

Management

Overview

The Eccles School's undergraduate program in management provides students with the skills needed to lead companies through challenging times and achieve financial success. Management students with an interest in entrepreneurship have the opportunity to hone their skills in business plan competitions and programs offered by the Pierre Lassonde Entrepreneur Center, or to immerse themselves in the Foundry – the Eccles School's pre-seed business incubator program.

Management Major Courses

The Management major consists of two major sequence courses, three management electives, and two Global Perspectives courses, one of which must be MGT 4900. The other can be chosen from the university's list of defined courses that will satisfy the university's International Requirement (IR). **Required courses for Management majors include:**

MGT 3800 – Business Ethics This course focuses on the demands placed on firms by various stakeholders, considers appropriate responses by firms to social, political, environmental, technological, and global issues, examines ethical issues that can arise in these arenas, and studies how managerial actions influence the legitimacy of business as a social and economic institution. *(Typically offered: Spring/Summer- subject to change)*

MGT 5510 – Human Resource Management This course examines the functions of human resource management and the integration of human resource management into strategy. Topics include employee involvement, quality of work life, unionization, recruitment, selection, placement, promotion, performance appraisal, compensation and benefits, work-system design, job enrichment, training and development, and strategic human resource planning. *(Typically offered: Spring/Fall- subject to change)*

MGT 4900 – International Management This course explores the impact of the international context on business and identifies specific management functions firms must consider to remain successful. The course examines the macro-international environment from a variety of perspectives, and includes the political, legal, social, cultural, technological and business contexts. *(Typically offered: Spring/Fall- subject to change)*

Management Electives:

Please Note: Management elective offerings vary from year to year and are concentrated in fall and spring semesters. The semesters indicated below are subject to change. For this reason, a planning session with an advisor is recommended upon admission to the Management major. It is suggested that these courses not be delayed for final semesters.

Students interested in creating and managing their own business will find the following courses useful:

MGT 3700 – Fundamentals of Entrepreneurship	<i>(Spring/Fall) OR</i>
MGT 5000 – Fundamentals of Entrepreneurship	<i>(Spring/Summer/Fall)</i>
MGT 4560 – Small Business Management	<i>(Spring/Fall)</i>
MGT 5770 – Business Discovery	<i>(Spring/Fall)</i>
MGT 5830 – Leadership, Power, and Supervisory Behavior in Organizations	<i>(Spring)</i>
MGT 5850 – Special Topics: Profiles of Entrepreneurship <i>(application required)</i>	<i>(Spring)</i>
MGT 5850 – Special Topics: Profiles Management of Innovation	<i>(Fall)</i>
<i>(If MGT 5850 taken for 1.5 credits, another 1.5 credits will need to be taken to satisfy a Management major elective course)</i>	

Students interested in working in Human Resources will find the following courses useful:

MGT 3600 – Managing and Working in Groups and Teams	<i>(Fall)</i>
MGT 4860 – Managing Organizational Conflict	<i>(Fall)</i>
MGT 5810 – Managing Diversity in Organizations <i>(CW/ DV)</i>	<i>(Spring/Fall)</i>
MGT 5830 – Leadership, Power, and Supervisory Behavior in Organizations	<i>(Spring)</i>

Other Electives:

MGT 4999 – Management Honors Thesis/Project	<i>(Fall/Spring)</i>
MGT 5750 – Profiles of Leadership <i>(application required)</i>	<i>(Spring/Fall)</i>
MGT 5880 – Management Internship <i>(may be taken one time only for credit)</i>	<i>(Spring/Summer/Fall)</i>
MGT 5910 – Special Study <i>(repeatable for credit as topic changes)</i>	<i>(Spring/Summer/Fall)</i>
<i>(If MGT 5910 taken for 1.5 credits, another 1.5 credits will need to be taken to satisfy a full Management major elective course)</i>	

Management Major Application

Students interested in applying for the Management major will do so after being admitted to upper division and completing ECON 2010, MGT 3680, and either MGT 3810 or WRTG 3016 (CW). The admission committee considers the grades earned in these courses when reviewing student applications. Major applications can be found on the main School of Business website: www.business.utah.edu via “Undergraduate” -> “Advising” -> “Forms” -> “Application for Major Status in Management” *(Major application details are subject to change).*

Course Sequencing

Below are two suggested sequences of management courses once a student has been admitted to the management major. The sequences provide options for completing the coursework in either four or three semesters. Individual students' schedules may vary based on previous coursework.

