

# MANAGEMENT (MGT)

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## **MGT 241 - Principles of Management**

**Credit Hours: 3, Contact Hours: 3**

Division: Business

This applications-oriented course will teach students the basics of day-to-day managerial work-planning, organization, leading, and controlling. Realistic scenarios are explored in areas of leadership, communication, planning, conflict, strategy, problem solving, and working in teams. Group 2 course. Communications - Direct, Critical Thinking - Direct, Infused: Writing Intensive.

Recommended Prerequisites: BUS 101, ENG 111 minimum placement

## **MGT 245 - Principles of Entrepreneurship**

**Credit Hours: 3, Contact Hours: 3**

Division: Business

This course provides practical knowledge needed for entrepreneurs with special attention focusing on creativity, opportunity, and feasibility of a new start up. Sources of funding and resources for small ventures are addressed in depth in this course to prepare the learner for practical application. This course primarily focuses on idea generation and start up of the business including risk, funding sources, cash flow, and awareness of external environmental factors that impact the business. The course project is the development of a feasibility study or related project.

Feasibility studies include the extent to which an idea is viable, realistic, and the extent to which the entrepreneur is aware of internal and external forces that could affect the business. Group 2 course. Communications - Direct, Critical Thinking - Direct.

Recommended Prerequisites: BUS 101, MKT 201

## **MGT 246 - Entrepreneur Marketing/Finance**

**Credit Hours: 4, Contact Hours: 4**

Division: Business

This course provides the student with a micro-business experience in which teams will start, manage, and close an enterprise in 15 weeks. An in-depth focus and experience on marketing and finance issues unique to entrepreneurs will be provided. Topics include niche marketing, guerilla marketing, strategic partnerships, social media, e-marketing to international markets, capital resource acquisition, cash flow, pro-forma planning, strategic ownership models, sales skills and strategy. The topics are put into play by the assignment of a community business mentor. Group 2 course. Communications - Direct, Critical Thinking - Direct.

Required Prerequisites: MGT 245 or instructor permission

Recommended Prerequisites: ACC 121, MKT 201

## **MGT 251 - Human Resources Management**

**Credit Hours: 3, Contact Hours: 3**

Division: Business

Human Resource managers are especially challenged today navigating employment waters that require expertise in employment legislation, recruitment, selection, training and development, compensation, labor relations, safety and health. Theory and practice of these topics are explored with special emphasis on day-to-day applications in the workplace. Group 2 course. Communications - Direct, Critical Thinking - Direct, Infused: Writing Intensive.

Recommended Prerequisites: BUS 101, ENG 111 minimum placement

## **MGT 290 - Management Internship**

**Credit Hours: 3, Contact Hours: 3**

Division: Business

The purpose of the internship is to provide on-the-job training for the student who wishes to pursue a career in Management. The internship will be customized to meet the learning needs of the student and the job requirements of the sponsoring firm. Students spend 10-15 hours per week in this supervised on-the-job training experience. In addition to the required 50 hours per credit in a work site, students will meet with the Experiential Coordinator as needed throughout the semester for internship support feedback, review of professional employment documents and an internship exit interview. Students must apply one month prior to the semester in which they will complete the internship. Group 2 course. Communications - Direct.

Required Prerequisites: 30 credits of program specific courses with a GPA of 2.0 or higher.