

# MANAGEMENT

## REQUIREMENTS

CORE CURRICULUM

The Core Curriculum is designed to foster critical thinking skills and introduce students to basic domains of thinking that transcend disciplines. The Core applies to all majors. Information on specific classes in the Core can be found at [marshall.edu/gened](http://marshall.edu/gened).

### CORE 1: CRITICAL THINKING

| CODE                               | COURSE NAME                     |     | HRS | GRADE |
|------------------------------------|---------------------------------|-----|-----|-------|
| FYS 100                            | First-Year Sem Crit Thinking    | ●   | 3   | _____ |
| PSY 201                            | Critical Thinking Course        | ● ■ | 3   | _____ |
| ACC 215                            | Critical Thinking Course        | ● ■ | 3   | _____ |
| Additional University Requirements |                                 |     |     |       |
| ENG 204                            | Writing Intensive               |     | 3   | _____ |
| MGT 460                            | Writing Intensive               |     | 3   | _____ |
| _____                              | MC or I: Intl Business Elective |     | 3   | _____ |
| MGT 460                            | Capstone                        |     | 3   | _____ |

### CORE 2:

| CODE     | COURSE NAME                    |     | HRS | GRADE |
|----------|--------------------------------|-----|-----|-------|
| ENG 101  | Composition I                  | ●   | 3   | _____ |
| ENG 201  | Advanced Composition           | ●   | 3   | _____ |
| CMM 207  | Bus & Prof Communication       | ● ■ | 3   | _____ |
| STA 150  | Fundamentals of Statistics     | ● ■ | 3   | _____ |
| STA 150L | Fundamentals of Statistics Lab | ● ■ | 1   | _____ |
| _____    | Natural/Physical Science       | ●   | 4   | _____ |
| _____    | Humanities                     | ●   | 3   | _____ |
| PSY 201  | General Psychology (CT)        | ● ■ | 3   | _____ |
| _____    | Fine Arts                      | ●   | 3   | _____ |

## COLLEGE

All business majors are required to take core business courses. They are as follows:

| CODE    | COURSE NAME                   |     | HRS | GRADE | CODE    | COURSE NAME                     |     | HRS | GRADE |
|---------|-------------------------------|-----|-----|-------|---------|---------------------------------|-----|-----|-------|
| ENG 204 | Writing for the Workplace     | ● ■ | 3   | _____ | MIS 200 | Bus Computer Applications       | ■   | 3   | _____ |
| ACC 215 | Accounting Principles (CT)    | ● ■ | 3   | _____ | MIS 290 | Principles of MIS               | ■   | 3   | _____ |
| ACC 216 | Principles of Accounting      | ■   | 3   | _____ | MGT 218 | Business Statistics             | ■   | 3   | _____ |
| ECN 250 | Principles of Microeconomics  | ■   | 3   | _____ | MGT 320 | Principles of Management        | ■   | 3   | _____ |
| ECN 253 | Principles of Macroeconomics  | ■   | 3   | _____ | MGT 460 | Strategic Management            | ● ■ | 3   | _____ |
| FIN 323 | Principles of Finance         | ■   | 3   | _____ | MKT 340 | MKT Concepts and Applications   | ■   | 3   | _____ |
| LE 207  | Legal Environment of Business | ■   | 3   | _____ | _____   | CMM Studies Elective            | ■   | 3   | _____ |
|         |                               |     |     |       | _____   | International Business Elective | ● ■ | 3   | _____ |

## MAJOR

Students who wish to major in Management must take the following courses:

| CODE    | COURSE NAME               |   | HRS | GRADE | CODE  | COURSE NAME   |   | HRS | GRADE |
|---------|---------------------------|---|-----|-------|-------|---------------|---|-----|-------|
| MGT 422 | Organizational Behavior   | ◆ | 3   | _____ | _____ | MGT Elective  | ◆ | 3   | _____ |
| MGT 424 | Human Resource Management | ◆ | 3   | _____ | _____ | Free Elective |   | 3   | _____ |
| MGT 420 | Operations Management     | ◆ | 3   | _____ | _____ | Free Elective |   | 3   | _____ |
| MGT 428 | Negotiations              | ◆ | 3   | _____ | _____ | Free Elective |   | 3   | _____ |
| MGT 419 | Business & Society        | ◆ | 3   | _____ | _____ | Free Elective |   | 3   | _____ |
| _____   | MGT Elective              | ◆ | 3   | _____ | _____ | Free Elective |   | 3   | _____ |
| _____   | MGT Elective              | ◆ | 3   | _____ | _____ | Free Elective |   | 1   | _____ |
| _____   | MGT Elective              | ◆ | 3   | _____ |       |               |   |     |       |
| _____   | MGT Elective              | ◆ | 3   | _____ |       |               |   |     |       |

