Department of Management

(College of Business Administration)

business.uni.edu/management

The Department of Management offers the following undergraduate programs. Specific requirements for these programs are listed within this Department of Management section in the following order:

Undergraduate Majors (B.A.)

• Management (p. 1)
• Management Information Systems (p. 3)
• Supply Chain Management (p. 3)

Minors

• General Business Concepts (p. 4)
• Organizational Leadership (p. 4)

Note: Students majoring in Management, Management Information Systems (MIS) and Supply Chain Management must satisfy the College of Business Administration (CBA) admission requirements before they can officially declare their major. A copy of the Admission, Retention, and Graduation Policy may be obtained from UNIBusiness Advising in the College of Business Administration or at business.uni.edu/unibusiness-undergrad-opportunities-college-policies. Prior to completion of the admission requirements, students may sign an intent to major in one of these areas and be classified as a prospective (pre)major. Pre-Management or Pre-MIS majors may enroll in lower division (below 100/3000-level) business courses only. Enrollment in upper division (3000/4000-level) business courses requires satisfactory completion of the CBA admission requirements and any course prerequisites.

Management, MIS and Supply Chain Management majors may declare a double major and/or major and minor within the College of Business Administration, subject to regulations imposed by those CBA departments affected. Management, MIS and Supply Chain Management majors minoring within the CBA must select minors designated for business majors. Management majors may not minor in Organizational Leadership. No more than one emphasis area may be declared in Management.

To graduate with a major in Management, Management Information Systems or Supply Chain Management from the College of Business Administration, a student must earn at least 50% (i.e 60 cr. hrs.) of the business credit hours required for the major at UNI. A student must earn a 2.20 cumulative grade point average at UNI; and earn an overall 2.20 grade point average in ACCT xxx/120:xxx, MKTG xxx/130:xxx, MGMT xxx/150:xxx, FIN xxx/160:xxx, and ECON xxx/920:xxx courses taken at UNI. Students given permission to graduate out-of-residence must earn a 2.20 or better in all courses approved and accepted for out-of-residence credit.

The Management Department may impose additional admission requirements for students wishing to declare a minor or a second CBA major. Eligibility to declare a minor or a second CBA major is based on competitive GPA and space availability. Students may obtain a copy of these requirements from UNIBusiness Advising (CBB 5) in the College of Business Administration.

Bachelor of Arts Degree Programs

Management Major

The Management major requires a minimum of 120 total hours to graduate. This total includes Liberal Arts Core requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core

<table>
<thead>
<tr>
<th>Business Administration, Interdepartmental:</th>
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<tbody>
<tr>
<td>BUSINESS 1000 (100:010)</td>
<td>Introductory Seminar for Business Professionals</td>
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<tr>
<td>BUSINESS 2000 (100:020)</td>
<td>Business Professionals in Training</td>
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</tbody>
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Accounting:

<table>
<thead>
<tr>
<th>ACCT 2120 (120:030)</th>
<th>Principles of Financial Accounting</th>
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<tbody>
<tr>
<td>ACCT 2130 (120:031)</td>
<td>Principles of Managerial Accounting</td>
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Marketing:

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<thead>
<tr>
<th>MKTG 2110 (130:101)</th>
<th>Principles of Marketing</th>
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Management:

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<tr>
<th>MGMT 2080 (150:080)</th>
<th>Introduction to Information Systems</th>
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<tr>
<td>MGMT 3100 (150:100)</td>
<td>Legal and Social Environment of Business</td>
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<tr>
<td>MGMT 3153 (150:153)</td>
<td>Organizational Management</td>
</tr>
<tr>
<td>MGMT 3154 (150:154)</td>
<td>Operations Management</td>
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<tr>
<td>MGMT 4175 (150:175)</td>
<td>Business Policy and Strategy</td>
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Finance:

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<thead>
<tr>
<th>FIN 3130/5130 (160:151g)</th>
<th>Corporate Finance</th>
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Economics:

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<tr>
<th>ECON 1011 (920:070)</th>
<th>Statistics for Business Analytics</th>
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<tr>
<td>ECON 1021 (920:020)</td>
<td>Decision Analytics</td>
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<tr>
<td>ECON 1041 (920:053)</td>
<td>Principles of Macroeconomics</td>
</tr>
<tr>
<td>ECON 1051 (920:054)</td>
<td>Principles of Microeconomics</td>
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Required

Management:

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<tr>
<th>MGMT 3965/5965 (150:165g)</th>
<th>Organizational Behavior</th>
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Mathematics:

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<tr>
<th>STAT 1772 (800:072)</th>
<th>Introduction to Statistical Methods</th>
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Emphasis requirements (choose one area of emphasis) 15

Total Hours 60
Department of Management

* The rest of the business core must be completed before MGMT 4175 (150:175) is taken.

