

# Management

Managing—whether it's people, projects, or programs—is challenging and requires a considerable range of knowledge and skills. Effective managers must know the business, be interpersonally competent, behave ethically, and diagnose and deal with human and organizational dynamics. The aim of the management concentration is to increase both managerial *knowledge* and management *skills*. This involves both studying *and* practicing topics such as motivation, leadership, negotiation, conflict resolution, project management, managing teams, organizational change, and their impact on business results.

Management concentrators participate in vibrant co-op experiences spanning a diverse range of business functions, such as business analytics, human resources, client and sales support, and project management. Many students who concentrate in management decide to get a second concentration, giving them the ability to work in teams and manage other people in whatever arena they find themselves.

## Concentration Requirements

### CONCENTRATION IN MANAGEMENT

Code	Title	Hours
<b>Required Course</b>		
MGMT 4550	Management Consulting in Organizations	4
<b>Electives</b>		
Note: Only one non-MGMT course may be used as an elective.		
Complete three of the following:		12
ENTR 2215	Understanding Family Enterprise	
ENTR 2414	Social Responsibility of Business in an Age of Inequality	
ENTR 4225	Growth, Acquisitions, and Alliances	
MGMT 3302	Negotiating in Business	
MGMT 3305	Power and Influence	
MGMT 3315	Managing Organizational Change and Disruption	
MGMT 3340	Healthcare Management, Innovation, and Design	
MGMT 3350	Managing a Diverse Workforce	
MGMT 3360	Law and the Legal Process	
MGMT 3380	Leading with Character	
MGMT 3420	Managing Human Capital	
MGMT 3435	Social Networks and Organizations	
MGMT 3530	Project Management	
MGMT 4310	The Management Practices of Great Organizations	
MGMT 4410	Workforce Analytics	
MGMT 4983	Special Topics in Management	