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.

Option in Management

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

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MGT 640</td>
<td>Human Resource Management</td>
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<tr>
<td>MGT 642</td>
<td>Talent Acquisition</td>
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<tr>
<td>MGT 662</td>
<td>Exploration in Entrepreneurial Management</td>
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<tr>
<td>or MGT 733</td>
<td>Launching New Ventures</td>
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<tr>
<td>MGT 667</td>
<td>Business Law I</td>
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<tr>
<td>MGT 666</td>
<td>Judgment Days: Revelations for Negotiating in your Favor</td>
<td>4</td>
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<tr>
<td>MGT 713</td>
<td>Leadership Assessment and Development</td>
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<tr>
<td>MGT 755</td>
<td>International Management</td>
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<tr>
<td>MGT 620</td>
<td>Topics in Management 2</td>
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<tr>
<td>or MGT 720</td>
<td>Topics in Management II</td>
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<tr>
<td>INCO 505i</td>
<td>Semester in the City: Boston and SITC @ UNH Internship</td>
<td>3</td>
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</table>

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.