## MAJOR INFORMATION

- The total number of free electives required depends on the number of hours completed in STA (150 or 150B) and ENG (101 or 101P) and the number of hours that can be double-counted toward multiple degree requirements.
  - Management Electives - All 300 and 400 level Management courses that are not already required. Students may select one 300/400 level MIS or MKT course.
  - MGT 460 is the capstone course for all College of Business majors. It is normally taken in the graduating semester.
- The International Business Elective can be met by taking one of the following courses: ECN 408, 420, 421, 460, FIN 440, MGT 445, or MKT 371.
  - The Communication Studies Elective can be met by taking one of the following courses: CMM 302, 308, 315, 319, or 322.
  - Multicultural or International additional university requirement met with International Business Elective.
  - Please check with advisor about course offerings. Not all classes will be offered every semester.

# MANAGEMENT

The Division of Management and Health Care Administration offers a Bachelor of Business Administration (BBA) degree in Management. In order to be successful in today's business world, managers must learn how to manage financial, human, and time-based resources. At the individual level, topics include employee motivation and performance, work attitudes such as job satisfaction and commitment, and worker-based factors like personality and emotion. At the interpersonal level, topics of interest include group behavior and teamwork, leadership, negotiations, and human resource management strategies related to staffing, compensation, and employee development. At the firm level, topics include firm performance, organizational culture, strategic decision making, entrepreneurship, and executive behavior.

| YEAR ONE                | FALL SEMESTER |                                |     |     |       | SPRING SEMESTER |                               |     |     |       |
|-------------------------|---------------|--------------------------------|-----|-----|-------|-----------------|-------------------------------|-----|-----|-------|
|                         | CODE          | COURSE NAME                    |     | HRS | GRADE | CODE            | COURSE NAME                   |     | HRS | GRADE |
|                         | FYS 100       | First Year Sem Crit Thinking   | ●   | 3   | _____ | LE 207          | Legal Environment of Business | ■   | 3   | _____ |
|                         | ENG 101       | English Composition I          | ●   | 3   | _____ | ECN 250         | Principles of Microeconomics  | ■   | 3   | _____ |
|                         | STA 150       | Fundamentals of Statistics     | ● ■ | 3   | _____ | CMM 207         | Bus & Prof Communication      | ● ■ | 3   | _____ |
|                         | STA 150L      | Fundamentals of Statistics Lab | ● ■ | 1   | _____ | _____           | Physical or Natural Science   | ●   | 4   | _____ |
|                         | PSY 201       | General Psychology (CT)        | ● ■ | 3   | _____ | _____           | Fine Arts                     | ●   | 3   | _____ |
|                         | MIS 200       | Bus Computer Applications      | ■   | 3   | _____ |                 |                               |     |     |       |
|                         | UNI 100       | Freshman First Class           |     | 1   | _____ |                 |                               |     |     |       |
|                         | TOTAL HOURS   |                                |     | 17  |       | TOTAL HOURS     |                               |     | 16  |       |
| Summer Term (optional): |               |                                |     |     |       |                 |                               |     |     |       |

| YEAR TWO                | FALL SEMESTER                                                                               |                              |                                                                                                                                                                         |     |       | SPRING SEMESTER |                           |                                                                                                                                                                         |     |       |
|-------------------------|---------------------------------------------------------------------------------------------|------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-------|-----------------|---------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-------|
|                         | CODE                                                                                        | COURSE NAME                  |                                                                                                                                                                         | HRS | GRADE | CODE            | COURSE NAME               |                                                                                                                                                                         | HRS | GRADE |
|                         |  ACC 215 | Accounting Principles (CT)   |   | 3   | _____ | ACC 216         | Principles of Accounting  |                                                                                      | 3   | _____ |
|                         | ECN 253                                                                                     | Principles of Macroeconomics |                                                                                      | 3   | _____ | MGT 218         | Business Statistics       |                                                                                      | 3   | _____ |
|                         | ENG 201                                                                                     | Advanced Composition         |                                                                                      | 3   | _____ | ENG 204         | Writing for the Workplace |   | 3   | _____ |
|                         | _____                                                                                       | Free Elective                |                                                                                                                                                                         | 3   | _____ | _____           | Free Elective             |                                                                                                                                                                         | 3   | _____ |
|                         | _____                                                                                       | CMM Studies Elective         |                                                                                      | 3   | _____ | _____           | Humanities                |                                                                                      | 3   | _____ |
|                         |                                                                                             |                              |                                                                                                                                                                         |     |       |                 |                           |                                                                                                                                                                         |     |       |
|                         | TOTAL HOURS                                                                                 |                              |                                                                                                                                                                         |     | 15    | TOTAL HOURS     |                           |                                                                                                                                                                         |     | 15    |
| Summer Term (optional): |                                                                                             |                              |                                                                                                                                                                         |     |       |                 |                           |                                                                                                                                                                         |     |       |