Emphases

Business Administration

Required
MGMT 3163 (150:163) Managerial Problem Solving 3

Choose three Management electives: 9
MGMT 3101 (150:101) Business Law
MGMT 3113 (150:113) Business Communication
MGMT 3145 (150:145) Information Systems Applications
MGMT 3155 Human Resource Management
MGMT 3187 (150:187) Organization Structure and Design
MGMT 3189 (150:189) International Management
MGMT 3905/5905 (150:105g) Employment and Labor Law
MGMT 3966/5966 (150:166g) Staffing and Employee Development
MGMT 3974/5974 (150:174g) Business, Ethics, and Society
MGMT 3984/5984 Dynamics of Negotiations

Choose one other elective: 3
Upper-level (100/3000/4000-level or ECON 2132 (920:113)) course from Accounting, Economics, Finance, Marketing (exceptions listed below) OR another 3-hour Management elective from above.

Exceptions:
Accounting:
ACCT 3055 (120:144) VITA: Individual Income Tax Preparation
ACCT 3090 (120:169) Internship -- Accounting
ACCT 3092/5092 (120:170g) Special Problems -- Accounting
ACCT 3094 (120:185) Individual Readings
ACCT 3179 (120:179) Cooperative Education in Accounting
ACCT 4080 (120:148) FAR Review
ACCT 4084 (120:150) Auditing Review

Economics:
ECON 3077 (920:177) Internship in Community Economic Development
ECON 3179 (920:179) Cooperative Education in Economics
ECON 4380/5380 (920:181g) Directed Research in Economics

Finance:

FIN 3080 (160:170) Special Problems
FIN 3179 (160:179) Cooperative Education in Finance

Marketing:
MKTG 3179 (130:179) Cooperative Education in Marketing
MKTG 3583/5583 (130:170g) Entrepreneurship
MKTG 4198 (130:198) Independent Study
MKTG 4595 (130:169) Internship-Marketing

Human Resource

Required
Management:
MGMT 3155 Human Resource Management 3
MGMT 3905/5905 (150:105g) Employment and Labor Law 3
MGMT 3966/5966 (150:166g) Staffing and Employee Development 3
MGMT 3968/5968 (150:168g) Compensation and Performance Management Systems 3
MGMT 3984/5984 Dynamics of Negotiations 3

Organizational Leadership

Required:
Management:
MGMT 3183 Leadership Skills 3
MGMT 3974/5974 (150:174g) Business, Ethics, and Society 3
MGMT 3984/5984 Dynamics of Negotiations 3

Plus 6 hours to be selected from the following courses:

MGMT 3145 (150:145) Information Systems Applications
MGMT 3155 Human Resource Management
MGMT 3163 (150:163) Managerial Problem Solving
MGMT 3185 Project Management
MGMT 3187 (150:187) Organization Structure and Design
MGMT 3189 (150:189) International Management

Marketing:
MKTG 3583/5583 (130:170g) Entrepreneurship

Footnote: Management majors are allowed to double major with either Supply Chain Management or Management Information Systems with five additional classes (i.e., only one class is allowed to double count for both majors).
Management Information Systems Major

The Management Information Systems major requires a minimum of 120 total hours to graduate. This total includes Liberal Arts Core requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required business core
Business Administration, Interdepartmental:
BUSINESS 1000 (100:010) Introductory Seminar for Business Professionals 0
BUSINESS 2000 (100:020) Business Professionals in Training 0

Accounting:
ACCT 2120 (120:030) Principles of Financial Accounting 3
ACCT 2130 (120:031) Principles of Managerial Accounting 3

