BUSINESS MANAGEMENT
MAJOR: ORGANIZATION AND BUSINESS ADMINISTRATION
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:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENG 420</td>
<td>The Writing Process</td>
<td>4</td>
</tr>
<tr>
<td>One Writing Intensive course in the Major</td>
<td></td>
<td></td>
</tr>
<tr>
<td>One Writing Intensive course at the 600-level or above</td>
<td></td>
<td></td>
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<tr>
<td>One Additional Writing Intensive Course</td>
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</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>APST 405</td>
<td>Career Development and Planning</td>
<td>2</td>
</tr>
<tr>
<td>CMPL 402</td>
<td>Excel</td>
<td>2</td>
</tr>
<tr>
<td>MGMT 410</td>
<td>Principles of Management</td>
<td>4</td>
</tr>
<tr>
<td>MTH 504</td>
<td>Statistics</td>
<td>4</td>
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</table>

Intermediate Courses

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 532</td>
<td>Financial Accounting</td>
</tr>
<tr>
<td>or MGMT 569</td>
<td>Budget Management</td>
</tr>
</tbody>
</table>

Advanced Courses

Select three of the following 12

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>CMPL 643</td>
<td>Managing Information Technology</td>
</tr>
<tr>
<td>ECO 470</td>
<td>Principles of Economics</td>
</tr>
<tr>
<td>HRM 420</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>MGMT 625</td>
<td>Legal and Ethical Issues in Business Management</td>
</tr>
<tr>
<td>MKT 510</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>OPS 570</td>
<td>Operations Management</td>
</tr>
</tbody>
</table>

Select five of the following 20

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 533</td>
<td>Managerial Accounting</td>
</tr>
<tr>
<td>or CMPL 643</td>
<td>Managing Information Technology</td>
</tr>
<tr>
<td>or DAT 510</td>
<td>Introduction to Data Analytics</td>
</tr>
<tr>
<td>or ECO 470</td>
<td>Principles of Economics</td>
</tr>
<tr>
<td>or ECO 580</td>
<td>International Economics</td>
</tr>
<tr>
<td>or ENT 500</td>
<td>The Entrepreneurial Mindset</td>
</tr>
<tr>
<td>or FNC 665</td>
<td>Financial Management</td>
</tr>
<tr>
<td>or FNC 675</td>
<td>Financial Modeling and Decision-Making</td>
</tr>
<tr>
<td>or HRM 420</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>or HRM 710</td>
<td>Law and Ethics in Human Resource Management</td>
</tr>
<tr>
<td>or MGMT 595</td>
<td>Practicum in Management</td>
</tr>
<tr>
<td>or MGMT 625</td>
<td>Legal and Ethical Issues in Business Management</td>
</tr>
</tbody>
</table>
or MGMT 625 Project Management Strategies
or MGMT 680 Global Business
or MGMT 695 Internship in Management
or MGT 510 Principles of Marketing
or MGT 523 Introduction to Professional Sales
or MGT 517 Consumer Behavior
or OPS 605 Quality Management
or OPS 720 Fundamentals of LEAN Process Improvement
or SCM 610 Supply Chain Management

Integrative Capstone
MGMT 795 Integrative Capstone: Industry-Based Internship 4
or MGMT 798 Integrative Capstone: Strategic Management Experience

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
Course Title Credits

First Year
Fall
APST 405 Career Development and Planning 2
CMPL 402 Excel 2
ENG 420 The Writing Process 4
MTH 402 Math for Our World 4
General Education Course 4

Credits 16

Spring
COM 460 Interpersonal Communication and Group Dynamics 4
CRIT 501 Introduction to Critical Inquiry 4
MGMT 410 Principles of Management 4
Elective 4

Credits 16

Second Year
Fall
COM 480 Visual Communication 4
MTH 504 Statistics 4

Credits 16

Spring
ECO 470 Principles of Economics 4
or HRM 420 Human Resource Management 4
or MKT 510 Principles of Marketing 4
or CMPL 643 Managing Information Technology 4
or MGMT 625 Legal and Ethical Issues in Business Management 4
or OPS 570 Operations Management 4

General Education Course 4

Credits 16

Third Year
Fall
CRIT 602 Advanced Critical Analysis and Strategic Thinking 4
CMPL 643 Managing Information Technology 4
or ECO 470 Principles of Economics 4
or HRM 420 Human Resource Management 4
or MKT 510 Principles of Marketing 4
or CMPL 643 Managing Information Technology 4
or MGMT 625 Legal and Ethical Issues in Business Management 4
or OPS 570 Operations Management 4
Select one Organization and Business Adm Option Course 4
Elective 4

Credits 16

Spring
Select two Organization and Business Adm Option Courses 8
General Education Course 4
Elective 4

Credits 16

Fourth Year
Fall
IDIS 601 Interdisciplinary Seminar 4
Select one Organization and Business Adm Option Course 4
Elective 4
Elective 4

Credits 16

Spring
MGMT 798 Integrative Capstone: Strategic Management Experience 4
or MGMT 795 Integrative Capstone: Industry-Based Internship 4
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.