

Department of Management

(Wilson College of Business)

business.uni.edu/management

The Department of Management offers the following programs:

Undergraduate Majors (B.A.)

- Business Analytics (p. 1)
- Human Resource Management (p. 2)
- Management (p. 2)
- Management Information Systems (p. 3)
- Supply Chain Management (p. 4)

Minors

- General Business Concepts (p. 5)
- Organizational Leadership (p. 5)

Note: A copy of the Wilson College Policies may be obtained at <https://business.uni.edu/students/advising/uni-college-business-policies>.

Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the Wilson College of Business admission requirements and any course prerequisites.

Management, MIS, Business Analytics, Human Resource Management, and Supply Chain Management majors may declare a double major and/or major and minor within the Wilson College of Business, subject to regulations imposed by those Wilson College of Business departments affected. Management majors may not major in Human Resource Management or minor in Organizational Leadership. No more than one emphasis area may be declared in Management.

All students majoring in business must complete 50% of their major coursework in the Wilson College of Business at UNI. Major coursework would include any undergraduate, credit-bearing, graded course taught in the Wilson College of Business at UNI. Business courses taken at UNI as credit/no credit do not qualify. A minimum of 10 credits must be upper division (3000-4000 level courses). A student must earn a 2.20 cumulative grade point average at UNI; and earn an overall 2.20 grade point average in business designated courses taken at UNI.

The Wilson College of Business limits the number of courses that can be counted towards major specific requirements across the College. The College will allow students to double count one major specific course between majors, with the following exceptions. These exceptions include major combinations which allow two double-counted courses:

- MIS/Business Analytics
- Real Estate/Finance: Financial Management or Investments
- Business Analytics/Economics: Business Economics

This guideline is not applicable to the business core. There are no limitations to the number of courses that can be double-counted towards minors and/or certificates within the College.

The Management Department may impose additional admission requirements for students wishing to declare a minor or a second Wilson College of Business major. Eligibility to declare a minor or a second Wilson College of Business major is based on competitive GPA and space availability.

Bachelor of Arts Degree Programs

Business Analytics

The Business Analytics major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core

Business Administration, Interdepartmental		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing		
MKTG 2110	Principles of Marketing	3
Management		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management *	3
Finance		
FIN 3130/5130	Corporate Finance	3
Economics		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics		
STAT 1772	Introduction to Statistical Methods	3
Required		
Economics		

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ECON 3371	Economic and Business Forecasting	3
Management		
MGMT 2032	Business Application Development I	3
MGMT 2036	Business Analytics Fundamentals	3
MGMT 3120	Database Management and Theory	3
MGMT 3121	Advanced Business Analytics	3
Electives (Choose One of the Following)		
Economics		
ECON 3373/5373	Introduction to Econometrics	
Finance		
FIN 3210	Financial Modeling and Analytics	
Management		
MGMT 3122	Business Intelligence	
Marketing		
MKTG 3116/5116	Marketing Analytics	
Total Hours		60

* The rest of the business core must be completed before MGMT 4175 is taken.

Human Resource Management Major

The Human Resource Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management *	3
Finance:		
FIN 3130/5130	Corporate Finance	3

Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Required Courses:		
Management:		
MGMT 3155	Human Resource Management	3
MGMT 3905/5905	Employment and Labor Law	3
MGMT 3966/5966	Staffing and Employee Development	3
MGMT 3968/5968	Compensation and Performance Management Systems	3
MGMT 3984/5984	Dynamics of Negotiations	3
Electives (select one of the following):		
MGMT 3163	Creative Problem Solving	
MGMT 3189/5189	International Management	
MGMT 3974/5974	Business, Ethics, and Society	
Total Hours:		60

* The rest of the business core must be completed before MGMT 4175 is taken.

Management Major

The Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3

MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management *	3
Finance:		
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Emphasis requirements (choose one area of emphasis)		18
Total Hours		60

* The rest of the business core must be completed before MGMT 4175 is taken.

Emphases

Business Administration

Required

MGMT 3163	Creative Problem Solving	3
MGMT 3189/5189	International Management	3

Choose three electives: 9

Management:

MGMT 3101	Business Law	
MGMT 2113	Business Communication	
MGMT 3145	Information Systems Applications	
MGMT 3155	Human Resource Management	
MGMT 3185	Project Management	
MGMT 3166	Six Sigma and Lean Consulting Methodology	
MGMT 3905/5905	Employment and Labor Law	
MGMT 3966/5966	Staffing and Employee Development	
MGMT 3974/5974	Business, Ethics, and Society	
MGMT 3984/5984	Dynamics of Negotiations	

Marketing and Entrepreneurship:

ENTR 3583/5583	Entrepreneurship	
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Choose one other elective: 3

Upper-level (3000/4000-level or ECON 2132 or MGMT 2113) course from Accounting, Economics, Finance, Marketing & Entrepreneurship (exceptions listed below) OR another 3-hour Management elective from above.