Marketing:
MKTG 2110 (130:101) Principles of Marketing * 3

Management:
MGMT 2080 (150:080) Introduction to Information Systems 3
MGMT 3100 (150:100) Legal and Social Environment of Business 3
MGMT 3153 (150:153) Organizational Management 3
MGMT 3154 (150:154) Operations Management * 3
MGMT 4175 (150:175) Business Policy and Strategy ** 3

Finance:
FIN 3130/5130 (160:151g) Corporate Finance 3

Economics:
ECON 1011 (920:070) Statistics for Business Analytics 3
ECON 1021 (920:020) Decision Analytics 3
ECON 1041 (920:053) Principles of Macroeconomics 3
ECON 1051 (920:054) Principles of Microeconomics 3

Mathematics:
STAT 1772 (800:072) Introduction to Statistical Methods 3

Required courses
Management:
MGMT 2032 (150:032) Business Application Development I 3
MGMT 3120 (150:120) Database Management and Theory 3

Emphasis (choose one area of emphasis below) 15

Total Hours 63

Information Systems Development Emphasis

Required:
Management:
MGMT 2034 (150:034) Business Application Development II 3
MGMT 3112 (150:112) Systems Analysis and Design 3
MGMT 3125 (150:125) Information Systems Development Projects 3
MGMT 3140 (150:140) Information Systems Management 3

Select a technical elective from the following: 3

Accounting:
ACCT 3140 (120:136) Accounting Information Systems

Management:
MGMT 3127 (150:127) Decision Support, Analytics and Business Intelligence
MGMT 3128 (150:128) Business Application Development III

Computer Science:
CS 3610/5610 (810:161g) Artificial Intelligence 3

Total Hours 15

Business Analytics Emphasis

Required:
Management:
MGMT 2036 Business Analytics Fundamentals 3
MGMT 3121 Predictive Business Analytics and Cloud Computing 3
MGMT 3122 Business Intelligence 3
MGMT 3126 Business Analytics Projects 3

Select a technical elective from the following: 3

Accounting:
ACCT 3140 (120:136) Accounting Information Systems

Management:
MGMT 3168 Supply Chain Modeling and Analytics

Total Hours 15

Supply Chain Management Major

The Supply Chain Management major requires a minimum of 120 total hours to graduate. This total includes Liberal Arts Core requirements and the following specified major requirements, plus electives to complete the minimum of 120 hours.

Required Business Core:
Business Administration, Interdepartmental:
BUSINESS 1000 (100:010) Introductory Seminar for Business Professionals 0
BUSINESS 2000 (100:020) Business Professionals in Training 0

Accounting:
ACCT 2120 (120:030) Principles of Financial Accounting 3
ACCT 2130 (120:031) Principles of Managerial Accounting 3

Marketing:
MKTG 2110 (130:101) Principles of Marketing * 3
Management:

MGMT 2080 (150:080) Introduction to Information Systems 3
MGMT 3100 (150:100) Legal and Social Environment of Business 3
MGMT 3153 (150:153) Organizational Management 3
MGMT 3154 (150:154) Operations Management 3
MGMT 4175 (150:175) Business Policy and Strategy 3

Finance:

FIN 3130/5130 (160:151g) Corporate Finance 3

Economics:

ECON 1011 (920:070) Statistics for Business Analytics 3
ECON 1021 (920:020) Decision Analytics 3
ECON 1041 (920:053) Principles of Macroeconomics 3
ECON 1051 (920:054) Principles of Microeconomics 3

Mathematics:

STAT 1772 (800:072) Introduction to Statistical Methods 3

Required Courses:

MGMT 3161 (150:161) Supply Chain and Purchasing 3
MGMT 3167 Global Supply Chain Management 3
MGMT 3168 Supply Chain Modeling and Analytics 3
MKTG 3163 (130:161) Distribution and Logistics 3

Electives: Select two of the following (only one can be taken outside of the College of Business):

Management:

MGMT 3166 Six Sigma and Lean Consulting Methodology
MGMT 3185 Project Management
MGMT 3965/5965 (150:165g) Organizational Behavior
MGMT 3984/5984 Dynamics of Negotiations

Geography:

GEOG 4180/5180 (970:121g) Locational Analysis for Business

Languages and Literatures:

ENGLISH 4775/5775 Applied Writing: Specialized Documents (620:105g)

MGMT 3189 International Management (150:189)

Total Hours 60

* These courses have additional prerequisites as follows:
  MKTG 2110 (130:101) has prerequisite of ECON 1031 (920:024) or ECON 1041 (920:053).