| YEAR THREE              | FALL SEMESTER |                       |                               |     |       | SPRING SEMESTER |               |                           |     |       |       |
|-------------------------|---------------|-----------------------|-------------------------------|-----|-------|-----------------|---------------|---------------------------|-----|-------|-------|
|                         | CODE          | COURSE NAME           |                               | HRS | GRADE | CODE            | COURSE NAME   |                           | HRS | GRADE |       |
|                         | FIN 323       | Principles of Finance | ■                             | 3   | _____ | 🦨               | MGT 422       | Organizational Behavior   | ◆   | 3     | _____ |
|                         | 🦨             | MGT 320               | Principles of Management      | ■   | 3     | _____           | MGT 424       | Human Resource Management | ◆   | 3     | _____ |
|                         |               | MKT 340               | MKT Concepts and Applications | ■   | 3     | _____           | _____         | MGT Elective              | ◆   | 3     | _____ |
|                         | 🦨             | MIS 290               | Principles of MIS             | ■   | 3     | _____           | _____         | MGT Elective              | ◆   | 3     | _____ |
|                         | _____         | Free Elective         |                               | 3   | _____ | _____           | Free Elective |                           | 3   | _____ |       |
|                         |               |                       |                               |     |       |                 |               |                           |     |       |       |
|                         | TOTAL HOURS   |                       |                               |     | 15    | TOTAL HOURS     |               |                           |     | 15    |       |
| Summer Term (optional): |               |                       |                               |     |       |                 |               |                           |     |       |       |

| YEAR FOUR               | FALL SEMESTER |                       |   |     |             | SPRING SEMESTER |                                 |     |     |       |
|-------------------------|---------------|-----------------------|---|-----|-------------|-----------------|---------------------------------|-----|-----|-------|
|                         | CODE          | COURSE NAME           |   | HRS | GRADE       | CODE            | COURSE NAME                     |     | HRS | GRADE |
|                         | MGT 420       | Operations Management | ◆ | 3   | _____       | MGT 419         | Business & Society              | ◆   | 3   | _____ |
|                         | MGT 428       | Negotiations          | ◆ | 3   | _____       | MGT 460         | Strategic Management            | ● ■ | 3   | _____ |
|                         | _____         | MGT Elective          | ◆ | 3   | _____       | _____           | MGT Elective                    | ◆   | 3   | _____ |
|                         | _____         | MGT Elective          | ◆ | 3   | _____       | _____           | International Business Elective | ● ■ | 3   | _____ |
|                         | _____         | Free Elective         |   | 3   | _____       | _____           | Free Elective                   |     | 1   | _____ |
|                         |               |                       |   |     |             |                 |                                 |     |     |       |
|                         |               |                       |   |     |             |                 |                                 |     |     |       |
| TOTAL HOURS             |               |                       |   | 15  | TOTAL HOURS |                 |                                 |     | 13  |       |
| Summer Term (optional): |               |                       |   |     |             |                 |                                 |     |     |       |

Area of Emphasis

Major Requirement

College Requirement

General Education Requirement

Area of Emphasis

Major Requirement

College Requirement

General Education Requirement

Milestone Course: This is a key success marker for your major. See your advisor to discuss the importance of this course in your plan of study.

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INVOLVEMENT OPPORTUNITIES

- Join a business student organization like the student chapter of the Society for Human Resource Management, the Society for Advancement of Management, Alpha Kappa Psi, or Delta Sigma Pi
- Research professional organizations like the Society for Human Resource Management or the American Management Association
- Apply for internships
- Participate in BERS (Business Economics Research Symposium)
- Practice job interviewing
- Join LinkedIn
- Get a Business Professionalism Certificate
- Meet with a faculty advisor

RELATED MAJORS

- Health Care Management
- Energy Management
- Communications
- Psychology
- Marketing
- Entrepreneurship

GRADUATION REQUIREMENTS

- Have a minimum of 120 credit hours (some colleges or majors require more);
- Have an overall and Marshall Grade Point Average of 2.00 or higher;
- Have an overall Grade Point Average of 2.00 or higher in the major area of study;
- Have earned a grade of C or better in English 201 or 201 H;
- Have met all major(s) and college requirements;
- Have met the requirements of the Core Curriculum;
- Have met the residence requirements of Marshall University, including 12 hours of 300/400 level coursework in the student's college (see section entitled "Residence Requirements" in the undergraduate catalogue);
- Be enrolled at Marshall at least one semester of the senior year;
- Have transferred no more than 72 credit hours from an accredited West Virginia two-year institution of higher education.

