

DEGREE REQUIREMENTS [1]	Credit Hrs.	Taken or in Progress	Grade
CORE CURRICULUM			
A. ESSENTIAL SKILLS			
ENGL 1101	3		
ENGL 1102	3		
MATH 1111	3		
B. INSTITUTIONAL PRIORITIES			
COMM 1110 or ENGL/THEA 2050 recommended	3		
CS 1020 or LIBR 1101 recommended	2		
C. HUMANITIES			
XIDS 2100, Art1201, MUSC 1100, or THEA 1100 recommended	3		
PHIL 2100 or COMM 1154 recommended	3		
D. SCIENCES, MATH, & TECH			
LAB SCI	4		
NON-LAB SCI	3		
MATH 1413	3		
E. SOCIAL SCIENCES			
HIST 1111 OR 1112	3		
HIST 2111 OR 2112	3		
POLS 1101	3		
PSYC 1101 or SOCI 1101 recommended	3		
[1] Attain a minimum overall GPA of 2.0 for graduation.			
[2] Attain a minimum GPA of 2.0 for Core Area F Courses, Business Core Courses, and Major Courses. NO MORE than one "D" is permitted in Major Courses.			
[3] Select one of the following: MGNT 4625; ECON 4450; FINC 4521; or MKTG 4866. If MGNT 4625 is not selected, it must be taken as one of the three Major Select Courses.			
[4] MKTG 3808 or dept approved research course.			
[5] 2006/07 at least one elective must be taken in the RCOB			

	Credit Hrs.	Taken or in progress	Grade
CORE AREA F COURSE [2]			
ACCT 2101	3		
ACCT 2102	3		
BUSA 2106	3		
CISM 2201	3		
ECON 2105	3		
ECON 2106	3		
BUSINESS CORE [2]			
ABED 3100	3		
CISM 3330	3		
ECON 3402	3		
ECON 3406	3		
FINC 3511	3		
MGNT 3600	3		
MGNT 3615	3		
MKTG 3803	3		
International Select [3]	3		
MAJOR COURSES			
MGNT 3605	3		
MGNT 3618	3		
MGNT 4620	3		
Research Select [4]	3		
Select 9 hrs from: MGNT 3602, 3625, 3627, 3630, 3635, 4621, 4625, 4626, 4630, 4640, 4680,	3		
	3		
	3		
CISM/MGNT 4330, 4350, 4355,			
ECON 4420, ACCT 4202			
MGNT 4660	3		
APPROVED ELECTIVES [5]			
Elective 1	3		
Elective 2	3		
Elective 3	3		
TOTAL PROGRAM	120		
Total			120

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Richards
College of Business

Major in
Management

www.westga.edu/mgmtbus

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1601 Maple Street
Carrollton, Georgia 30118-3030

Degree

The Department of Management offers a Bachelor of Business Administration (BBA) degree in Management. While certain core management courses are required, students are also permitted to tailor the degree to their own interests based on major course electives they select. Thus, students often focus their studies in such areas as Human Resource Management, Small Business Management or International Management.



The Management Club

We recommend that new management majors join the UWG Management Club. This group is sponsored through the department and provides a support network with other students and faculty affiliated with the program.

International Studies Program

Opportunities to study abroad in the spring semester are available through the Management Dept. During the academic year of 2014, students participated in the Ireland Study Abroad program.



2015 Study Abroad Program — DUBAI



HR Management & Operations Management Certificate

A Certificate in either “Human Resource Management” or Operations Management can provide you with a solid foundation in HRM and potentially make you more attractive to employers. Completion of the requirements will be noted on your transcript, and a certificate will be awarded by the Department of Management.

To apply contact the department at 678-839-6472.

Major Required Courses

MGNT 3605 Organizational Behavior 3/0/3

Prerequisite: MGNT 3600

The focus of this course is on individual, group, and organizational behavioral factors and the managerial perspective on processes, techniques, and practices to improve effectiveness, efficiency, and work satisfaction.

MGNT 3618 Entrepreneurship & Small Business Mgt 3/0/3

Prerequisite: MGNT 3600, MKTG 3803

Study to isolate and examine for solution the significant problems encountered by men and women who establish and manage small businesses.

MGNT 4620 Human Resource Management 3/0/3

Prerequisite: MGNT 3600 or equivalent

A study of the planning, acquisition, and administration of human resources in organizations. Includes case studies and applications of problem solving techniques.