** The rest of the business core must be completed before MGMT 4175 (150:175) is taken.

Note: Supply Chain Management majors are allowed to double major with either Management Information Systems or Management:

Organizational Leadership, Management: Business Administration, or Management: 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 (120:030) Principles of Financial Accounting 3

Marketing:

MKTG 2110 (130:101) Principles of Marketing 3

Management:

MGMT 2080 (150:080) Introduction to Information Systems 3
MGMT 3100 (150:100) Legal and Social Environment of Business 3
MGMT 3153 (150:153) Organizational Management 3

Economics:

ECON 1031 (920:024) Introduction to Economics or equivalent 3
ECON 1011 (920:070) Statistics for Business Analytics 3

Mathematics:

STAT 1772 (800:072) Introduction to Statistical Methods 3

Total Hours 24


Organizational Leadership Minor

This minor is intended for CBA 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 CBA major other than Management.

Required

Management:

MGMT 3183 Leadership Skills 3
MGMT 3965/5965 (150:165g) Organizational Behavior 3
MGMT 3974/5974 (150:174g) Business, Ethics, and Society 3
MGMT 3984/5984 Dynamics of Negotiations 3

Total Hours 12
Courses

Introduction to developing business applications using a modern business programming language. Emphasis on the fundamentals of the application development process, programming logic and logical structures, programming language syntax, program testing, and documentation. Prerequisite(s): MGMT 2080 (150:080). (Fall and Spring)

In-depth exploration of developing business applications using a modern business programming language. Various features of the language are introduced to solve an array of business problems through programming projects. Prerequisite(s): MGMT 2032 (150:032); MGMT 2080 (150:080). (Fall and Spring)

Provide the fundamental concepts and methods needed to understand the role of business analytics in organizations. Learn how to apply business analytics methods as well as how to use different techniques to visualize various types of data to aid in decision making. Develop an understanding of the fundamentals of communication and alignment around concepts that are required for effective data presentation. Allow for project-based opportunities to identify, understand, analyze, prepare, and present effective visualizations. Prerequisite(s): MGMT 2032 (150:032). (Spring)

Introduction to management information systems. Includes introduction to hardware and data communication technology, software and data management, and business applications of the technology. (Fall and Spring)

MGMT 3100 (150:100). Legal and Social Environment of Business — 3 hrs.
Introduction to law. Contracts, torts, business ethics, government regulation of business; includes administrative, antitrust, discrimination, international, and product liability law. Prerequisite(s): junior standing. (Fall and Spring)

Study of the common law of contracts and Article II of the Uniform Commercial Code. Prerequisite(s): junior standing. (Variable)

The Systems Development Life Cycle: understanding SDLC phases and applying the tools of systems analysis through a course project. Includes project management, requirements definition, process and data modeling, user interface design, testing, conversion, and implementation. Prerequisite(s): MGMT 2032 (150:032); junior standing. (Spring)

Introduction to communication skills expected in a general business environment, including interpersonal, group, presentational, electronic, non-verbal and written communication, as well as techniques for adjusting to the communication culture of U.S. business organizations. Prerequisite(s): ENGLISH 1005 (620:005) or ENGLISH 2015 (620:015); junior standing. (Variable)

MGMT 3120 (150:120). Database Management and Theory — 3 hrs.
Study of database theory and design and strategic management of data and databases, relational models and normalization, Structured Query Language, and the use of a relational database. Prerequisite(s): MGMT 2032 (150:032); MGMT 2034 (150:034) or MGMT 2036; MGMT 2080 (150:080); junior standing. Prerequisite(s) or corequisite(s): MGMT 3112 (150:112) or MGMT 3121. (Fall)

