

Management Major
2009

The purpose of the management major is to build on the foundation of the business core to enable the learner to apply theoretical organizational strategies to practical business situations and to present, analyze and evaluate options to effectively integrate material and human resources for enhanced productivity toward a socially responsible end. A learner who has successfully completed a management major at Upper Iowa University will be expected to:

Core

1. Demonstrate the accounting skills used in a variety of business settings. This ability will be developed through the successful completion of the following courses:

BA 201 Accounting Principles I

BA 202 Accounting Principles II

2. Identify marketing concepts and their application in a variety of business settings.

This ability will be developed through the successful completion of the following courses:

BA 208 Marketing Principles

3. Explain the principles of finance and their application in a variety of business settings. This ability will be developed through the successful completion of the following courses:

BA 341 Corporate Financial Management

4. Identify management concepts and their application in a variety of business settings.

This ability will be developed through the successful completion of the following courses:

BA 210 Management Principles

5. Analyze organizational behavior principles and the impact of diversity on organizations. This ability will be developed through the successful completion of the following courses:

BA 210 Management Principles

6. Identify the fundamental components of operations management and their application in a variety of business settings. This ability will be developed through the successful completion of the following courses:

BA 210 Management Principles

BA 356 Quantitative Decisions in Business

7. Describe the legal environment in which businesses must operate. This ability will be developed through the successful completion of the following courses:

BA 302 Business Law I

8. Recognize the economic environment and policies that affect businesses. This ability will be developed through the successful completion of the following general education courses:

BA 161 Macroeconomic Principles

BA 160 Microeconomic Principles

9. Identify and evaluate socially responsible and ethical business practices. This ability will be developed through the successful completion of the following courses:

BA 225 Business Ethics

or

PHIL 202 Contemporary Ethics

All upper division business courses

10. Explain the use of information systems in business. This ability will be developed through the successful completion of the following courses:

BA 222 Management of Information Systems

11. Demonstrate quantitative and statistical skills used in business decision making.

This ability will be developed through the successful completion of the following courses:

MATH 220 Elementary Statistics

BA 356 Quantitative Decisions in Business

Management

12. Explain the fundamental aspects of human resources management and their application in a variety of business settings. This ability will be developed through the successful completion of the following courses:

BA 210 Management Principles

BA 361 Human Resources Management

13. Describe a global view of business and evaluate the impact of international differences on business operations. This ability will be developed through the successful completion of the following course:

BA 317 International Mgmt

14. Synthesize and evaluate knowledge in the major and apply it to a particular organization.

This ability will be developed through the successful completion of two of the following courses:

ID 498 Senior Project

BA 454 Management Cases

BA 403 Internship

BA 499 Special Project

15. Explore the social, cultural, and behavioral foundations of human enterprise. This ability will be developed through the successful completion of one of the following courses.

BA 365 Leadership Theory

BA 474 Organizational Behavior

BA 362 Supervision

BA 367 Cross-cultural Leadership

BA 370 Ent and Small Bus Mgmt

BA 411 Labor Relations and Neg

BA 421 Managerial Cost Acct

PSY 338 Motivation

BA 415 Cross-cultural Negot
PSY 440 Industrial Psychology
BA 445 Contemp Topics Mgmt

16. Analyze current theories and practices developed to improve quality and productivity. This ability will be developed through the successful completion of the following courses:

BA 454 Management Cases
BA 423 Production and Operations Management

17. Apply rational problem solving skills, communication techniques, and critical thinking skills to management. This ability will be developed through the successful completion of the following courses.

BA 370 Entrepreneurship and Small Business Management
BA 454 Management Cases
BA 423 Production and Operations Management

18. Recognize the different perspectives of labor and management. This ability will be developed through the successful completion of the one of the following courses.

BA 362 Supervision
BA 411 Labor Relations and Negotiation
BA 454 Management Cases
BA 474 Organizational Behavior
BA 367 Cross-cultural Leadership
BA 370 Ent and Small Bus Mgmt
BA 421 Managerial Cost Acct
PSY 338 Motivation
BA 415 Cross-cultural Negot
PSY 440 Industrial Psychology
BA 445 Contemp Topics Mgmt

19. Identify the managerial, marketing and financial aspects required for an entrepreneurial venture.

BA 370 Entrepreneurship and Small Business Management
BA 423 Production and Operations Management