

BILL & VIEVE GORE SCHOOL OF BUSINESS

MANAGEMENT

Faculty

- Michael Keene (chair)
- Michael Glissmeyer
- Susan Arsht
- Dax Jacobson
- Alysse Morton
- Vicki Graham

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Program Goals

Students can complete the Bachelor of Science in Management, or the Bachelor of Arts in Management. The Management major is designed to prepare students to manage effectively in a wide variety of business organizations. The purpose of the major is to ensure that students (1) understand the field of management and the environmental and organizational context in which managers operate and (2) master the fundamental management principles and tools needed to assure their success as managers. Students majoring in Management can:

- Create an effective business plan for a new country entry.
- Motivate, coordinate, and lead others to excellent performance.
- Develop plans to lead an organization through a significant change effort.
- Effectively communicate across different cultures.

Program Requirements

To fulfill the requirements for a Management major, students must complete the courses outlined below. Students must maintain a minimum 2.3 GPA in business program coursework. Students are also required to complete the ETS Major Field Test in Business before they are eligible to graduate. Exceptions may be considered by program chair when relocation or other conditions make completion of the test impractical.

Students must meet the college-wide graduation requirements in addition to the Management major:

- WCore or Honors College requirements
- 30 upper division hours
- 124 total hours

Undergraduate Business Core

Students in most business majors, including management, complete a common undergraduate core designed to develop skills in all functional areas of business. There are two components to the common undergraduate core: the lower-division requirements, and the upper-division requirements. Since many of the lower-division core requirements are prerequisites for upper-division core requirements, students should work to complete lower-division courses early in their programs. Upper-division core requirements should be taken when prerequisites are met. Prerequisites are noted in the table below.

Requirement Description	Credit Hours	Prerequisites
I. Core Lower Division Courses	25	
ACCT 213 Financial Accounting	3	BUSI 102* or BUSI 101A and BUSI 101B
BUSI 101A Business Fundamentals I: Communicating	3	
BUSI 101B Business Fundamentals I: Calculating		MATH 101 or above
BUSI 101C Business Fundamentals I: Company Lab	0	
BUSI 200 Applied Business Math and Modeling	3	BUSI 102* or BUSI 101A and BUSI 101B
BUSI 225 Business Law and Ethics	3	BUSI 102* or BUSI 101A and BUSI 101B
ECON 253 Elementary Macroeconomics	3	MATH 101 or above
ECON 263 Elementary Microeconomics	3	MATH 101 or above
Choose one of the following courses:		
DATA 150 or DATA 220 Data and Society or Introduction to Statistics	4 4	
II. Core Upper Division Courses	23-25	
ACCT 313 Managerial Accounting	3	ACCT 213

Requirement Description	Credit Hours	Prerequisites
BUSI 300 Information Technology	3	BUSI 200
BUSI 350 Business Fundamentals II: Integrative Core The ETS exam is administered in BUSI 350. Learn more about ETS.	2	ACCT 313; BUSI 225, 300; DATA 150 or 220; ECON 263; FINC 300; MGMT 305, MGMT 309; MKTG 300.
BUSI 440 or BUSI 441 or BUSI 442 Business Fundamentals III: Internship or Business Practicum or Business Portfolio	1-8 2-4 2	BUSI 350, junior or senior standing, and signed approval from the Practice/ Exp Director.
Transfer students must complete a min. of 15 Westminster credit hours or obtain permission of instructor prior to completing an internship for credit. All business majors are required to complete BUSI 440 or BUSI 441 or BUSI 442**		
FINC 300 Business Finance	3	BUSI 200 and ACCT 213
MGMT 305 Principles of Management	4	BUSI 102* or BUSI 101A and BUSI 101B
MGMT 309 Operations Management	3	BUSI 200
MKTG 300 Principles of Marketing	3	BUSI 102* or BUSI 101A and BUSI 101B
Total Hours for the Program	48-50	

*BUSI 102, Business Fundamentals I for Transfer Students, is only an option for transfer students or student majoring in arts administration; all other students should take BUSI 101A/BUSI 101B.

