

# MANAGEMENT (MANG)

## **MANG 121 Human Relations In Business3 Credits**

Human side of organizations: morale, motivation, human needs, minorities as working partners, leadership styles, organizational environment, and other human forces having an impact on business structures.

## **MANG 201 Principles of Management3 Credits**

Management as the process of achieving organizational goals or objectives by and through others. Emphasizes functions performed by managers and how they are influenced by forces both within and outside the organization. Managers' use of resources will be investigated.

**Terms Typically Offered:** Fall, Spring, Summer.

## **MANG 201A Principles of Management : Part 1 of 31 Credit**

Introduction to the activities of management and decision making in the global environment, with an emphasis on leadership and managing change and innovation.

## **MANG 201B Principles of Management: Part 2 of 31 Credit**

Introduction to management planning, goal setting, organizing, human resources, teams, and organizational behavior.

## **MANG 201C Principles of Management: Part 3 of 31 Credit**

Introduction to management control, quality, the role of information technology, and electronic business.

## **MANG 221 Supervisory Concepts and Practices3 Credits**

For practicing or potential supervisors and managers who hold or will hold first-line to middle-level management positions. Focuses on the management functions of planning, organizing, staffing, directing, and controlling and their relation to the daily job of the supervisor.

## **MANG 242 Intro to The Point: Experiential Management I3 Credits**

Introduction to experiential management through operation of The Point, CMU's student run bar and pub. The class offers hands on experience applying the principles of developing/operating a functioning business. Students assist in tracking and analyzing records of a student-run business. Class combines application theory and practical experience to effect positive change. All students must work paid shifts in the business.

**Terms Typically Offered:** Fall, Spring.

## **MANG 296 Topics:1-3 Credits**

Course may be taken multiple times up to maximum of 15 credit hours.

## **MANG 299 Internship3-6 Credits**

Practical workplace experience under the joint supervision of the employer and the internship coordinator. Designed for business majors working in the business environment.

**Prerequisites:** ACCT 201 and BUGB 211.

Course may be taken multiple times up to maximum of 6 credit hours.

## **MANG 301 Organizational Behavior3 Credits**

Human behavior, its causes and effects in organizational settings. Description of and development of an understanding of human behavior in such settings.

**Prerequisites:** MANG 201 or permission of instructor.

## **MANG 370 Leadership3 Credits**

Review of current leadership literature with an emphasis in application and skill building.

**Prerequisites:** MANG 201.

**Terms Typically Offered:** Fall, Spring.

## **MANG 395 Independent Study1-3 Credits**

Course may be taken multiple times up to maximum of 6 credit hours.

## **MANG 396 Topics1-3 Credits**

Course may be taken multiple times up to maximum of 15 credit hours.

## **MANG 401 Strategic Consulting3 Credits**

Students are placed in the role of consultant for an area business furnishing management assistance to the small business community. Businesses benefit from the insight of student recommendations. Provides students practical training, supplementing academic theory by handling problems in a real business environment.

**Prerequisites:** Permission of instructor.

## **MANG 402 Advanced Problems in Small Business Operations II6 Credits**

Continuation of MANG 401.

**Prerequisites:** Permission of instructor. (Not necessary to complete MANG 401 before MANG 402.)

## **MANG 410 Effective Workplace Communication3 Credits**

Application of communication methods including: personal selling, negotiation, interviewing, and individual and group presentations. Emphasis placed upon application of effective practices used in communicating in today's business world.

**Prerequisites:** Junior or senior standing, or permission of instructor.

## **MANG 421 Credit and Collection Management3 Credits**

Consumer and commercial credit in relationship to the management of credit by business firms, legal aspects of credit extension, and current legislation. Information on credit operations of business for both students of business and practicing businessmen.

**Prerequisites:** ACCT 202, MANG 201 or permission of instructor.

## **MANG 442 Experiential Management: Student Run Business3 Credits**

Principles of developing/operating a functioning business. Track and analyze records of a student-run business. Analyze data, apply theory and practical experience to effect positive change. Work with CMU administration and government regulators to assure rules and regulations followed.

**Prerequisites:** Permission of instructor.

## **MANG 451 Career Research and Development3 Credits**

Principles and techniques involved in a job search with emphasis on conducting career research, identification of goals, preparing a job campaign, and elements of a job interview. Preparation of a job kit including a prospect list, resume, cover letter, advertisements, prospect letters, and sales and follow-up letters which can be used in a job search.

**Prerequisites:** Senior standing or permission of instructor.

## **MANG 471 Operations Management3 Credits**

The use of resources in producing goods and services; concepts of planning, scheduling, and controlling productive activities and physical resources.

**Prerequisites:** FINA 301 and senior standing.

## **MANG 491 Business Strategy3 Credits**

Duties and responsibilities of decision makers in analyzing the organization, its operating environment and the subsequent development of objectives, policies, and long term planning for organizations. Includes complex cases taken from actual experiences in situations involving analysis, planning, and decision making.

**Prerequisites:** ACCT 201, ACCT 202, BUGB 231, FINA 301, MANG 201, MARK 231, and senior standing.

**Terms Typically Offered:** Fall, Spring.

## **MANG 495 Independent Study1-4 Credits**

Course may be taken multiple times up to maximum of 6 credit hours.

**MANG 496 Topics1-3 Credits**

Course may be taken multiple times up to maximum of 15 credit hours.

**MANG 499 Internship1-9 Credits**

Provides BBA students with an opportunity to learn more about management functions and activities through exposure to an actual business or agency environment. Observation and participation in management activities enable students to relate classroom theory to on-the-job experiences.

**Prerequisites:** BBA major, second semester junior or senior, written permission of instructor prior to registration.

Course may be taken multiple times up to maximum of 15 credit hours.

**MANG 500 Advanced Management Theory3 Credits**

Designed to advance the student's understanding of management theories and the application of these theories to the business world. Contemporary issues will be discussed.

**MANG 501 Operations Management3 Credits**

Competitive strategies and strategic impact of the transformation process in a global economy. Operations management issues including quality, inventory management, management of technology, manufacturing planning and control, just-in-time manufacturing and optimized production technology. Impact of business system on productivity and profits.

**MANG 510 Leading Organizations3 Credits**

Designed to encourage the application of diverse conceptual and theoretical perspectives to the analysis and control of behavior in organizations. Practice in diagnosing organizational problems is gained by combining the use of theories, texts, readings, cases and exercise. The course focuses on problems related to perception, motivation, leadership, cultural diversity, interpersonal and group conflict, stress, work-family conflict, influence, decision-making, ethics, international management issues and change.

**MANG 540 Advanced Quantitative Methods3 Credits**

Analytical models to support decision making. Topics include linear optimization, sensitivity analysis, linear regression, decision making under uncertainty, decision making under risk, project management, transportation and assignment methods, and forecasting.

**MANG 590 Business Strategy3 Credits**

The capstone course in the MBA program. The purpose of this course is to develop an understanding of strategic management and the "how" and "why" of strategic decisions. Emphasis is also placed on how the manager goes about translating strategy into action and achieves integration in the organization. Integration involves the functional areas of management and how to balance the trade-offs from the perspective of strategic decision making at the top management level.

**Prerequisites:** Permission of instructor.