Four-semester course sequence

Semester 1	Semester 2	Semester 3	Semester 4
MGT 5510 - Human Resources Mgt (Sp/Fall) MGT 4900 - International Mgt (Sp/Fall)	MGT 3800 - Business Ethics (Su/Sp) *MGT Upper Division Elective (see approved list on page 1)	*MGT Upper Division Elective *MGT Upper Division Elective (see approved list on page 1)	Global Perspectives II/ University IR course – (any University IR) see approved list on the "Class Schedule" for the respective semester

Three-semester course sequence

Semester 1	Semester 2	Semester 3
MGT 5510 - Human Resources Mgt (Sp/Fall) MGT 4900 - International Mgt (Sp/Fall)	MGT 3800 - Business Ethics (Su/Sp) *MGT Upper Division Elective (see approved list on page 1) *MGT Upper Division Elective (see approved list on page 1)	*MGT Upper Division Elective (see approved list on page 1) Global Perspectives II/ University IR course – (any University IR) see approved list on the Class Schedule for the respective semester

**(Most electives offered in the Spring/Fall semesters)*

Student Organizations and Opportunities

Pierre Lassonde Entrepreneur Center provides real world business experience to help young entrepreneurs understand and assume the risks of business ownership and management. Through this education process, the Lassonde Center hopes to inspire entrepreneurs to continue their education not only today but continually so they may be better prepared for tomorrow's market. Student competitions run by the Lassonde Center include: *Utah Entrepreneur Challenge*, which inspires competitors from across Utah to write a full business plan for a chance to win \$40,000; *Opportunity Quest*, a business summary competition for students across the state in which winners advance to the Utah Entrepreneur Challenge; and *TechTitans*, an idea competition for students from all disciplines. More information on the Lassonde Center is available at: <http://www.lassonde.utah.edu>

The Foundry is a community of like-minded students who want to launch a business and learn leadership skills that will last a lifetime. The Foundry offers an entrepreneurial practicum, providing hands-on business training by bringing entrepreneurs' creative business ideas to reality, as well as providing a peer-reviewed forum for students, who give one another feedback and assistance through the trials of a start-up company. More information about The Foundry is available at: <http://www.business.utah.edu/the-foundry>

University Venture Fund is the largest student-run private equity fund in the United States. It is an independent venture capital firm committed to improving the quality of entrepreneurial education for a diverse group of students at its participating universities. The fund is a collaborative effort among students, universities, and the professional investment community. Students raise capital, perform due diligence on venture capital opportunities, and make investments. Each year UVF hosts University Private Equity Summit where business students from around North America gather to share best practices and learn from investment industry professionals. More information and applications can be found online at: www.uventurefund.com

Career Services

Success on the job market requires early preparation; therefore students should begin investing in career skills as early as the freshman year. Campus Career Services (801-581-6186) and the Business Career Management Center (801-581-3061) assist students in understanding vocational options, finding internships, and preparing for a successful career. Dana Sowby in Campus Career Services works closely with management majors.

Graduate Study in Business

There are a variety of graduate degree options for Management majors in the David Eccles School of Business. The most closely related advanced degree is the Master of Business Administration. Other graduate degree programs include the Master of Accounting, Master of Science in Finance, Master of Information Systems, and Master of Real Estate Development. For more information about graduate programs in the Eccles School call Graduate Admissions at (801) 581-7785 or e-mail mastersinfo@business.utah.edu.