeastern 101 .....	0-3		
	15-18		15

##### SECOND YEAR

Accounting 200 .....	3	Accounting 225 .....	3
Economics 201 .....	3	Communication 211 .....	3
English 230, 231, or 232 .....	3	Economics 202 .....	3
†Management 231 .....	3	†Management 232 .....	3
Second Natural Science Sequence <sup>1</sup> .....	3	†Operations Mgmt. & Info. Systems 200 .....	3
	15		15

##### THIRD YEAR

Elective (non-business) .....	3	Elective (non-business) .....	3
Finance 381 .....	3	Economics 333 .....	3
†Management 240 .....	3	†Management 471 .....	3
†Management 351 .....	3	†Management Elective (300 or 400 level).....	3
Marketing 303 .....	3	Operations Mgmt. & Info. Systems 350 .....	3
	15		15

##### FOURTH YEAR

Elective (non-business) .....	3	Elective (non-business) .....	3
†Management 425 .....	3	†Management 391, 472, or 478 <sup>2</sup> .....	3
†Management 440 <sup>2</sup> .....	3	†Management 464 .....	3
†Management 475 <sup>2</sup> .....	3	†Management 473 .....	3
Operations Mgmt. & Info. Systems 430 .....	3	†Management 476 <sup>2</sup> .....	3
	15		15

Total semester hours required

120-123

Southeastern 101 is not required of transfer or readmitted Southeastern students with 30 hours or more.

<sup>1</sup>Please refer to the possible natural science combinations under General Education Requirements in the University Policies chapter of this catalogue for the approved sequenced courses in natural science. Because Chemistry 106 or Physics 142 cannot be followed by a second sequenced course, the student may take only one of these two courses for their natural sciences requirement.

<sup>2</sup>Concentration course.

<sup>3</sup>Students with an ACT Math score of 20 or lower will take Math 155 (5 credit hours) in place of Math 161, which will increase by 2 credit hours the total number of hours required for the degree.

†Major course. These courses will be used to calculate the major grade point average, which must be an adjusted or degree 2.0 grade point average.

**CURRICULUM IN MANAGEMENT**  
**LEADING TO THE DEGREE OF BACHELOR OF ARTS**  
**INTERNATIONAL MANAGEMENT CONCENTRATION**

<b>FIRST SEMESTER</b>		S.H.	<b>SECOND SEMESTER</b>		S.H.
Biological Science <sup>1</sup> .....	3		English 102 .....	3	
English 101 .....	3		Management 210 .....	3	
History Elective.....	3		Mathematics 163 .....	3	
Mathematics 161 <sup>3</sup> .....	3		Physical Science <sup>1</sup> .....	3	
Psychology or Sociology .....	3		Visual Art, Mus, Dnc, Theatre .....	3	
Southeastern 101 .....	0-3				
	15 - 18			15	
<b>SECOND YEAR</b>					
†Accounting 200 .....	3		Accounting 225 .....	3	
†Economics 201 .....	3		Communication 211 .....		
English 230, 231, or 232 .....	3		†Economics 202 .....	3	
†Management 231 .....	3		†Management 232 .....	3	
Second Natural Science <sup>1</sup> .....	3		Operations Mgmt. & Info. Systems 200 .....	3	
	15			15	
<b>THIRD YEAR</b>					
Elective (Non-Business) .....	3		Economic 333.....	3	
Finance 381 .....	3		Elective (Non-Business).....	3	
†Management 240.....	3		†Management 425 .....	3	
†Management 351 .....	3		†Management 471 .....	3	
Marketing 303 .....	3		Operations Mgmt. & Info. Systems 350 .....	3	
	15			15	
<b>FOURTH YEAR</b>					
Elective (Non_Business).....	3		Elective (Non-Business).....	3	
†Foreign Language Elective <sup>2,4</sup> .....	3		†Foreign Language Elective <sup>2,4</sup> .....	3	
†Management 430 <sup>2</sup> .....	3		†Management 420 <sup>2</sup> .....	3	
†Management 435 <sup>2</sup> .....	3		†Management 464 .....	3	
Operations Mgmt. & Info. Systems 430 .....	3		†Management 473 .....	3	
	15			15	
Total semester hours required			120-123		

Southeastern 101 is not required of transfer or readmitted Southeastern students with 30 hours or more.

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<sup>2</sup>Concentration course

<sup>3</sup>Students with an ACT Math score of 20 or lower will take Math 155 (5 credit hours) in place of Math 161, which will increase by 2 credit hours the total number of hours required for the degree.

<sup>4</sup>Foreign language electives must be approved by the Department Head of Management and should focus on building language skills.

†Major course. These courses will be used to calculate the major grade point average, which must be an adjusted or degree 2.0 grade point average

**MINOR IN ADMINISTRATIVE SUPERVISION**

Students enrolled in the University, other than business majors, may minor in Administrative Supervision within the Department of Management. The Administrative Supervision Minor consists of Management 351, Management 471, Management 473, Business Technology 234, Marketing 314, and either Finance 381 or Finance 123.