Exceptions (the following are NOT approved elective options):

ACCT 3055	VITA: Individual Income Tax Preparation	
ACCT 3090	Internship -- Accounting	
ACCT 3092/5092	Special Problems -- Accounting	

ACCT 3094	Individual Readings	
ACCT 3179	Cooperative Education in Accounting	
ACCT 4080	Financial and Audit Core CPA Review	
ACCT 4084	Discipline Specialty CPA Review	
ECON 3179	Cooperative Education in Economics	
ECON 4380/5380	Directed Research in Economics	
FIN 3080	Special Problems	
FIN 3179	Cooperative Education in Finance	
MKTG 3179	Cooperative Education in Marketing	
MKTG 4198	Independent Study	
MKTG 4595	Internship-Marketing	

Organizational Leadership

Required:

Management:

MGMT 3155	Human Resource Management	3
MGMT 3183	Leadership Skills	3
MGMT 3974/5974	Business, Ethics, and Society	3
MGMT 3984/5984	Dynamics of Negotiations	3

Plus 6 hours to be selected from the following courses: 6

MGMT 3163	Creative Problem Solving	
MGMT 3185	Project Management	
MGMT 3189/5189	International Management	

Marketing and Entrepreneurship

ENTR 3583/5583	Entrepreneurship	
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Footnote: Management majors are allowed to double major with either Supply Chain Management, Business Analytics, or Management Information Systems with five additional classes (i.e., only one class is allowed to double count for both majors). A student majoring in Management major cannot double major in Human Resource Management or minor in Organizational Leadership.

Management Information Systems Major

The Management Information Systems major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		
ACCT 2120	Principles of Financial Accounting	3

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ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management *	3
Finance:		
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Required courses		
Management:		
MGMT 2032	Business Application Development I	3
MGMT 2034	Business Application Development II	3
MGMT 3112	Systems Analysis and Design	3
MGMT 3120	Database Management and Theory	3
MGMT 3125	Information Systems Development Projects	3
MGMT 3140	Information Systems Management	3
Total Hours		60

* The rest of the business core must be completed before MGMT 4175 is taken.

Supply Chain Management Major

The Supply Chain Management major requires a minimum of 120 total hours to graduate. This total includes UNIFI/General Education requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:

Business Administration, Interdepartmental:		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
BUSINESS 2000	Business Professionals in Training	0
Accounting:		

ACCT 2120	Principles of Financial Accounting	3
ACCT 2130	Principles of Managerial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing *	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
or ACCT 3075	Legal and Ethical Concepts for Accountants	
MGMT 3154	Operations Management	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 4175	Strategic Management **	3
Finance:		
FIN 3130/5130	Corporate Finance	3
Economics:		
ECON 1011	Statistics for Business Analytics	3
ECON 2090	Decision Analytics	3
ECON 1041	Principles of Macroeconomics	3
ECON 1051	Principles of Microeconomics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Required Courses:		
MGMT 3161	Supply Chain and Purchasing	3
MGMT 3167	Global Supply Chain Management	3
MGMT 3168	Supply Chain Modeling and Analytics	3
MKTG 3163	Distribution and Logistics	3
Electives: Select two of the following:		
Management:		
MGMT 3166	Six Sigma and Lean Consulting Methodology	
MGMT 3185	Project Management	
MGMT 3189/5189	International Management	
MGMT 3974/5974	Business, Ethics, and Society	
MGMT 3984/5984	Dynamics of Negotiations	
Total Hours		60

* These courses have additional prerequisites as follows:

MKTG 2110 has prerequisite of ECON 1031 or ECON 1041.

** The rest of the business core must be completed before MGMT 4175 is taken.

Note: Supply Chain Management majors are allowed to double major with Business Analytics, Management Information Systems, Management: Organizational Leadership, Management: Business Administration, or Human Resource Management with five additional classes (i.e., only one class is allowed to double count for both majors).

Supply Chain Management Majors are allowed to earn an Organizational Leadership minor with four additional classes (i.e., no classes are allowed to double count for the Supply Chain Management major and the Organizational Leadership minor).

Minors

General Business Concepts Minor

Required

Accounting:		
ACCT 2120	Principles of Financial Accounting	3
Marketing:		
MKTG 2110	Principles of Marketing	3
Management:		
MGMT 2080	Introduction to Information Systems	3
MGMT 3100	Legal and Social Environment of Business	3
MGMT 3965/5965	Organizational Behavior	3
Economics:		
ECON 1031	Introduction to Business Economics	3
or ECON 1041	Principles of Macroeconomics	
or ECON 1051	Principles of Microeconomics	
ECON 1011	Statistics for Business Analytics	3
Mathematics:		
STAT 1772	Introduction to Statistical Methods	3
Total Hours		24

NOT available to Business majors.

Organizational Leadership Minor

This minor is intended for Wilson College of Business students who would like to supplement the specialized education of their major with an intensive program that develops the thinking, communication, and interpersonal skills they need to be successful as managers and leaders during their careers. Program enrollment is limited to students with a Wilson College of Business major other than Management.

Required

Management:		
MGMT 3155	Human Resource Management	3
MGMT 3183	Leadership Skills	3
MGMT 3974/5974	Business, Ethics, and Society	3
MGMT 3984/5984	Dynamics of Negotiations	3
Total Hours		12

Note: A student majoring in the Human Resource Management major can not double major in Management. A student majoring in Human Resource Management can minor in Organizational Leadership.