

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.

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

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

Grade Mode: Letter Grading

MGT 620 - Topics in Management

Credits: 4

Special topics, vary by semester.

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

Grade Mode: Letter Grading

MGT 630 - Leading in Diverse Organizations

Credits: 4

This course is designed to help students navigate diverse organizational settings more effectively and improve their ability to work within and lead diverse teams and organizations. It also offers students the opportunity to develop their critical thinking on topics such as identity, relationships across difference, discrimination and bias, equality, and equity in organizations and society and how they relate to organizational issues of power, privilege, opportunity, inclusion, creativity and innovation and organizational effectiveness.

Prerequisite(s): PHIL 431 with a minimum grade of C- and ADMN 575 with a minimum grade of C-.

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

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

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

MGT 701 - Stakeholder Engagement & Sustainable Businesses

Credits: 4

Demands on strategy have expanded in a new era of capitalism. Businesses must assume responsibility for addressing complex issues at the intersection of business and society. This course prepares students to drive change by leading purpose-driven businesses that engage all stakeholders, not just shareholders and management. Conscious capitalism and realizing that everything connects to everything else – ethics, economics, politics, culture, technology, environment – is the foundation for growing businesses while simultaneously solving global societal challenges.

Prerequisite(s): ADMN 575 with a minimum grade of C-.

Equivalent(s): ADMN 701

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

MGT 714 - Organizational Changemaker Skills

Credits: 4

This course will leverage research from strategy, economics, organizational behavior, psychology, and sociology to understand organizations' dynamic and ever-changing nature. This multi-disciplinary view will cut across organizational levels to examine frame-breaking change at the macro level, like major strategy shifts to the more micro implications of team change like member churn. Students will learn how to diagnose organizational problems, communicate issues, options, and recommendations, and lead change efforts at the team and organizational level.

Prerequisite(s): ADMN 575 with a minimum grade of C-.

Equivalent(s): MGT 614

Grade Mode: Letter Grading

MGT 720 - Topics in Management II

Credits: 4

Special topics, vary by semester.

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

Grade Mode: Letter Grading

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.

Grade Mode: Letter Grading

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

Grade Mode: Letter Grading

MGT 755 - Global Mindset for Sustainable Business

Credits: 4

A global mindset is the awareness and skills needed to communicate and manage across cultures as well as understanding how national/cultural contexts shape views of ethics and sustainability. A global mindset is not just for students who will work overseas. Almost all businesses today have international suppliers and/or customers. The course will provide students with the theoretical understanding and practical tools they need to develop a global mindset using a combination of active learning experiences.

Attributes: Writing Intensive Course

Prerequisite(s): ADMN 575 with a minimum grade of C-.

Grade Mode: Letter Grading