Management (MGMT)

Courses

MGMT 100. Introduction to Business and Public Administration. 4 Units.
Introduction to the administrative process. Strategies to achieve success in business and public careers. Includes the development of administrative theories and practices and provides an overview of the functional areas of business and public administration. Examines the questions of ethics, small business management and the global aspects of administration.

MGMT 230. Business Law. 4 Units.
An introduction to statutory and common law developments impacting commercial transactions. Emphasizes principles of contract law and sale of goods under the Uniform Commercial Code. Additional topics include business organizations, commercial paper and secured transactions.

MGMT 302. Management and Organizational Behavior. 4 Units.
Introduction to management as it affects operations and the behavior of people in relation to the functional fields of administration. Selected behavioral concepts analyzed with respect to applications in management. Offered as MGMT 302 and PSYC 302. Students may not receive credit for both.

MGMT 306. Expository Writing for Administration. 4 Units.
Prerequisites: satisfaction of the GE written communication (A1) requirement and a minimum of 90 quarter (60 semester) units of college credit (GE=F1)
Writing related to business and public administration including documented research reports, summaries and analytical papers. Revision and rewriting will be required. Course fulfills the graduation requirement in writing proficiency. May not be counted for fulfilling concentration requirements for any degree program offered by the College of Business and Public Administration. No more than one of the expository writing courses (EDUC 306, ENG 306, HUM 306, MGMT 306, NSCI 306, SSCI 306) may be taken for credit. Students who have received a grade of no credit in any combination of the expository writing courses two or more times must meet with the 306 coordinator or designee to design a developmental writing plan as a condition for enrolling for a third quarter. All students must obtain junior status at the time of registration or their course request will be cancelled. Formerly MGMT 495. Graded A, B, C/no credit.

MGMT 330. Legal Environment of Business. 4 Units.
Prerequisites: MGMT 230
Study of the legal system; nature and source of law as applied to business activity; statutes and significant cases involving business policies; effect of public policies on private enterprise system.

MGMT 335. Business, Ethics, and Society. 4 Units.
Prerequisites: the upper-division writing requirement
Social and legal factors influencing business; social expectations for ethical conduct and corporate social responsibility (CSR); role of business in alleviating societies problems; problems and issues of current concern regarding women and minorities in management; business and society in a global context.

MGMT 350. Administrative Communications. 4 Units.
Prerequisites: the upper-division writing requirement
Introduction to communication theory. Concepts, analysis and methods of improvement for interpersonal communication, communication within organizations and communication between organizations and their external environments.

MGMT 402. Studies in Organizational Behavior. 4 Units.
Prerequisites: MGMT 302 or PSYC 302
Review and presentation of selected areas of behavioral science research and its application to management practices. Selected subjects may include: motivation, communication, change and leadership.

MGMT 405. Managing Across Borders. 4 Units.
Prerequisites: MGMT 302 or PSYC 302
Identification of the diverse factors and actors that shape the global business environment. Comparative analysis of management practices in various cultures with emphasis on sociocultural, political and economic influences. Balancing of local responsiveness and global integration, and decision-making skills for managing across borders are emphasized.

MGMT 406. International Business Law. 4 Units.
Comparison and contrast of the various dimensions of international business transactions. General legal framework in which international business is conducted; competing national laws and courts systems with respect to a variety of typical international business problems; international institutions and prospects for internationalizing the legal treatment of transnational business operations.

MGMT 407. Comparative Management Systems of the Americas. 4 Units.
Comparative analysis of private and public sector organizations and corresponding management systems currently operating throughout the Americas. Examination of the structure and management systems of private and public sector organizations in different American countries and the trade patterns among these nations.

MGMT 408. Managing in Europe. 4 Units.
Identification of the diverse factors and actors that shape the business environment in one or more nations in Europe. Comparative analysis of management practices and leadership challenges and approaches for navigating sociocultural, political and economic contexts.
MGMT 451. Organization and Management Theory. 4 Units.
Prerequisites: MGMT 302 or PSYC 302
Development and analysis of organization and management theory. Comparative analysis seeking patterns and systematic explanation of differences among organizations. Dynamics of interaction between organizations and environment.

