

MANAGEMENT (MGT)

Course numbers with the # symbol included (e.g. #400) have not been taught in the last 3 years.

MGT 520 - Topics in Management

Credits: 4

Special topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 8 credits.

MGT 535 - Organizational Behavior

Credits: 4

Application of behavioral science concepts to work settings in profit and nonprofit organizations. Individual settings behavior, interpersonal relations, work groups, relations among groups studied in the context of organizational goals and structure. Experiential focus. For non-business administration majors and minors.

Equivalent(s): MGT 580

Mutual Exclusion: No credit for students who have taken ADMN 575.

MGT 540 - Leadership in the 21st Century

Credits: 4

This course provides students with the opportunity to explore leadership through multiple modes of inquiry and learning experiences. The emphasis is on students' development of their own philosophies of leadership through self-reflection, peer-to-peer dialogue, and experiential learning opportunities. This multi-modal learning experience better prepares students to take on 21st century leadership challenges.

Equivalent(s): MGT 585

MGT 620 - Topics in Management

Credits: 4

Special topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 12 credits.

MGT 640 - Human Resource Management

Credits: 4

This course introduces the fundamentals of Human Resource Management (HRM) and how HR is using data to drive decision making (People Analytics). HRM should be an essential part of any business strategy to be integrated into the traditional trio of finance, marketing and operations. In most organizations, Human resource related costs are by far the number one line of operating expenses. But to earn and maintain a seat at the table, and help make data-informed strategic decisions, HR partners will need to bring a solid knowledge about gathering the right data, choosing appropriate analysis, and interpreting and communicating findings in a meaningful way. Prereq: ADMN 575 or MGT 580 or MGT 535.

MGT 642 - Talent Acquisition

Credits: 4

This course is designed to provide an understanding of organizational staffing and hiring with an emphasis on issues that impact staffing in modern organizations. It will cover multiple aspects of the staffing process, including recruitment, assessment, and selection methods and procedures. In addition, the utility of methods used in job analysis, performance measurement, and internal and external market analysis will be discussed. This course is project intensive; students will be responsible for creating job descriptions, developing recruitment strategies, and building basic selection systems. Prereq: ADMN 575 or MGT 580 or MGT 535 or HMGT 635.

MGT 647 - Business Law I

Credits: 4

Law of contracts, agency, sales, negotiable instruments, real and personal property, partnership and corporations, with application of the Uniform Commercial Code. Prereq: Junior standing, ECON 401, ECON 402, and ADMN 420.

Equivalent(s): ADMN 647

MGT 662 - Exploration in Entrepreneurial Management

Credits: 4

Examines the management of change and innovation, especially the role of entrepreneur in managing new ventures. Uses case analysis, guest speakers, and business plan preparation to study the characteristic behavioral, organizational, financial, and marketing problems of entrepreneurs and new enterprises. Prereq: ADMN 575 or MGT 580 or MGT 535, ADMN 585 or MKTG 550 or MKTG 530, ADMN 502 or ACFI 501 or ACCT 501.

Attributes: Writing Intensive Course

Equivalent(s): MGT 732, MGT 733

MGT 666 - Judgment Days: Revelations for Negotiating in your Favor

Credits: 4

Negotiation is the art and science of securing agreements between two or more interdependent parties seeking to maximize their outcomes. Negotiating and decision-making are essential managerial skills, necessary for influencing employees and stakeholders. This course will draw on the latest research, to help you learn how to negotiate successfully and with integrity. Topics covered include bargaining with one or more parties, influence strategies, ethical and social dilemmas, and negotiating with difficult people. Prereq: ADMN 575 or MGT 580 or MGT 535 or MGT 635.

MGT 701 - Business, Government, and Society

Credits: 4

Managerial problem solving and decision making relative to economic, ethical, legal, political, social, and technological aspects of an organization's environment. Case discussion, stakeholder analysis, managerial values and ethics, and social issues management are important course components. Open to PAUL majors only. Prereq: ADMN 575; at least two of ADMN 570 or ADMN 580 and ADMN 585..

Equivalent(s): ADMN 701

MGT 713 - Leadership Assessment and Development

Credits: 4

Activities and exercises to help students determine their ideal job upon graduation as well as their career goals for the next three to five years. Students learn a matrix of key leadership behaviors and skills that distinguish high-performing managers and executives. Each student's behavior is assessed using this model so that students can determine the leadership behaviors and skills they most need to develop to meet their early career goals. Faculty assist students in developing a personal leadership development plan to focus professional energy, efforts, and achievements over the next three to five years. Prereq: ADMN 575.

MGT 714 - Organizational Leadership and Structure

Credits: 4

How structural characteristics in an organization (e.g., the design of roles, reporting relationships, coordinating mechanisms, communication systems, and processes, etc.) affect whether leader actions and choices enable or prevent high performance. An open systems framework is used to assess how reactions to change occurring inside and outside an organization determine whether individuals, groups, and organizations position themselves to adapt, grow and develop, or decline. Examination of individual roles in organizations. Prereq: ADMN 575.

Equivalent(s): MGT 614

MGT 720 - Topics in Management II

Credits: 4

Special topics, vary by semester.

Repeat Rule: May be repeated for a maximum of 12 credits.

MGT 720W - Topics in Management II

Credits: 4

Special topics, vary by semester.

Attributes: Writing Intensive Course

Repeat Rule: May be repeated for a maximum of 12 credits.

MGT 733 - Launching New Ventures

Credits: 4

This capstone course in the Entrepreneurial Studies option builds on business ideas developed during previous courses. Focused on developing a well-researched business plan and turning that into a high-quality "pitch", students have the opportunity to develop the skills needed to launch their own entrepreneurial venture, work for new ventures, and/or launch new ventures/products within an existing organization.

Students will be part of UNH's Holloway Competition and will build relationships within New Hampshire's entrepreneurial ecosystem. Prereq: DS 741; MGT 742 or DS 742.

Attributes: Writing Intensive Course

Equivalent(s): MGT 662, MGT 732

MGT 755 - International Management

Credits: 4

Develops an understanding of international ventures and partnerships from the viewpoint of management, leadership, human resource management, and organizational structure and strategy. Emphasizes the impact of culture on business practices and on interpersonal skills and global perspectives needed for personal effectiveness in international and multicultural environments. Prereq: ADMN 575. Writing intensive.

Attributes: Writing Intensive Course