

BUSINESS ADMINISTRATION MAJOR: MANAGEMENT OPTION (B.S.)

<https://paulcollege.unh.edu/business-administration/program/bs/business-administration-major-management-option>

Description

The **Option in Management** provides students with the knowledge and skills to assess organizational effectiveness, identify challenges, develop solutions, and implement changes in order to improve internal and external performance. Courses emphasize critical thinking, problem-solving, planning, interpersonal skills related to ethical leadership in the global economy, managing innovation and technology, organizational change and sustainability, and international and cross-cultural issues in organizations.

The option emphasizes the generalist's mindset in concert with a specialist's functional understanding of the firm. This is an excellent option for students who see themselves as "big picture" people. Future career paths include an array of management, supervisory, entrepreneurial, human resources, and other positions in for-profit and non-profit organizations. The option is also recommended for students considering graduate education in management or law.

Requirements

Degree Requirements

Minimum Credit Requirement: 128 credits

Minimum Residency Requirement: 32 credits must be taken at UNH

Minimum GPA: 2.0 required for conferral*

Core Curriculum Required: Discovery & Writing Program Requirements

Foreign Language Requirement: No

All Major, Option and Elective Requirements as indicated.

*Major GPA requirements as indicated.

Major Requirements

A typical plan of study follows, showing the major-required courses. Students take 16-18 credits per semester. Discovery Program requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

| Code | Title | Credits |
|--|-----------------------------------|---------|
| Business Administration core requirements | | |
| ADMN courses: | | |
| ADMN 400 | Introduction to Business | 4 |
| ADMN 403 | Computing Essentials for Business | 1 |
| ADMN 410 | Management Information Systems | 4 |

| | | |
|------------------------------------|--|---|
| ADMN 502 | Financial Accounting | 4 |
| ADMN 503 | Managerial Accounting | 4 |
| ADMN 510 | Business Statistics | 4 |
| ADMN 570 | Introduction to Financial Management | 4 |
| ADMN 575 | Behavior in Organizations | 4 |
| ADMN 580 | Quantitative Decision Making | 4 |
| ADMN 585 | Marketing | 4 |
| ADMN 775 | Strategic Management: Decision Making ¹ | 4 |
| Other subject code courses: | | |
| ECON 401 | Principles of Economics (Macro) | 4 |
| ECON 402 | Principles of Economics (Micro) | 4 |
| MATH 422 | Mathematics for Business Applications | 4 |
| or MATH 424A | Calculus for Social Sciences | |
| PHIL 431 | Business Ethics | 4 |
| PAUL 405 | Freshman Academic Experience I | 1 |
| PAUL 406 | Freshman Academic Experience II | 1 |
| PAUL 660 | BiP-Social Intelligence Topics ² | 2 |
| PAUL 670 | BiP-Analytical Intelligence Topics ² | 2 |
| PAUL 680 | BiP-Competitive Intelligence Topics ² | 2 |
| PAUL 690 | BiP-Professional Intelligence Topics ² | 2 |

¹ This is the capstone course in the business administration program, and satisfies the capstone requirement of the Discovery Program. Students may be required to concurrently enroll in ADMN 700 PAUL Assessment of Core Knowledge (zero credits) for AACSB accreditation purposes.

² Students may satisfy PAUL 660, PAUL 670, PAUL 680, PAUL 690 requirements through other courses/experiences with approved intelligence attributes assigned.

Depending on the choice of option and the specific requirements thereof, students may be able to take PAUL or non-PAUL electives in their junior or senior year.

Option in Management

| Code | Title | Credits |
|--|---|-----------|
| Required courses | | 8 |
| Select two courses from the following: | | |
| MGT 630 | Leading in Diverse Organizations | |
| MGT 701 | Stakeholder Engagement & Sustainable Businesses | |
| MGT 714 | Organizational Changemaker Skills | |
| Management Electives ¹ | | 12 |
| Select three courses from the following: | | |
| MGT 640 | Human Resource Management | |
| MGT 642 | Talent Acquisition | |
| MGT 655 | Doing Business Globally | |
| MGT 662 | Exploration in Entrepreneurial Management | |
| or MGT 733 | Launching New Ventures | |
| MGT 666 | Judgment Days: Revelations for Negotiating in your Favor | |
| MGT 713 | Leadership Assessment and Development | |
| MGT 755 | Global Mindset for Sustainable Business | |
| MGT 620 | Topics in Management ² | |
| or MGT 720 | Topics in Management II | |
| INCO 505I | Semester in the City: Boston and SITC @ UNH Internship ³ | |
| Total Credits | | 20 |

¹ Students may take third required course as one elective.

² Topics will change from year to year.

³ INCO 505I may be applied as 4 credits (1 elective course) towards the Management Option.

Additional Tracks in Management

Students may decide to concentrate their electives in a particular area and select one of two tracks (see below), or may combine courses from the two tracks to fulfill the MGT elective course requirement.

| Code | Title | Credits |
|---|--|-----------|
| Strategic HR & Analytics Track | | |
| Required Courses | | |
| MGT 630 | Leading in Diverse Organizations | 4 |
| MGT 640 | Human Resource Management | 4 |
| MGT 714 | Organizational Changemaker Skills | 4 |
| Select two courses from the following: | | 8 |
| MGT 642 | Talent Acquisition | |
| MGT 666 | Judgment Days: Revelations for Negotiating in your Favor | |
| MGT 720 | Topics in Management II (Leadership, Motivation & Rewards) | |
| Total Credits | | 20 |

| Code | Title | Credits |
|---------------------------------------|--|-----------|
| Sustainable Business Track | | |
| Required Courses | | |
| MGT 701 | Stakeholder Engagement & Sustainable Businesses | 4 |
| MGT 713 | Leadership Assessment and Development | 4 |
| MGT 720 | Topics in Management II (Design Thinking for Strategic Innovation) | 4 |
| Business Electives | | 4 |
| Select one course from the following: | | |
| MGT 662 | Exploration in Entrepreneurial Management | |
| MGT 666 | Judgment Days: Revelations for Negotiating in your Favor | |
| MGT 655 | Doing Business Globally | |
| MGT 755 | Global Mindset for Sustainable Business | |
| MKTG 620 | Topics in Marketing (Sustainable & Responsive Marketing Practices) | |
| Sustainability Electives | | 4 |
| Select one course from the following: | | |
| ANTH 695 | Globalization and Global Population Health | |
| ECON 655 | Innovation in the Global Economy | |
| EREC 572 | Introduction to Natural Resource Economics | |
| GEOG 685 | Population and Development | |
| NR 507 | Introduction to our Energy System and Sustainable Energy | |
| NR 784 | Sustainable Living - Global Perspectives | |
| NR 785 | Systems Thinking for Sustainable Solutions | |
| PHIL 531 | Topics in Professional and Business Ethics | |
| POLT 750 | Politics of Poverty | |
| SOC 565 | Environment and Society | |
| SUST 501 | Sustainability in Action | |
| Total Credits | | 20 |

Student Learning Outcomes

- Students will demonstrate proficiency in the core content areas of business.
- Students will think critically to address business situations.
- Students will demonstrate communication skills to interact effectively in business situations.
- Students will identify and understand the ethical dimensions and implications of business decisions.
- Students will demonstrate the ability to analyze a business situation by applying a multiple stakeholder lens.
- Students will demonstrate an understanding of business practices as they relate to local, national and global competitiveness.