Study of concepts, tools and techniques for identifying business insights and likelihood of future outcomes from data, including but not limited to classification, rule induction, pattern recognition and clustering methods. A hands-on approach to predictive modeling and analytics with an appropriate programming language and associated software. Includes an introduction to Cloud Computing and its use for analytics. Prerequisite(s): MGMT 2032 (150:032); MGMT 2036. (Fall)

MGMT 3122. Business Intelligence — 3 hrs.
Business intelligence (BI) is a term describing a broad category of applications, technologies, architectures and processes for gathering, storing, accessing and analyzing data to provide business users with timely information to enable better insights into evidence-based decision making. BI is based on techniques for data decision capture, cleansing, validation, warehousing and analytics to help decision makers improve decision outcomes. This course builds the foundations for evidence-based managerial decision making and provides understanding of the concepts of managing data resources and the development of business intelligence capabilities using data visualization, data mining, analytical processing and other advanced BI topics. Prerequisite(s): MGMT 3120 (150:120). (Spring)

Apply a software development methodology to develop a working information system application for a client. Emphasis on iteratively determining requirements, developing, and testing. Includes client relationship, team work, project management, and user training. Prerequisite(s): MGMT 2032 (150:032); MGMT 2034 (150:034); MGMT 2080 (150:080); MGMT 3112 (150:112); MGMT 3120 (150:120); junior standing. (Spring)

MGMT 3126. Business Analytics Projects — 3 hrs.
Using an agile, action learning approach, this course provides a hands-on analytics team project experience. Students apply business analytics concepts and skills to a real-world problem and prepare a consulting report and presentation. While gaining first-hand experience with business analytics, students are also adding value to a client organization by completing an applied project. Emphasis on iteratively determining requirements, data gathering, analysis, and reporting. Includes client relationship, team work, project management, and presentation skills. Prerequisite(s): MGMT 2032 (150:032); MGMT 2036; MGMT 2080 (150:080); MGMT 3120 (150:120); MGMT 3121; junior standing. Prerequisite(s) or corequisite(s): MGMT 3122. (Spring)

MGMT 3127 (150:127). Decision Support, Analytics and Business Intelligence — 3 hrs.
Study of decision support applications. Topics include decision making, modeling, and support; DSS development tools with particular emphasis on spreadsheet applications; and organizational and social implications of decision support systems. Prerequisite(s): MGMT 2032 (150:032); MGMT 2034 (150:034); MGMT 2080...
Provides an overview of the processes and practices involved in recruiting and managing critical human resources. Educates a manager about essential HRM competencies needed for today's organizations. Prerequisite(s): junior standing. Prerequisite(s) or corequisite(s): MGMT 3153 (150:153). (Spring)

Examination of the integrative management process of purchasing, producing, supplying, and distributing goods and services. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); MGMT 2080 (150:080); MGMT 3153 (150:153); MGMT 3154 (150:154); STAT 1772 (800:072) or equivalent; ECON 1011 (920:020); or equivalent; ECON 1011 (920:020); junior standing. (Fall)

Effective thinking about organizational problems. Topics include critical thinking; problem identification, definition, and analysis; alternative generation and evaluation; negotiation; and design. Prerequisite(s): MGMT 3153 (150:153); junior standing. (Fall and Spring)

MGMT 3164 (150:164). Quality and Process Improvement — 3 hrs.
Management and improvement of product/service quality and organizational processes. Topics include quality management programs; total quality management; statistical process control; business process design; reengineering; benchmarking; and best practices research. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); MGMT 2080 (150:080); MGMT 3153 (150:153); MGMT 3154 (150:154); STAT 1772 (800:072) or equivalent; ECON 1021 (920:020); ECON 1011 (920:070); junior standing. (Variable)

MGMT 3166. Six Sigma and Lean Consulting Methodology — 3 hrs.
Students will gain an understanding of the Six Sigma methodology and the ability to apply it within an industrial organization, specifically students will obtain: The ability to determine what is important so that they can define the improvement opportunity, to measure process performance in order to understand how the organization is performing, to quantitatively analyze improvement opportunities in order to understand root causes, to generate improvement alternatives / solutions in order to determine what needs to be implemented, and to control / monitor the solution implementation through lean consulting, in order to guarantee that the performance improvements are realized. Prerequisite(s): ECON 1011 (920:070); STAT 1772 (800:072) or equivalent; ECON 1021 (920:020); junior standing. (Variable)