MGMT 452. Leading Effectively and Ethically. 4 Units.
Prerequisites: MGMT 302 or PSYC 302
Relevant theories and concepts for leading individuals and groups effectively and for developing ethical awareness to respond appropriately to ethical dilemmas.

MGMT 459. Work Group Management. 4 Units.
Prerequisites: MGMT 302 or PSYC 302
Examination of the dynamics of task-oriented groups in American and international environments, utilizing both conceptual and experiential learning.

MGMT 490. Strategic Management. 4 Units.
Prerequisites: completion of the upper-division administration core courses (one course may be taken concurrently), the upper-division writing requirement, and senior standing
This college capstone course develops an overall general manager's perspective of strategic management and competitive strategy integrating knowledge from accounting, finance, information and decision sciences, management, marketing, public policy, and supply chain management. Coverage includes competitive strategy for global, national and regional/local business and managerial concerns regarding social and environmental issues.

MGMT 515. Business Consulting. 4 Units.
Prerequisites: senior status, consent of instructor and college
Supervised consulting assignments designed to provide meaningful business assistance to businesses.

MGMT 520. Legal Regulation of Intellectual Property. 4 Units.
Prerequisites: MGMT 230 and 330
Analysis of federal, state and international law on intellectual property and technology, including principles of contract law, intellectual law, taxation law, tort law, anti-trust law and criminal law with respect to technology and intellectual property.

MGMT 526. Global Entrepreneurship. 5 Units.
Entrepreneurial process in a global context as it relates to recognizing ideas, marshaling resources, developing networks and creating the strategy for a new cross-border venture.

MGMT 575. Internship. 4 Units.
Prerequisites: senior standing preferred; consent of instructor and the departments internship coordinator
Supervised work and study in private or public organizations. May be repeated once for credit. A total of two College of Business and Public Administration 575 courses may be applied toward graduation. Graded credit/no credit.

MGMT 590B. Seminar in Management. 2 Units.
Intensive study of some phase of management to be developed by the instructor. May be repeated for credit as topics change.

MGMT 590C. Seminar in Management. 3 Units.
Intensive study of some phase of management to be developed by the instructor. May be repeated for credit as topics change.

MGMT 590D. Seminar in Management. 4 Units.
Intensive study of some phase of management to be developed by the instructor. May be repeated for credit as topics change.

MGMT 595B. Independent Study. 2 Units.
Prerequisites: a minimum overall grade point average of 3.0, consent of instructor and approval by the department of a written project/proposal submitted to the appropriate department in the College of Business and Public Administration on a standard application filed in advance of the quarter in which the course is to be taken Special topics involving library and/or field research. A total of 10 units in any College of Business and Public Administration 595 may be applied toward graduation. Marketing (1-5 units).

MGMT 595D. Independent Study. 4 Units.
Prerequisites: a minimum overall grade point average of 3.0, consent of instructor and approval by the department of a written project/proposal submitted to the appropriate department in the College of Business and Public Administration on a standard application filed in advance of the quarter in which the course is to be taken Special topics involving library and/or field research. A total of 10 units in any College of Business and Public Administration 595 may be applied toward graduation. Marketing (1-5 units).

MGMT 601. Organization Theory and Behavior. 4 Units.
A critical analysis of theories for viewing organizations and an examination of the common models for understanding human behavior, including executive behavior, within the constraints of a complex social system.

MGMT 626. International New Venture Development. 4 Units.
Entrepreneurial process in a global context examining the complexity of international entrepreneurship as it relates to recognizing ideas, marshaling resources, developing networks and creating the strategy for a new venture.

MGMT 641. Managing Human Resources. 4 Units.
Analysis of specific areas and problems in the administration of human resource systems and policies. Topics include employment law, job analysis, recruitment, selection, performance appraisal, and compensation administration.