Colleges and specific programs may have unique requirements that are more stringent than those noted above. Students are responsible for staying informed about and ensuring that they meet the requirements for graduation.

This academic map is to be used as a guide in planning your coursework toward a degree. Due to the complexities of degree programs, it is unfortunate but inevitable that an error may occur in the creation of this document. The official source of degree requirements at Marshall University is DegreeWorks available in your myMU portal. Always consult regularly with your advisor.

MANAGEMENT — 2019-2020

YEAR ONE



Have questions? Need to talk? You already have a Friend-At-Marshall ready to help you succeed. Find your FAM Peer Mentor here: [www.marshall.edu/fam](http://www.marshall.edu/fam)



Stay on the Herd Path and come to class! Class attendance is more important to your success than your high school GPA, your class standing, or your ACT/SAT scores.



In order to graduate on time, you need to take an average of 15 credits per semester. Are you on track? Take 15 to Finish!



Take a career self-assessment to help determine what majors fit your talents and interests and consider job shadowing opportunities.



Join or create a club or organization on campus about a particular issue you care about. Marshall has more than 200 student organizations.



Attend an intercultural festival or event on campus or in town.



Take a pulse check. Know what you need to do every year to keep your grants, scholarships, or federal financial aid.



YEAR TWO



Are you completing enough credits to graduate on time? Dropping or failing a class can put you behind. Use summer terms to quickly get back on track.



Take a Community Based Learning (CBL) class that connects course content to the community. Stay engaged and make a difference.



Run for Student Government and represent your fellow students while making a longterm difference on Marshall's campus.



National Student Exchange: Study away for one semester and gain a different perspective. Choose from institutions across the US, US territories, or Canada.



Volunteer for causes that you are passionate about such as animal rescue, 5ks to support medical research, or mentoring local youth.



Meet with a career education specialist to conduct a "gap analysis." Figure out the skills you'll need for the career you want while you still have time to build them.



Did you do really well in a hard course? Become a Tutor or a Supplemental Instructor.



YEAR THREE



Develop relationships with professors who can serve as future references by attending their office hours.



Consider joining a business-focused student organization to maximize your opportunities for networking and building leadership skills.



Are you on track to graduate? Meet with your advisor for your Junior Eval to make sure you know what requirements you have left.



Have you considered adding a minor? Think about personal areas of interest you'd like to explore or how you might enhance your major with a related skill set.



Want to continue your education and increase your opportunities? Talk to a faculty member about whether graduate school fits your career goals.



Networking is key! Attend a Career Expo to seek employment opportunities and network with employers in your field.



Join professional associations in your field, like the Society for Human Resource Management.



YEAR FOUR



Apply for graduation! It's finally here! Go online and complete your graduation application. Need help? See your advisor.



Consider the 3+2 program if you'd like to earn both your bachelor's and master's degrees in less time overall.



Check with your advisor to see if you qualify to graduate with honors.



Don't enter your field with zero experience! Secure an internship related to your field of study.



Attend Countdown to Commencement. This is a one stop shop for all things graduation at Marshall! Keep an eye out for this event.



Be at the top of your professional game! Prepare a final resume and practice your interview skills with a career coach in Career Education.



Earn your Business Professionalism Certificate by attending speaker events and skill workshops offered by the Lewis College of Business.



TRANSFERABLE SKILLS ASSOCIATED WITH THIS MAJOR

- Team Leadership
- Active Listening
- Critical Thinking
- Oral and Written Communication Skills
- Judgement and Decision Making
- Complex Problem Solving
- Time Management
- Planning
- Monitoring
- Coordination
- Strategy Development
- Operations and Supply Chain Management
- Management of Personnel Resources
- Systems Analysis

ASSOCIATED CAREERS

- Business Analyst
- Distribution Manager
- Human Resources Manager
- Human Resources Administrator
- Management Consultant
- Operations Manager
- Supply Chain Manager
- Project Manager
- Retail Store Manager
- Hospitality Manager
- General Manager
- Executive
- Inventory Control Manager
- Industrial Relations Specialist
- Regional/District Manager

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Marshall University  
Lewis College of Business  
Brad D. Smith Undergraduate  
School of Business  
One John Marshall Drive  
Huntington, WV 25755  
1-304-696-2314  
[lcob@marshall.edu](mailto:lcob@marshall.edu)  
[marshall.edu/cob](http://marshall.edu/cob)