

# 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<br>or MGMT 797     | Integrative Capstone: Industry-Based Internship<br>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<br>or MGMT 569                 | Financial Accounting<br>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<br>or MGMT 795 | Integrative Capstone: Industry-Based Project<br>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.