Management Selects

MGNT 3602 Business Law 3/0/3

Prerequisite: BUSA 2106 or approval of department chair

A course designed to expand the student's understanding of the legal and ethical environment in which businesses operate, including a study of the law of sales, commercial paper, and secured transactions under the Uniform Commercial Code, debtor/creditor law, bankruptcy, real and personal property, insurance, selected types of business organizations, and professional liability

MGNT 3625 Contemporary Issues in Management 3/0/3

Title and description of specific courses to be specified at time of offering. Course may be repeated with permission up to a maximum of 10 hours.

MGNT 3627 Managing Cultural Differences 3/0/3

Prerequisite: junior or senior standing

A course designed to enable students to become more competitive in their chosen career fields by developing in them an understanding of the importance of increasing global economic interdependence and the challenges of relating to people from other countries or cultures. Same as SOCI 3273.

MGNT 3630—Environmental Law 3/0/3

Prerequisite: BUSA 2106

An introduction to the legal and regulatory aspects of environmental law, its history and sources, its reliance on scientific principles as well as its relationship to business management.

MGNT 3635—New Venture Management 3/0/3

Prerequisite: MGNT 3600 & MKTG 3803

This course is designed to introduce students to issues encountered during a business startup. Students will be required to write their own business plan.

MGNT 4330 Telecommunications Management 3/0/3

Prerequisites: CISM 3330 or department chair approval

An introduction to the concepts and practices of managing business telecommunications resources. This course examines the constituencies of telecommunications from three different perspectives: the client, the designer, and the implementer. The focus of the course surrounds the role of the designer. This role involves the determination of telecommunications requirements from the client and translating these requirement to the implementer. Same as CISM 4330.

MGNT 4350 Decision Systems Management 3/0/3

Prerequisites: CISM 3330

Application of computerized models and modeling techniques to business problem solving and decision making. Topics include computer simulation, decision/executive support systems, and expert systems. Same as CISM 4350.

MGNT 4660 Strategic Management 3/0/3

Prerequisite: May be taken no earlier than one semester before graduation and provided completion of core area F business courses and MGNT 3600, MKTG 3803, FINC 3511, and ECON 3402. Must have senior standing. An integrative approach to the study of the total enterprise from the executive management's point of view—the environment in which it operates, the direction management intends to head, management's strategic plan, and the task of implementing and executing the chosen strategy.

MKTG 3808 Business Research 3/0/3

Prerequisite: CISM 2201, ECON 3402

Designed to meet the rapidly growing need for a systematic approach to the business research process and implementation in terms of decision making. Both primary and secondary sources of information are considered along with research design, measurement, sampling, data collection, processing, analyses, and interpretation.

MGNT 4616 Project Management 3/0/3

Prerequisites: MGNT 3600

This course is a study of the fundamental processes for planning, budgeting, monitoring, controlling, and terminating projects within organizations. There will be an emphasis on utilizing project-related software within the context of completing course assignments.

MGNT 4621 Applications in Human Resource Mgt 3/0/3

Prerequisite: Completion of or currently enrolled in MGNT 4620

This course allows you to apply the concepts learned in the basic human resources (HR) course. Through case analysis, role playing, and assigned projects you will gain an appreciation of an experience with the types of situations that HR professionals face on a routine basis. Additionally, you will become adept at using research tools used by HR professionals to address situations with which they may not be familiar. Further, you will receive exposure to the journals, websites, and professional organizations that HR practitioners use to stay abreast of changes in the field.

MGNT 4625 International Management 3/0/3

Prerequisite: MGNT 3600 or equivalent

International operations of American firms, impact of international competition in the domestic market and organization for international production, marketing, financing, international markets, resources, institutions, and managerial problems arising out of governmental relations.

MGNT 4626 Women and Work 3/0/3

A course designed to familiarize students with the history of women and work, the present role of women in the workplace, and current issues affecting working women and to develop in students skills and strategies for dealing with issues related to women and work. Same as SOCI 4103.

MGNT 4630 Dispute Resolution in Contemp. Org 3/0/3

Prerequisite: Junior or Senior status or department chair approval

Analysis of the causes and consequences of conflicts in and among organizations with strategies and processes for their effective resolution. The course will cover the sources of organizational conflicts, strategies for conflict avoidance, approaches for conflict resolution, and traditional and alternative dispute resolution methods.

MGNT 4640 Employment Law 3/0/3

Prerequisite: BUSA 2106

Development, current status, and implications of legislation, court rulings, and government agencies' decisions in equal employment opportunity, employee protection, employment contracts, individual employment rights, income and retirement security, and international employment, as well as emerging issues in human resource management as related to the effective management of human resources.