

# MANAGEMENT MAJOR (A.B.S.)

## Description

The **Applied Bachelor of Science (A.B.S.) in Management** is a comprehensive 90-credit, three-year program designed to develop students' leadership capabilities, critical thinking, and professional competencies essential for today's evolving business landscape. This applied program emphasizes practical learning, strategic decision-making, and problem-solving skills grounded in real-world business scenarios. The curriculum integrates core business principles with current industry practices and prepares students for a wide range of management roles across various sectors. Aligned with key competencies valued by employers, the program equips graduates with the analytical tools, organizational insight, and communication strategies necessary to lead teams, manage resources, and drive organizational success.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 90 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

### General Education Program Requirements

A minimum grade of D- is required in all General Education coursework. All General Education requirements 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
MTH 402	Math for Our World	4
or MTH 504	Statistics	
or MTH 510	Pre-Calculus	
<b>Knowledge of Human Behavior &amp; Social Systems</b>		4
<b>Knowledge of the Physical &amp; Natural World</b>		4
<b>Knowledge of Human Thought &amp; Expression</b>		4
CRIT 602	Advanced Critical Analysis and Strategic Thinking	4
IDIS 601A	Interdisciplinary Seminar: Being Happy	4
or IDIS 601B	Interdisciplinary Seminar: Business of Beer	
or IDIS 601C	Interdisciplinary Seminar: Paranormal Activities	
<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 all General Education program requirements. Students should consult with their advisor regarding specific major courses that may be completed with their capstone. Refer to the Degree Plan for a sample course sequence. Academic Advisor approval is required for registration to be processed.

A minimum grade of C- is required in all Major coursework.

Code	Title	Credits
<i>Foundation Courses</i>		
CMPL 402	Excel	2
HRM 420	Human Resource Management	4
MGMT 410	Principles of Management	4
<i>Intermediate Courses</i>		
ACCT 532	Financial Accounting	4
ACCT 533	Managerial Accounting	4
DAT 510	Introduction to Data Analytics	4
MKT 510	Principles of Marketing	4
<i>Advanced Courses</i>		
APST 605A	Practicum Business & Technology	4
COM 660W	Leveraging AI in Workplace Communication	4
FNC 665	Financial Management	4
LD 600	Becoming an Effective Leader	4
MGMT 625	Legal and Ethical Issues in Business Management	4
<i>Integrative Capstone</i>		
APST 695A	Integrative Capstone	4
<b>Total Credits</b>		<b>50</b>

## Degree Plan

### Sample Degree Plan

*This sample degree plan serves as a general guide; students collaborate with their academic advisor to develop a personalized degree plan to meet their academic goals and program requirements.*

#### First Year

Fall		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

**Credits** **16**

**Spring**

MTH 402 or MTH 504 or MTH 510	Math for Our World or Statistics or Pre-Calculus	4
ECO 470	Principles of Economics	4
Knowledge of Human Thought and Expression		4
Knowledge of the Physical and Natural World		4
<b>Credits</b>		<b>16</b>

**Second Year****Fall**

CRIT 602	Advanced Critical Analysis and Strategic Thinking	4
CMPL 402	Excel	2
IDIS 601A or IDIS 601B or IDIS 601C	Interdisciplinary Seminar: Being Happy or Interdisciplinary Seminar: Business of Beer or Interdisciplinary Seminar: Paranormal Activities	4
MGMT 410	Principles of Management	4
<b>Credits</b>		<b>14</b>

**Spring**

ACCT 532	Financial Accounting	4
ACCT 533	Managerial Accounting	4
APST 605A	Practicum Business & Technology	4
LD 600	Becoming an Effective Leader	4
<b>Credits</b>		<b>16</b>

**Third Year****Fall**

HRM 420	Human Resource Management	4
MGMT 625	Legal and Ethical Issues in Business Management	4
MKT 510	Principles of Marketing	4
FNC 665	Financial Management	4
<b>Credits</b>		<b>16</b>

**Spring**

DAT 510	Introduction to Data Analytics	4
COM 660W	Leveraging AI in Workplace Communication	4
APST 695A	Integrative Capstone	4
<b>Credits</b>		<b>12</b>
<b>Total Credits</b>		<b>90</b>

## Student Learning Outcomes

**Program Learning Outcomes**

- Apply core business principles to solve organizational challenges and support ethical decision-making across diverse industries.
- Demonstrate leadership and communication skills that enhance team performance and organizational outcomes.
- Incorporate ethical principles and social responsibility into business.
- Assess personal and professional growth in relation to management competencies and career objectives.