

MANAGEMENT (MGT)

MGT-304 Communicating in Organizations (3 credits)

The course deals with the relation of interpersonal communication to communications strategies in organizations. Students analyze communication networks and the relationship to group characteristics and productivity, leadership and conflict as they relate to communication in the organization.

Course Types: Writing Intensive; Written Communication

MGT-305 Principles of Management (3 credits)

This course focuses on the nature and theory of management. It emphasizes the functional application of the basic principles of management to realistic business situations.

MGT-315 Financial Management (3 credits)

This course deals with financial statements and financial analysis of business firms, tax considerations, budgeting, net present value and internal rate of return, cost of capital, and investment analysis.

Course Types: Quantitative Literacy

Prerequisite(s): Take ACC-211 ACC-212 MGT-305 or Permission of Instructor

MGT-316 Pc & E-Commerce for Managers (3 credits)

The course introduces students to computerized business applications, word processing, spreadsheets, databases, presentation software and e-commerce concepts. Students are given thorough hands-on familiarization of the personal computer and the completion of various business applications on the computer.

Course Types: Technological Competency

MGT-318 Information and Communication Tech Mgt (3 credits)

The course explores the role, meaning, background and theory of MIS in the organization and focuses on planning, implementation, effect and challenges of management information and communication technologies. An emphasis is placed on the role technology plays in creating a competitive advantage in business.

Prerequisite(s): Take MGT-305

MGT-321 Entrepreneurship I (3 credits)

The course is a study of entrepreneurship in today's small business or private practice environment. The student will be brought through the processes of starting and developing one's own business or practice, from the original product or service concept through the birth and growth of the organization. The course will be presented in the context of applicable New York state law.

MGT-323 Entrepreneurship II (3 credits)

Using skills acquired in MGT 321, students develop a formal business plan which includes marketing, management, financial and operational components of a business.

Prerequisite(s): Take MGT-321

MGT-350 Leadership (3 credits)

This course is an analysis of the discipline of leadership. It offers an overview of multiple leadership theories and research in relation to organizations. This course explores topics such as transformational theory, situational leadership, trait theory and major researcher and authors related to leadership

MGT-389 Special Topics in Management (3 credits)

This is a seminar course in a topic related to the field of management. At the time of offering, a subtitle will indicate the specific content of the course.

MGT-390 Special Topics in Management (3 credits)

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Prerequisite(s): Take MGT-305 or Permission of Instructor

MGT-401 Organizational Behavior (3 credits)

This course is a study of people as they behave in organizations, motivation, attitudes, personality patterns and their relation to behavior in business and other organizations.

Prerequisite(s): Take MGT-305 Or Permission of Instructor

MGT-407 Operations Management (3 credits)

This course provides a functional view of how to manage the activities involved in the process of converting resources into products or services by examining problems encountered in planning, operating, and controlling production. Concepts, techniques and tools to design, analyze, and improve core operational capabilities, and apply them to a broad range of application domains and industries are included.

Prerequisite(s): Take MGT-305 and ECO-207 or Permission of Instructor

MGT-411 International Business (3 credits)

This course focuses on the legal, economic, historical, sociological, political and philosophical concepts operative in multinational business.

MGT-412 Mgmt Strategy and Policy (3 credits)

This course is designed to demonstrate ways in which various functions and subsystems of the management process are related to and interact with each other.

Course Types: Critical Analysis; Thinking Process

Prerequisite(s): Take MGT-401 MGT-315 or Permission of Instructor

MGT-435 Health Care Management (3 credits)

This course deals with working with staff, understanding dynamics of human behavior, goal setting and problem-solving techniques.

Prerequisite(s): Take MGT-305

MGT-444 Internship (3-6 credits)

The internship allows students to gain a better understanding of concepts learned in the classroom by applying them in actual organizational settings. The purpose is to gain work experience in functional areas such as operations, human resources and cross-cultural management, finance and accounting, marketing, supply-chain, sport and fitness management, and transportation/logistics management. Open only to students with senior status. An expectation of 150hrs per 3 credit hours.

Course Types: Capstone

MGT-445 Internship (1-6 credits)

Students receive on-the-job experience in an area of their specialty. Students work 20-35 hours per week for ten to 15 weeks, dependent on desired credit.