

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.

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 or MATH 424A	Mathematics for Business Applications Calculus for Social Sciences	4
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:		
MGT 701	Business, Government, and Society	4
MGT 714	Organizational Leadership and Structure	4
Select two of the following: ¹		8
MGT 640	Human Resource Management	
MGT 642	Talent Acquisition	
MGT 662	Exploration in Entrepreneurial Management	
or 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	
or MGT 720	Topics in Management II	
INCO 505I	Semester in the City, Boston and SITC @ UNH Internship ³	
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.