

# APPLIED STUDIES MAJOR: MANAGEMENT OPTION (B.S.)

<https://cps.unh.edu/online/program/bs/applied-studies-management-bachelors-completion>

## Description

This transfer-friendly program is designed for students with an Associate's Degree from a regionally accredited college in a technical or specialized field who already have the "hands-on" skills and want to develop the business competencies that will help them advance in their field in a management capacity. The program integrates the technical and general skills developed in an associate degree with the business competencies needed to succeed as a manager in their chosen profession. The focus is on the application of business skills to the student's professional field. Professional licensure, certification or training may serve as a foundation to this degree, upon approval by academic affairs.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 120 credits

**Minimum Residency Requirement:** 30 credits must be taken at UNH

**Minimum Cumulative GPA:** 2.0 is required for conferral\*

**Core Curriculum Required:** General Education Program

Major, Option and Elective Requirements as indicated.

\*GPA: Major and any state certification GPA requirements may be higher and are indicated in program details.

A minimum grade of C- is required in all Major coursework. Students are allowed a maximum of two course overlaps. Overlaps can be used between Major, Minor, and General Education requirements with only one overlap being utilized between the Major and Minor. Please note that Option requirements are considered part of the Major. Students must complete 16 upper-level credits in majors within the College of Professional Studies, Online.

### General Education Program Requirements

A minimum grade of D- is required in all General Education coursework. Students are allowed a maximum of two course overlaps. Overlaps can be used between Major, Minor and General Education requirements with only one overlap being utilized between the Major and Minor.

All General Education requirements, including CRIT 602 Advanced Critical Analysis and Strategic Thinking and IDIS 601 Interdisciplinary Seminar, must be taken prior to the capstone.

Code	Title	Credits
ENG 420	The Writing Process	4
COM 460	Interpersonal Communication and Group Dynamics	4
COM 480	Visual Communication	4
CRIT 501	Introduction to Critical Inquiry	4
Select one of the following:		4

MTH 402	Math for Our World	
MTH 504	Statistics	
MTH 510	Pre-Calculus	
Knowledge of Human Behavior & Social Systems		4
Knowledge of the Physical & Natural World		4
Knowledge of Human Thought & Expression		4
CRIT 602	Advanced Critical Analysis and Strategic Thinking	4
IDIS 601	Interdisciplinary Seminar	4
<b>Total Credits</b>		<b>40</b>

## Writing Program Requirements

All bachelor's degree candidates are required to complete four writing intensive courses as part of the University [Writing Program Requirements](#) as follows:

Code	Title	Credits
ENG 420	The Writing Process	
One Writing Intensive course in the Major		
One Writing Intensive course at the 600-level or above		
One Additional Writing Intensive Course		

*Writing Intensive courses are identified with the label "Writing Intensive Course" in the "Attributes" section of the course description and/or a W following the course number.*

## Major Requirements

**Prerequisite:** Must have completed an Associate Degree or equivalent in a related applied discipline aligning with Management applied discipline aligning with Management.

Prior to capstone enrollment, students are expected to complete the majority of their required major courses along with CRIT 602 Advanced Critical Analysis and Strategic Thinking and IDIS 601 Interdisciplinary Seminar. Students should consult with their advisor regarding specific major courses that may be completed with their capstone. Academic Advisor approval is required for registration to be processed.

Code	Title	Credits
<b>Major in Applied Studies - Management</b>		
<i>Foundation Courses</i>		
APST 405	Career Development and Planning	2
CMPL 402	Excel	2
MGMT 410	Principles of Management	4
<i>Intermediate Courses</i>		
ACCT 532	Financial Accounting	4
or MGMT 569	Budget Management	
<i>Advanced Courses</i>		
FNC 665	Financial Management	4
<i>Leadership Elective</i>		
Select one of the following:		4
HRM 580	Change Management	
or HRM 635	Managing Conflict	
or LD 600	Becoming an Effective Leader	
or LD 660	Leadership Theory	
or PSY 646	Psychology of Occupational Stress	
<i>Legal/Ethical Issues Elective</i>		
Select one of the following:		4
MGMT 608	Fostering Inclusion and Diversity in the Workplace	
or MGMT 625	Legal and Ethical Issues in Business Management	
or MGMT 634	Contemporary Management Issues	
<i>Management Elective</i>		
Select one of the following:		4
Any upper level course with MGMT prefix		
Any course with HRM prefix		
Any course with OPS prefix		

MKT 618	Sales Management	
PADM 500	Introduction to Public Administration	
PSY 646	Psychology of Occupational Stress	
<b>Integrative Capstone</b>		
MGMT 795 or MGMT 797	Integrative Capstone: Industry-Based Internship Integrative Capstone: Industry-Based Project	4
<b>Total Credits</b>		<b>32</b>

## Electives

Open electives are courses students will need to take in addition to their general education and major requirements in order to satisfy the remaining credit totals for their programs. Open electives are defined as any credit course offered by the College not already included in the student's general education, major, option or minor. Students will need 120 credits total to graduate with a bachelor's degree from the Online Division of the College of Professional Studies.

## Degree Plan

This degree plan is a sample and does not reflect the impact of transfer credit or current course offerings. UNH CPS Online undergraduate students should develop individual academic plans with their academic advisor during their first year at UNH.

## Sample Course Sequence - For students with conferred associate degree.

### First Year

Fall		Credits
APST 405	Career Development and Planning	2
CMPL 402	Excel	2
CRIT 501	Introduction to Critical Inquiry	4
MGMT 410	Principles of Management	4
Elective		4
<b>Credits</b>		<b>16</b>

### Spring

ACCT 532 or MGMT 569	Financial Accounting or Budget Management	4
Select one of the following: 4		
HRM 580	Change Management	
HRM 635	Managing Conflict	
LD 600	Becoming an Effective Leader	
LD 660	Leadership Theory	
PSY 646	Psychology of Occupational Stress	
Select one approved management elective		4
Elective		4
<b>Credits</b>		<b>16</b>

### Second Year

Fall		Credits
FNC 665	Financial Management	4
IDIS 601	Interdisciplinary Seminar	4
Select one of the following: 4		
MGMT 608	Fostering Inclusion and Diversity in the Workplace	
MGMT 634	Contemporary Management Issues	

MGMT 625	Legal and Ethical Issues in Business Management	
Elective		4
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
MGMT 797 or MGMT 795	Integrative Capstone: Industry-Based Project or Integrative Capstone: Industry-Based Internship	4
Elective		4
Elective		4
<b>Credits</b>		<b>12</b>
<b>Total Credits</b>		<b>60</b>

## Student Learning Outcomes

- Identify patterns of individual and group behavior in organizations and apply management theories and approaches that enhance the effectiveness and efficiency of organizations.
- Demonstrate leadership skills that enhance organizational performance through application of theories of leadership, motivation, change management, conflict management and managing diversity.
- Apply accounting and finance skills and best practices to enhance the effectiveness of financial decision-making in organizations.
- Integrate legal and ethical principles into decision-making to assure organizational and individual adherence to corporate ethics and social responsibility.
- Integrate and apply management theories and techniques to a specific applied field through an in-depth capstone experience.