

Management B.A.

Management Major

The B.A. 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	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 3114/5114	Family Business Management
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	Ethics, Responsible AI, and Business
MGMT 3984/5984	Dynamics of Negotiations

Marketing and Entrepreneurship:	
ENTR 3583/5583	Entrepreneurship

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 4080/5080	CPA Professional Pathway - Financial Accounting and Auditing Prep
ACCT 4084/5084	CPA Professional Pathway - Discipline Specialty Prep
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

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Organizational Leadership

Required:

Management:

MGMT 3155	Human Resource Management	3
MGMT 3183	Leadership Skills	3
MGMT 3974/5974	Ethics, Responsible AI, and Business	3
MGMT 3984/5984	Dynamics of Negotiations	3
Plus 6 hours to be selected from the following courses:		6

MGMT 3101	Business Law
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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Note: 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). Management majors with an Organizational Leadership track are allowed to double with Human Resource Management by taking five additional classes (i.e., only one class is allowed to double count for both majors), including ENTR 3583/5583. Management: Business Administration emphasis is excluded from this option.

Four-Year Plan

Management: Business Administration, B.A.

This is a sample plan of study with a suggested sequencing of classes for the major. University electives may be applied to earn additional academic majors, minors, or certificates. Students should regularly meet with their academic advisor to plan their specific semester schedule to include UNIFI/General Education program and/or university elective hours required.

Course	Title	Hour
Freshman		
Fall		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ECON 1041	Principles of Macroeconomics	3
ENGLISH 1005	College Writing and Research	3
STAT 1772	Introduction to Statistical Methods	3
UNIFI/General Education or University Electives		6
Hours		15
Spring		
ECON 1011	Statistics for Business Analytics	3
ECON 1051	Principles of Microeconomics	3
UNIFI/General Education or University Electives		9
Hours		15
Sophomore		
Fall		
BUSINESS 2000	Business Professionals in Training	0

ACCT 2120	Principles of Financial Accounting	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or University Electives		9
Hours		15

Spring

ACCT 2130	Principles of Managerial Accounting	3
ECON 2090	Decision Analytics	3
UNIFI/General Education or University Electives		9
Hours		15

Junior

Fall

MGMT 3100	Legal and Social Environment of Business	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 3154	Operations Management	3
MKTG 2110	Principles of Marketing	3
UNIFI/General Education or University Electives		3
Hours		15

Spring

FIN 3130	Corporate Finance	3
MGMT 3189/5189	International Management	3
UNIFI/General Education or University Electives		9
Hours		15

Senior

Fall

MGMT 3163	Creative Problem Solving	3
Business Administration Electives		6
UNIFI/General Education or University Electives		6
Hours		15

Spring

MGMT 4175	Strategic Management	3
Business Administration Electives		6
UNIFI/General Education or University Electives		6
Hours		15
Total Hours		120

Management: Organizational Leadership, B.A.

This is a sample plan of study with a suggested sequencing of classes for the major. University electives may be applied to earn additional academic majors, minors, or certificates. Students should regularly meet with their academic advisor to plan their specific semester schedule to include UNIFI/General Education program and/or university elective hours required.

Course	Title	Hour
Freshman		
Fall		
BUSINESS 1000	Introductory Seminar for Business Professionals	0
ECON 1041	Principles of Macroeconomics	3
ENGLISH 1005	College Writing and Research	3
STAT 1772	Introduction to Statistical Methods	3
UNIFI/General Education or University Electives		6
Hours		15
Spring		
ECON 1011	Statistics for Business Analytics	3

ECON 1051	Principles of Microeconomics	3
UNIFI/General Education or University Electives		9
Hours		15
Sophomore		
Fall		
BUSINESS 2000	Business Professionals in Training	0
ACCT 2120	Principles of Financial Accounting	3
MGMT 2080	Introduction to Information Systems	3
UNIFI/General Education or University Electives		9
Hours		15
Spring		
ACCT 2130	Principles of Managerial Accounting	3
ECON 2090	Decision Analytics	3
UNIFI/General Education or University Electives		9
Hours		15
Junior		
Fall		
MKTG 2110	Principles of Marketing	3
MGMT 3100	Legal and Social Environment of Business	3
MGMT 3965/5965	Organizational Behavior	3
MGMT 3154	Operations Management	3
UNIFI/General Education or University Electives		3
Hours		15
Spring		
FIN 3130	Corporate Finance	3
MGMT 3155	Human Resource Management	3
Organizational Leadership Elective		3
UNIFI/General Education or University Electives		6
Hours		15
Senior		
Fall		
MGMT 3974/5974	Ethics, Responsible AI, and Business	3
MGMT 3984/5984	Dynamics of Negotiations	3
Organizational Leadership Elective		3
UNIFI/General Education or University Electives		6
Hours		15
Spring		
MGMT 3183	Leadership Skills	3
MGMT 4175	Strategic Management	3
UNIFI/General Education or University Electives		9
Hours		15
Total Hours		120

Learning Outcomes

Management, B.A.

Objective 1: Learners will demonstrate disciplinary content knowledge.

- **Outcome 1.1.** Learners will demonstrate broad knowledge of the business disciplines.
- **Outcome 1.2.** Learners will apply planning and organizational activities that promote organizational effectiveness.

- **Outcome 1.3.** Learners will apply foundational knowledge for the development of leadership, teamwork, and communication skills.

Objective 2: Learners will display analytical skills to aid in business decision-making.

- **Outcome 2.1.** Learners will display a broad set of quantitative skills.
- **Outcome 2.2.** Learners will display appropriate use of relevant technology/software.
- **Outcome 2.3.** Learners will use inductive/deductive reasoning to interpret quantitative data to reach appropriate conclusions accurately.

Objective 3: Learners will display strong communication skills.

- **Outcome 3.1.** Learners will clearly, politely request information or assistance (i.e., prepare an email to request a testing accommodation).
- **Outcome 3.2.** Learners will justify or explain a position or claim (i.e., orally defend a decision about a short case/situation).

Objective 4: Learners will be able to apply critical thinking skills.

- **Outcome 4.1.** Learners will apply critical thinking skills to solve complex people problems at work.

Objective 5: Learners will be able to identify and ready to exhibit strong work values in contemporary organizations.

- **Outcome 5.1.** Learners will identify ethical components in business situations.
- **Outcome 5.2.** Learners will display strong work values associated with professionalism, collaborative work, and DEI.

Policies

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.

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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.

Related Programs

- Business Analytics B.A.
- Management Information Systems B.A.