**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 opportunities to develop a substantial foundation in the principles of managing the human, organizational, technical, and financial resources of organizations to enhance strategic competitiveness. 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**

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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>PAUL 660</td>
<td>BP-Social Intelligence Topics 2</td>
<td>2</td>
</tr>
<tr>
<td>PAUL 670</td>
<td>BP-Analytical Intelligence Topics 2</td>
<td>2</td>
</tr>
<tr>
<td>PAUL 680</td>
<td>BP-Competitive Intelligence Topics 2</td>
<td>2</td>
</tr>
<tr>
<td>PAUL 690</td>
<td>BP-Professional Intelligence Topics 2</td>
<td>2</td>
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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 of 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**

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<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>MGT 701</td>
<td>Business, Government, and Society</td>
<td>4</td>
</tr>
<tr>
<td>MGT 714</td>
<td>Organizational Leadership and Structure</td>
<td>4</td>
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Select two of the following: 8

- MGT 640 Human Resource Management
- MGT 642 Talent Acquisition
- MGT 662 Exploration in Entrepreneurial Management
- MGT 733 Launching New Ventures
- MGT 647 Business Law I
- MGT 666 Judgment Days: Revelations for Negotiating in your Favor
- MGT 713 Leadership Assessment and Development
- MGT 755 International Management
- MGT 620 Topics in Management 2
- MGT 720 Topics in Management II

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<tbody>
<tr>
<td>INCO 505I</td>
<td>Seminar in the City: Boston and SITC @ UNH Internship</td>
<td>3</td>
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Total Credits: 16

1. Current offerings may change from year to year.
2. Topics will change from year to year.
3. INCO 505I may be applied as 4 credits (1 elective course) towards the Management Option.

**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.