

# 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
<b>Business Administration core requirements</b>		
<b>ADMN courses:</b>		
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 <sup>1</sup>	4
<b>Other subject code courses:</b>		
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 <sup>2</sup>	2
PAUL 670	BiP-Analytical Intelligence Topics <sup>2</sup>	2
PAUL 680	BiP-Competitive Intelligence Topics <sup>2</sup>	2
PAUL 690	BiP-Professional Intelligence Topics <sup>2</sup>	2

<sup>1</sup> 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.

<sup>2</sup> 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
<b>Required courses</b>		<b>8</b>
Select two courses from the following:		
MGT 630	Leading in Diverse Organizations	
MGT 701	Stakeholder Engagement & Sustainable Businesses	
MGT 714	Organizational Changemaker Skills	
<b>Management Electives <sup>1</sup></b>		<b>12</b>
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	Strategic Negotiation and Conflict Management	
MGT 713	Leadership Assessment and Development	
MGT 755	Global Mindset for Sustainable Business	
MGT 620	Topics in Management <sup>2</sup>	
or MGT #720	Topics in Management II	
INCO 505I	Internship: Semester in the City (Boston) or Semester for Impact (NH) <sup>3</sup>	
<b>Total Credits</b>		<b>20</b>

<sup>1</sup> Students may take third required course as one elective.

<sup>2</sup> Topics will change from year to year.

<sup>3</sup> 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
<b>Strategic HR &amp; Analytics Track</b>		
<b>Required Courses</b>		
MGT 630	Leading in Diverse Organizations	4
MGT 640	Human Resource Management	4
MGT 714	Organizational Changemaker Skills	4
<b>Select two courses from the following:</b>		
MGT 642	Talent Acquisition	8
MGT 666	Strategic Negotiation and Conflict Management	
MGT #720	Topics in Management II (Leadership, Motivation & Rewards)	
<b>Total Credits</b>		<b>20</b>

Code	Title	Credits
<b>Sustainable Business Track</b>		
<b>Required Courses</b>		
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
<b>Business Electives</b>		
Select one course from the following:		
MGT 662	Exploration in Entrepreneurial Management	4
MGT 666	Strategic Negotiation and Conflict Management	
MGT 655	Doing Business Globally	
MGT 755	Global Mindset for Sustainable Business	
MKTG 620	Topics in Marketing (Sustainable & Responsive Marketing Practices)	
<b>Sustainability Electives</b>		
Select one course from the following:		
ANTH #695	Globalization and Global Population Health	4
ECON 655	Innovation in the Global Economy	
EREC 572	Introduction to Natural Resource Economics	
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	
<b>Total Credits</b>		<b>20</b>

## Degree Plan

### Sample Degree Plan

#### First Year

Fall		Credits
ADMN 400 or ADMN 410	Introduction to Business or Management Information Systems	4
ECON 401 or ECON 402	Principles of Economics (Macro) or Principles of Economics (Micro)	4
MATH 422 or MATH 424A	Mathematics for Business Applications or Calculus for Social Sciences	4
PHIL 431	Business Ethics	4
ADMN 403	Computing Essentials for Business	1
PAUL 405	Freshman Academic Experience I	1
<b>Credits</b>		<b>18</b>

#### Spring

ADMN 410 or ADMN 400	Management Information Systems or Introduction to Business	4
ECON 402 or ECON 401	Principles of Economics (Micro) or Principles of Economics (Macro)	4
ENGL 401	First-Year Writing	4
Discovery		4
PAUL 406	Freshman Academic Experience II	1
<b>Credits</b>		<b>17</b>

#### Second Year

Fall		Credits
ADMN 502	Financial Accounting	4
ADMN 510	Business Statistics	4
Discovery		4
Discovery		4
<b>Credits</b>		<b>16</b>

#### Spring

ADMN 503	Managerial Accounting	4
ADMN 575	Behavior in Organizations	4
Discovery		4
Discovery		4
PAUL 660 or PAUL 690	BiP-Social Intelligence Topics or BiP-Professional Intelligence Topics	2
<b>Credits</b>		<b>18</b>

#### Third Year

Fall		Credits
ADMN 585	Marketing	4
ADMN 570 or ADMN 580	Introduction to Financial Management or Quantitative Decision Making	4
Management option course		4
Discovery		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
<b>Credits</b>		<b>18</b>

#### Spring

ADMN 580 or ADMN 570	Quantitative Decision Making or Introduction to Financial Management	4
Management option course		4
Course selected in consultation with advisor <sup>1</sup>		4
Course selected in consultation with advisor <sup>1</sup>		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
<b>Credits</b>		<b>18</b>

#### Fourth Year

Fall		Credits
Management option course		4
Management option course		4
Course selected in consultation with advisor <sup>1</sup>		4
Course selected in consultation with advisor <sup>1</sup>		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
<b>Credits</b>		<b>18</b>

#### Spring

ADMN 775 & ADMN 700	Strategic Management: Decision Making and PAUL Assessment of Core Knowledge	4
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Management option course	4
Course selected in consultation with advisor <sup>1</sup>	4
Course selected in consultation with advisor <sup>1</sup>	4
<b>Credits</b>	<b>16</b>
<b>Total Credits</b>	<b>139</b>

<sup>1</sup> Students can explore a second option, second major, minor, or general electives.

## 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.