MGMT 3167. Global Supply Chain Management — 3 hrs.
This course aims to develop an understanding of key devices of supply chain performance and their interrelationship with firm strategy. Special emphasis is given to understanding regional, national, and subnational attributes necessary to develop solutions for a variety of global supply chain problems. Prerequisite(s): MGMT 3154 (150:154); ACCT 2120 (120:030); ACCT 2130 (120:031); MGMT 2080 (150:080); STAT 1772 (800:072) or equivalent; ECON 1021 (920:020); ECON 1011 (920:070); junior standing. (Spring)

MGMT 3168. Supply Chain Modeling and Analytics — 3 hrs.
This course introduces students to decision support models that are most frequently used in supply chain applications. The specific topics will include: 1) The role of decision support tools in dealing with a spectrum of supply chain problems; 2) Effective communication of suggested solutions; and 3) Specific models and techniques planning, material requirement planning, inventory management, transportation, supply network design, quality management, and sourcing decisions. Use of basic and advanced spreadsheet modeling tools. Prerequisite(s): ACCT 2120 (120:030); ACCT 2130 (120:031); MKTG 2110 (130:101); MGMT 2080 (150:080); MGMT 3154 (150:154); STAT 1772 (800:072) or equivalent; ECON 1011 (920:070); ECON 1021 (920:020); ECON 1041 (920:053); ECON 1051 (920:054); ECON 1011 (920:070); junior standing. (Fall)

MGMT 3169. Management of Service Operations — 3 hrs.
Managing services, especially the operation's activity in service firms. Includes determining the service package, forecasting service demand, managing demand, capacity analysis and management, scheduling, cost control, service quality, and human resource management. Standardization, franchising, and service automation addressed. Prerequisite(s): ECON 1011 (920:070) and ECON 1021 (920:020); admittance to College of Business Administration; junior standing. (Variable)
MGMT 3170 (150:170). Special Problems — 1-3 hrs.
Credit determined at registration. Student will choose one of the following areas: 1. (Fall, Spring, Summer)

MGMT 3179 (150:179). Cooperative Education — 1-3 hrs.
Compensated work experience in conjunction with an academic project conducted under faculty guidance. For majors only. May be repeated for maximum of 6 hours. Offered on credit/no credit basis only. Prerequisite(s): 2.70 cumulative UNI GPA; junior standing; consent of department head. (Fall, Spring, Summer)

MGMT 3183. Leadership Skills — 3 hrs.
Foundations of leadership. Skill development through case analyses, role plays, and experiential learning. Assessment/development of leadership competencies. Team building, negotiation, and conflict resolution. Prerequisite(s): MGMT 3153 (150:153); junior standing. (Fall and Spring)

MGMT 3185. Project Management — 3 hrs.
Development of leadership skills through management of organizational projects from selection to implementation. Includes management of project cost, quality, schedule, scope, risk, and communications. Prerequisite(s): MGMT 3153 (150:153). (Fall and Spring)

Study of organizing processes and macro-social forces that shape them. Emphasis is given to elements of organization, how they shape collective action, and their implications for organization functioning and effectiveness. Prerequisite(s): MGMT 3153 (150:153); ECON 1041 (920:053); ECON 1051 (920:054); junior standing. (Variable)

MGMT 3189 (150:189). International Management — 3 hrs.
Problems of organizing, financing, and operating multinational enterprises, and impact of multinational business upon a world economy. Prerequisite(s): MGMT 3100 (150:100) or MGMT 3101 (150:101) or equivalent; junior standing. (Fall and Spring)

Legal and practical examination of employee selection, dismissal, discrimination, health and safety, labor relations and associated human resource management issues. Prerequisite(s): MGMT 3100 (150:100) or MGMT 3101 (150:101) or equivalent; junior standing. (Fall)

MGMT 3965/5965 (150:165g). Organizational Behavior — 3 hrs.
A systematic study of micro-level theoretical concepts and their strategic and practical implications for understanding, analyzing, and predicting individual and group behavior. Prerequisite(s): MGMT 3153 (150:153); junior standing. (Fall and Spring)

