

# Management

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## Management Courses

### **Program Goals**

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 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
<b>I. Core Lower Division Courses</b>		<b>25</b>	
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 (3)		MATH 101 or above
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
<i>Choose <b>one</b> of the following courses:</i>			
<ul style="list-style-type: none"> <li>• DATA 150 Data and Society (4)</li> <li>• DATA 220 Introduction to Statistics (4)</li> </ul>			
<b>II. Core Upper Division Courses</b>		<b>23-25</b>	
ACCT 313	Managerial Accounting (3)		ACCT 213
BUSI 300	Information Technology (3)		BUSI 200 or BUSI 101A, BUSI 101B, and CMPT 201
BUSI 350	Business Fundamentals II: Integrative Core (2) <i>The ETS exam is administered in BUSI 350. For ETS information, click <a href="#">here</a></i>		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 (1-8) Business Practicum (2-4) Business Portfolio (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* <b>or</b> BUSI 101A and BUSI 101B
MGMT 309	Operations Management (3)	BUSI 200
MKTG 300	Principles of Marketing (3)	BUSI 102* <b>or</b> BUSI 101A and BUSI 101B
<b>TOTAL REQUIRED HOURS</b>		<b>48-50</b>

\* 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 DESCRIPTIONS	CREDIT HOURS	PREREQUISITES
<b>I. Undergraduate Business Core</b>	<b>48-50</b>	
Please refer to Undergraduate Business Core for requirements.		
<b>II. Major Requirements</b>	<b>12</b>	
MGMT 400 Global Business Strategy (4) – offered spring		MKTG 300 or MGMT 305
MGMT 433 Organizational Behavior (4) – offered fall		MGMT 305
MGMT 460 Organizational Change and Advanced Management (4) – offered fall		MGMT 305
<b>III. Electives</b>	<b>4</b>	
<i>Four hours of electives are required from the following:</i>		
MGMT 310 The Entrepreneurial Mindset (2) (not available as an elective for entrepreneurship minors)		

MGMT 311 Business Model Development (2)  
(not available as an elective for  
entrepreneurship minors)

MGMT 411 Managing Growth (2) (not  
available as an elective for  
entrepreneurship minors)

And/or other upper division electives as  
approved by advisor (2-4)

<b>IV. Senior Capstone</b>	<b>4</b>	
MGMT 450 Advanced Strategic Planning (4) – offered spring		MGMT 305
<b>TOTAL HOURS FOR THE B.S. MANAGEMENT PROGRAM</b>	<b>68-70</b>	

## Bachelor of Arts in Management

REQUIREMENT DESCRIPTIONS	CREDIT HOURS	PREREQUISITES
<b>I. Undergraduate Business Core</b>	<b>48-50</b>	
Please refer to Undergraduate Business Core for requirements.		
<b>II. Bachelor of Arts Requirements</b>	<b>12</b>	
<p><i>Students completing the Bachelor of Arts option (B.A.) must complete either:</i></p> <p>a. A declared academic minor other than a Business minor (<i>Economics, Entrepreneurship, and Sports Management cannot be used</i>); 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"> <li>• four credit hours of a Westminster May term study/cultural international experience, or</li> <li>• four credits of an international study tour transferred from an accredited college or university.</li> </ul> <p><i>See World Language Requirement for equivalencies, AP and CLEP credit policy.</i></p>		
<b>III. Upper Division Required Courses</b>	<b>12</b>	
MGMT 400 Global Business Strategy (4) – offered spring		MKTG 300 or MGMT 305
MGMT 433 Organizational Behavior (4) – offered fall		MGMT 305
MGMT 460 Organizational Change and Advanced Management (4) – offered fall		MGMT 305

<b>IV. Senior Capstone</b>	<b>4</b>	
MGMT 450 Advanced Strategic Planning (4) – offered spring		MGMT 305
<b>TOTAL HOURS FOR THE B.A. MANAGEMENT PROGRAM</b>	<b>76-78</b>	

## Recommended Plan of Study

### Starting Business as a First-Year Student

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

### Starting Business as a Sophomore

	Fall Semester	Spring Semester
<b>Freshman Year</b>	WCORE 1 WCORE 2 WCORE 3 Language I (B.A.)	WCORE 4 WCORE 5 WCORE 6 Language II (B.A.)
<b>Sophomore Year</b>	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
<b>Junior Year</b>	BUSI 300 MGMT 305 MGMT 309 FINC 300 ACCT 313	BUSI 350 MGMT 400 MGMT Elective (B.S.)
<b>Senior Year</b>	MGMT 433 MGMT 460	BUSI 440, 441 or 442 MGMT 450