MGMT 642. Communication and Interpersonal Processes. 4 Units.
Study of interpersonal processes, communication, and conflict as they relate to organizational efficiency and effectiveness, as well as a consideration of the organization as a communication system.

MGMT 644. Industrial Relations. 4 Units.
Analysis of industrial relations systems in major industries, collective bargaining institutions, processes, legal environment and problems.
MGMT 645. Negotiation and Bargaining. 4 Units.
Theory and practice of negotiation and bargaining including the analytical skills necessary to prepare, plan, and present advocacy positions, anticipate opposing positions, envision and achieve optimal resolutions of disputes. Course participants will simulate, negotiate, debrief, discuss, and evaluate negotiation problems, strategies and tactics.

MGMT 650. Managing and Leading Global Business. 4 Units.
Prerequisites: MGMT 601 or consent of instructor
Management and leadership of organizations in global environments. Emphasis on economic, political and sociocultural influences.

MGMT 655. Leadership for Modern Organizations. 4 Units.
An overview of leadership emphasizing an understanding and analysis of the research on classical and contemporary theories in the field of organizational leadership.

MGMT 660. Managing Teams in the Workplace. 4 Units.
Overview to understand the dynamics present and best practices to manage high performance work teams. Topics include methods for self awareness, interviewing, stress management, supportive communication, problem solving, influencing and motivating others, managing conflict, empowering, delegating, and team building. Formerly a topic under MGMT 690.

MGMT 675. Internship. 4 Units.
Prerequisites: consent of instructor and department’s internship coordinator
Supervised work and study in private or public organizations. May be repeated once for credit. A total of two College of Business and Public Administration 675 courses may be applied toward graduation. Graded credit/no credit.

MGMT 685. Corporate Strategy in a Global Economy. 4 Units.
Long-term strategy of the business organization in the context of the global economy from the perspective of the General Manager who has overall responsibility for the performance of the firm. Course integrates corporate social responsibility in all the topics covered, including strategy formulation and implementation, industry competitive analysis, core competencies and key success factors, diversification and strategic alliances, among other.

MGMT 690. Advanced Topics in Management. 4 Units.
Intensive study of an advanced topic in management. May be repeated for credit as topics change.

MGMT 695. Graduate Project. 4 Units.
Prerequisites: advancement to candidacy, written approval of the student's graduate project committee and approval of the graduate (MBA) director
Independent graduate research for the management concentration or the concentration in entrepreneurship. Project will be under the direction of a faculty member.

MGMT 698A. Continuous Enrollment for Graduate Candidacy Standing. 1 Unit.
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

MGMT 698B. Continuous Enrollment for Graduate Candidacy Standing. 2 Units.
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

MGMT 698C. Continuous Enrollment for Graduate Candidacy Standing. 3 Units.
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.
**MGMT 698D. Continuous Enrollment for Graduate Candidacy Standing. 4 Units.**
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

**MGMT 698E. Continuous Enrollment for Graduate Candidacy Standing. 5 Units.**
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

**MGMT 698F. Continuous Enrollment for Graduate Candidacy Standing. 6 Units.**
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

**MGMT 698Z. Continuous Enrollment for Graduate Candidacy Standing. 0 Units.**
Prerequisites: advancement to candidacy and approval of program graduate coordinator or, if an interdisciplinary studies major, consent of the Dean of Graduate Studies
Independent study leading to completion of requirements (other than course work) for the master's degree. To retain classified standing in the master's program, a student must enroll in 698 each quarter until the project or thesis is accepted or the comprehensive examination passed. Students who enroll in 698 through the university have full use of all university facilities. See Culminating Experience: Exam, Thesis, or Project in Graduate Degree and Program Requirements section of the Bulletin of Courses. 698 is a variable unit course, see fee schedule in the Financial Information section of the Bulletin of Courses. Earned units are not degree-applicable nor will they qualify for financial aid.

**MGMT 998. Baccalaureate Reflective Essay. 0 Units.**
Prerequisites: completion of or concurrent enrollment in all courses in student's area of concentration
Submission of a reflective essay based on departmental guidelines.