MGMT 3966/5966 (150:166g). Staffing and Employee Development — 3 hrs.
Assessing staffing needs as part of strategic planning; maintaining appropriate staffing levels; designing and implementing training and development programs. Prerequisite(s): MGMT 3153 (150:153); MGMT 3155; junior standing. (Fall)

Examination of the total compensation and performance management systems at multiple levels. Key topics include wage determination, salary structures, total rewards, benefits, performance assessment, performance management, and performance improvement. Prerequisite(s): MGMT 3153 (150:153); MGMT 3155; junior standing. (Spring)

MGMT 3969/5969 (150:169g). Management Internship — 1-3 hrs.
Uncompensated work experience in conjunction with an academic project conducted under faculty guidance. May be repeated for maximum of 6 hours. Offered on credit/no credit basis only. Prerequisite(s): 2.70 cumulative UNI GPA; junior standing; consent of department head. (Fall, Spring, Summer)

Application of ethical principles and analytic methods to managerial decision-making and contemporary issues in business. Examination of the roles business does and should play in society. Specific topics will vary, in accordance with current events. Prerequisite(s): MGMT 3100 (150:100); junior standing. (Fall and Variable Springs)

MGMT 3984/5984. Dynamics of Negotiations — 3 hrs.
Study of one-on-one and group deal-making processes of negotiation and conflict management skills as practiced in different settings faced by future leaders and managers. Prerequisite(s): MGMT 3153 (150:153); junior standing. (Fall and Spring)

Study of strategy formulation and implementation processes. Focus on the application of integrative approaches to management through case analysis. For senior business majors. Prerequisite(s): completion of all other courses in the "business core"; ACCT 2120 (120:030); ACCT 2130 (120:031); MKTG 2110 (130:101); MGMT 2080 (150:080); MGMT 3100 (150:100); MGMT 3153 (150:153); MGMT 3154 (150:154); FIN 3130/3130 (160:151g); STAT 1772 (800:072) or equivalent; ECON 1011 (920:020); ECON 1014 (920:053); ECON 1051 (920:054); ECON 1011 (920:070); senior standing. (Fall, Spring, Summer)

Provides students with knowledge of the role of information systems within an organization; systems, information and decision theory; information systems applications including decision support; and systems evaluation and selection. Prerequisite(s): consent of MBA Director. (MBA Module II - begins mid-November and ends mid-February)

MGMT 6250 (150:250). Strategic Planning and Organization Analysis — 3 hrs.
Analysis of business organization, its environment, and the strategic planning function. Should be taken in first semester of study. Prerequisite(s): consent of MBA Director. (MBA Module I - begins late August and ends mid-November)

Principles of organizational behavior applied to managerial practices; strategic management of human resources to accomplish work and maximize organizational effectiveness. Prerequisite(s): MGMT 3153 (150:153) or equivalent; consent of MBA Director. (MBA Module III - begins mid-February and ends early May)

Analysis and design of business operational decisions in complex production and service environments. Prerequisite(s): consent of MBA Director. (MBA Module III - begins mid-February and ends early May)
Study of the tools and techniques for business research and data analysis. Emphasis on applying the tools and techniques to determine, define, and solve complex business problems and improve managerial decision making. Prerequisite(s): consent of MBA Director. (MBA Module I - begins late August and ends mid-November)

MGMT 6276 (150:276). Business Capstone Experience — 1 hr.
Analyze, solve, and present a solution to a complex, interdisciplinary business problem. Prerequisite(s): consent of MBA Director. (MBA Module III - begins mid-February and ends early May)

MGMT 6278. Consulting Capstone Experience — 1 hr.
Acting as a member of a consulting team, analyze an organization's business situation and recommend a course of action. Prerequisite(s): GPA of 3.2 or higher or consent of MBA Director. Prerequisite(s) or corequisite(s): Consent of MBA Director. (MBA Module III - begins mid-February and ends early May)

Directed readings and reports. May be repeated for maximum of 4 hours. Prerequisite(s): consent of MBA Director. (MBA Modules I, II, and III)

MGMT 6299 (150:299). Research — 1-6 hrs.
Prerequisite(s): consent of MBA Director. (MBA Modules I, II, and III)