# BILL & VIEVE GORE SCHOOL OF BUSINESS

## MANAGEMENT

### Faculty

- Michael Glissmeyer
- Dax Jacobson
- Michael Keene
- Alysse Morton (Chair)
- Brian Wierman

### Program Goals

Students can complete a Bachelor of Science degree or a Bachelor of Arts degree 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 university-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 101A/B/C |
| BUSI 101A Business Fundamentals I: Communicating | 3 | |
| BUSI 101B Business Fundamentals I: Calculating | 3 | MATH 101 or above |
| BUSI 101C Business Fundamentals I: Company Lab | 0 | |
| BUSI 200 Applied Business Math and Modeling | 3 | BUSI 101A/B/C |
| BUSI 225 Business Law and Ethics | 3 | BUSI 101A/B/C |
| ECON 253 Elementary Macroeconomics | 3 | MATH 101 or above |
| ECON 263 Elementary Microeconomics | 3 | MATH 101 or above |
| DATA 220 Modern Statistics | 4 | |
| **II. Core Upper Division Courses** | **23-25** | |
| ACCT 313 Managerial Accounting | 3 | ACCT 213 |
| 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 |

| Requirement Description | Credit Hours | Prerequisites |
|---|---|---|
| | | 263; FINC 300; MGMT 305, MGMT 309; MKTG 300. |
| BUSI 440 orBUSI 441 orBUSI 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 101A/B/C |
| MGMT 309 Operations Management | 3 | BUSI 200 |
| MKTG 300 Principles of Marketing | 3 | BUSI 101A/B/C |
| **Total Hours for the Program** | **48-50** | |

## 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: | | |
| Upper division electives as approved by advisor 2-4 | | |
| **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** | |
| Students completing the Bachelor of Arts option (B.A.) must complete either: | | |

| Requirement Description | Credit Hours | Prerequisites |
|---|---|---|
| a. A declared academic minor other than a Business minor (Economics, Entrepreneurship, and Sports Management cannot be used) or<br><br>b. **Twelve** credit hours of a single world language; or<br><br>c. **Eight** credit hours of a single world language, and either:<br><br>• **Four** credit hours of a Westminster May term study/cultural international experience, or<br>• **Four** credits of an international study tour transferred from an accredited college or university.<br><br>See World Language Requirement for equivalencies, AP and CLEP credit policy. | | |
| **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 |
|---|---|---|
| Year 1 | BUSI 101A<br>BUSI 101B<br>BUSI 101C<br>DATA 220<br>WCore 1 | ACCT 213<br>BUSI 200<br>BUSI 225<br>WCore 2 |
| Year 2 | ECON 253<br>MGMT 305<br>WCore 3<br>WCore 4 | ACCT 313<br>ECON 263<br>MKTG 300<br>WCore 5 |
| Year 3 | BUSI 300<br>FINC 300<br>MGMT 309<br>MGMT 433<br>Language I (B.A.) | BUSI 350<br>MGMT 400<br>MGMT Elective (B.S.)<br>WCore 6<br>Language II (B.A.) |
| Year 4 | MGMT 460<br>Language III (B.A.) | BUSI 440, 441, or 442<br>MGMT 450 |

**Starting Business as a Sophomore**

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