BUSINESS MANAGEMENT
MAJOR: LEADERSHIP,
CHANGE, AND SOCIAL
RESPONSIBILITY OPTION
(B.S.)

Description
The Bachelor of Science degree in Business Management offers students
the appropriate breadth and depth of study with a concentration of five
courses to pursue other areas of interest in management.

The degree is responsive to the education needs of businesses and
includes an appropriate foundation for further graduate study. The
outcomes-based program is built upon a foundation of six essential
competencies that are integrated throughout the curriculum: critical
thinking, effective oral and written communication, applied quantitative
analysis, managing in a global environment, ethical practice, and
leadership.

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.

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:

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
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.

Detailed course requirements are as follows:

General Education Program Requirements
- APST 405: Career Development and Planning (2 credits)
- CMPL 402: Excel (2 credits)
- MGMT 410: Principles of Management (4 credits)
- MTH 504: Statistics (4 credits)

Intermediate Courses
- ACCT 532: Financial Accounting (4 credits)
- or MGMT 569: Budget Management (4 credits)

Advanced Courses
- CMPL 643: Managing Information Technology (4 credits)
- ECO 470: Principles of Economics (4 credits)
- HRM 430: Human Resource Management (4 credits)
- MGMT 625: Legal and Ethical Issues in Business Management (4 credits)
- MKT 510: Principles of Marketing (4 credits)
- OPS 570: Operations Management (4 credits)

Option in Leadership, Change and Social Responsibility
- HRM 740: Workplace Coaching (4 credits)
- LD 600: Becoming an Effective Leader (4 credits)
- LD 660: Leadership Theory (4 credits)
- LD 704: Leading Teams (4 credits)
- MGMT 566: Organizational Behavior (4 credits)
- MGMT 795: Integrative Capstone (4 credits)

Integrative Capstone
- MGMT 795: Integrative Capstone: Industry-Based Internship (4 credits)
Business Management Major: Leadership, Change, and Social Responsibility Option (B.S.)

or MGMT 797

Integrative Capstone: Industry-Based Project

Total Credits 52

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

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>First Year</td>
<td></td>
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<tr>
<td>Fall</td>
<td></td>
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<tr>
<td>APST 405</td>
<td>Career Development and Planning</td>
<td>2</td>
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<td>CMPL 402</td>
<td>Excel</td>
<td>2</td>
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<tr>
<td>ENG 420</td>
<td>The Writing Process</td>
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<td>MTH 402</td>
<td>Math for Our World</td>
<td>4</td>
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<tr>
<td>General Education Course</td>
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<tr>
<td>Spring</td>
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<tr>
<td>COM 460</td>
<td>Interpersonal Communication and Group Dynamics</td>
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<tr>
<td>CRIT 501</td>
<td>Introduction to Critical Inquiry</td>
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<tr>
<td>MGMT 410</td>
<td>Principles of Management</td>
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<tr>
<td>Credits</td>
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<tr>
<td>Second Year</td>
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<tr>
<td>Fall</td>
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<tr>
<td>COM 480</td>
<td>Visual Communication</td>
<td>4</td>
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<td>MTH 504</td>
<td>Statistics</td>
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MGMT 566 | Organizational Behavior | 4 |

Elective | 4 |

Credits | 16 |

Third Year

Fall

CRIT 602 | Advanced Critical Analysis and Strategic Thinking | 4 |
LD 600 | Becoming an Effective Leader | 4 |
LD 660 | Leadership Theory | 4 |
Elective | 4 |

Credits | 16 |

Spring

LD 704 | Leading Teams | 4 |
CMPL 643 | Managing Information Technology | 4 |
| or ECO 470 | or Principles of Economics | |
| or HRM 420 | or Human Resource Management | |
| or MKT 510 | or Principles of Marketing | |
| or MGMT 625 | or Legal and Ethical Issues in Business Management | |
| or OPS 570 | or Operations Management | |
| General Education Course | | |
| Elective | 4 |

Credits | 16 |

Fourth Year

Fall

HRM 740 | Workplace Coaching | 4 |
IDIS 601 | Interdisciplinary Seminar | 4 |
Elective | 4 |
Elective | 4 |

Credits | 16 |

Spring

MGMT 797 | Integrative Capstone: Industry-Based Project | 4 |
or MGMT 795 | or Integrative Capstone: Industry-Based Internship | |
Elective | 4 |

Credits | 8 |

Total Credits 120

Student Learning Outcomes

Students will have the opportunity to:

- Apply business management theories related to production and operations, organizational behavior, human resource management, and leadership throughout various functional areas of organizations.
• Communicate organizational information effectively across an organization through the use of information systems, to a broad spectrum of audiences and in a variety of business situations.
• Apply quantitative tools and information systems in business analysis and decision-making.
• Critically analyze, research and articulate organizational strengths and weaknesses in areas such as competitive advantage, operations, human resources, marketing, financial and strategic positioning.
• Make legal and ethical individual and business decisions based on legalities, evaluation of business sustainability (environmental, socio/cultural, economic, institutional) and ethical practice.
• Manage and lead to enhance the effectiveness of individuals, teams, and business organizations in a global environment.