Bachelor of Science in Management

Requirement Description	Credit Hours	Prerequisites
I. Undergraduate Business Core	48-50	
Please refer to Undergraduate Business Core for requirements.		
II. Major Requirements	12	
MGMT 400 Global Business Strategy - offered spring	4	MKTG 300 or MGMT 305
MGMT 433 Organizational Behavior- offered fall	4	MGMT 305
MGMT 460 Organizational Change and Advanced Management- offered fall	4	MGMT 305
III. Electives	4	
Four hours of electives are required from the following:		
MGMT 310 The Entrepreneurial Mindset (not available as an elective for entrepreneurship minors)	2	
MGMT 311 Business Model Development (not available as an elective for entrepreneurship minors)	2	
MGMT 411 Managing Growth (not available as an elective for entrepreneurship minors)	2	
And/or other upper division electives as approved by advisor 2-4		

Requirement Description	Credit Hours	Prerequisites
IV. Senior Capstone	4	
MGMT 450 Advanced Strategic Planning- offered spring	4	MGMT 305
Total Hours for the B.S. Management Program	68-70	

Bachelor of Arts in Management

Requirement Description	Credit Hours	Prerequisites
I. Undergraduate Business Core	48-50	
Please refer to Undergraduate Business Core for requirements.		
II. Bachelor of Arts Requirements	12	
<p>Students completing the Bachelor of Arts option (B.A.) must complete either:</p> <p>a. A declared academic minor other than a Business minor (Economics, Entrepreneurship, and Sports Management cannot be used) or</p> <p>b. Twelve credit hours of a single world language; or</p> <p>c. Eight credit hours of a single world language, and either:</p> <ul style="list-style-type: none"> • Four credit hours of a Westminster May term study/cultural international experience, or • Four credits of an international study tour transferred from an accredited college or university. <p>See World Language Requirement for equivalencies, AP and CLEP credit policy.</p>		
III. Upper Division Required Courses	12	
MGMT 400 Global Business Strategy- offered spring	4	MKTG 300 or MGMT 305
MGMT 433 Organizational Behavior- offered fall	4	MGMT 305
MGMT 460 Organizational Change and Advanced Management- offered fall	4	MGMT 305
IV. Senior Capstone	4	
MGMT 450 Advanced Strategic Planning- offered spring	4	MGMT 305
Total Hours for the B.A. Management Program	76-78	

Recommended Plan of Study

Starting Business as a First-Year Student

	Fall Semester	Spring Semester
Freshman Year	WCORE 1 WCORE 2 BUSI 101A BUSI 101B	WCORE 3 WCORE 4 DATA 150 OR DATA 220 BUSI 225
Sophomore Year	WCORE 5 WCORE 6 BUSI 200 ACCT 213	ECON 253 MKTG 300 ACCT 313 MGMT 305 BUSI 300
Junior Year	MGMT 309 FINC 300 ECON 263 Language I (B.A.)	BUSI 350 MGMT 400 MGMT Elective (B.S.) Language II (B.A.)
Senior Year	MGMT 433 MGMT 460 Language III (B.A.)	BUSI 440, 441 or 442 MGMT 450

Starting Business as a Sophomore

	Fall Semester	Spring Semester
Freshman Year	WCORE 1 WCORE 2 WCORE 3 Language I (B.A.)	WCORE 4 WCORE 5 WCORE 6 Language II (B.A.)
Sophomore Year	BUSI 101A BUSI 101B ECON 253 Language III (B.A.) BUSI 225	ACCT 213 DATA 150 OR DATA 220 BUSI 200 ECON 263 MKTG 300
Junior Year	BUSI 300 MGMT 305 MGMT 309 FINC 300 ACCT 313	BUSI 350 MGMT 400 MGMT Elective (B.S.)
Senior Year	MGMT 433 MGMT 460	BUSI 440, 441 or 442 MGMT 450