Management

The Management major introduces management practices to students who wish to work in human resource management, management consulting, or in small business and non-profit organizations. There are two distinct tracks to the major.

- **Managing Human Resources**: This track prepares students to work as human resource professionals or in management consulting organizations or to broaden their interpersonal skills.
- **Small Business and Non Profit Management**: This track prepares students specifically to work in small businesses including family owned businesses, nonprofit organizations, startups, and in rapid growth environments.

**Professors.** Corinne A. Post, PHD (Rutgers University Newark); Michael D. Santoro, PHD (Rutgers University); Susan A. Sherer, PHD (University of Pennsylvania); Robert J. Trent, PHD (Michigan State University); Andrew J. Ward, PHD (University of Pennsylvania); Yuliang Yao, PHD (University of Maryland College Park)

**Associate Professors.** Liuba Y. Belkin, PHD (Rutgers University); Andreea Kiss, PHD (Georgia State University); Douglas M. Mahony, PHD (Rutgers University); Catherine M. Ridings, PHD (Drexel University); Naomi B. Rothman, PHD (New York University); Charles E. Stevens, PHD (Ohio State University); Zach G. Zacharia, PHD (University of Tennessee Knoxville)

**Assistant Professors.** Oziya A. Moore, Jr., PhD (Cornell University); Haoyan Sun, MBA (University of Washington); Dawei Zhang, PHD (University of Calgary)

**Lecturer.** Chitra S. Nayar, MBA (University of Iowa)

**Professors Of Practice.** James Brennan, PHD (University of Wyoming); Phillip S Coles, MS (Cornell University); Joshua Walter Ehrig, MA (Lehigh University); Dale F. Falcinelli, MS (Lehigh University); Robert Kuchta, MS (New Jersey Institute of Technology)

**Emeriti.** Richard W Barsness, PHD (University of Minnesota); Alden S. Bean, PHD (Northwestern University); John W. Bonge, PHD (Northwestern University); Michael G. Kolchin, DBA (Indiana State University); Peter P. Poole, PHD (Pennsylvania State University); Theodore W. Schie, PHD (Northwestern University); John E. Stevens, PHD (University of Cincinnati)

Each track of the Management Major is comprised of 5 courses (15 credits). All Management Majors are required to take MGT 342 Managing in the International Organization.

### MANAGING HUMAN RESOURCES

**Required**

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<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>MGT 333</td>
<td>Human Resource Management</td>
<td>3</td>
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<tr>
<td>MGT/SCM 328</td>
<td>Negotiations and Conflict</td>
<td>3</td>
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<tr>
<td>MGT 342</td>
<td>Managing in the International Organization</td>
<td>3</td>
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<tr>
<td>MGT 363</td>
<td>Diversity and Inclusion in the Workplace</td>
<td>3</td>
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**Plus 1 from the following courses:**

- MGT 314 Small Business Consulting
- ECO 235 Labor Economics

**Total Credits** 15

### SMALL BUSINESS AND NON-PROFIT MANAGEMENT

**Required**

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<tr>
<td>MGT 342</td>
<td>Managing in the International Organization</td>
<td>3</td>
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<tr>
<td>MGT 306</td>
<td>Decision Making in Small Business and Non-profit Enterprise</td>
<td>3</td>
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<tr>
<td>MGT 314</td>
<td>Small Business Consulting</td>
<td>3</td>
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**Plus 2 from the following courses:**

- MGT/SCM 328 Negotiations and Conflict Management
- MGT 333 Human Resource Management

**Total Credits** 15

**FIN 328** Corporate Financial Policy  
**BIS 335** Application Development for Business  
**MKT 319** Development and Marketing of New Products
MGT 306 (ENTP 306) Decision Making in Small Business and Non-profit Enterprise 3 Credits
Formulation of strategies, policies and decisions unique to family owned businesses, non profit organizations, start up ventures, and organizations experiencing rapid growth. Lectures and case studies.
Prerequisites: FIN 125 and MKT 111
MGT 314 (ENTP 314) Small Business Consulting 3 Credits
A field of studies course providing management assistance to small businesses in the Lehigh Valley. Students work in small groups under faculty supervision on a direct basis with owners. Problem solving and experience in applying marketing, accounting, finance, and/or management concepts to business.
Attribute/Distribution: ND
MGT 328 (SCM 328) Negotiations and Conflict Management 3 Credits
This course covers the theory and processes of negotiation in a variety of settings including facetoface, virtual and crosscultural business environments. Students will learn negotiating skills by preparing and simulating a broad mixture of negotiations, ranging from oneonone, to threeperson, to multiparty and team negotiations. They will learn to analyze outcomes and strategies during the debriefing sessions and will have an opportunity to compare results of their negotiations to the results of other people in class.
MGT 333 Human Resource Management 3 Credits
Analysis and resolution of personnel problems in organizations. Human resource planning, recruitment, selection, orientation, training, appraisal, compensation, and development.
Prerequisites: MGT 143 or MGT 243
MGT 342 Managing in the International Organization 3 Credits
This course introduces students to the challenges of managing and leading organizations whose operations and activities span national boundaries. Particular attention will be given to the critical human resource issues confronting managers in the global marketplace. Topics discussed include: contemporary and emerging international organizational structures; fostering a global mindset; managing across cultures; developing global leaders; reward systems; performance management; and managing global careers. Junior standing is required.
MGT 346 International Business 3 Credits
This class provides an overview of international business, including the decisions, issues, and challenges faced by multinational enterprises and the environment in which they operate. This class will discuss why trade exists between nations and examine patterns in foreign direct investment. We will explore political, economic, cultural, and other differences between countries that are salient to international business. We will understand why businesses decide to create overseas subsidiaries, and the various choices available to them as they operate globally.
MGT 350 (BIS 350) Project Management 3 Credits
Key processes and tenets of project management including scope, time, cost, quality, human resources, communications, risk, procurement, and integration management. Both technical and behavioral aspects of project management are applied within the context of either IS management, HR management, Supply Chain Process Management, Small Business Management. Topics include: expectations management, change management and consulting engagement management. Introduces both software project monitoring tools and project team collaboration techniques and tools. Must have completion of all other courses in either BIS or Management major.
Prerequisites: (MGT 321 and MGT 333) or (MGT 321 and MGT 311 and MGT 306) or (MGT 321 and BIS 311 and BIS 324) or (MGT 321 and (SCM 328 or SCM 340 or SCM 342 or SCM 309 or SCM 354),
MGT 363 Managing Diversity and Inclusion in the Workplace 3 Credits
This 3-credit course focuses on the complex dynamics that emerge in diverse groups and environments, explains how diversity and inclusion affect individual and organizational performance, relates diversity and inclusion to career development and success and to the management of human resources. This course also aims to develop skills and competencies for effectively managing diversity and its effects in the workplace. Diversity and Inclusion in the Workplace will be taught with a combination of lectures, self-assessments, class discussions, group exercises, self-reflections.
MGT 371 Directed Readings 1-3 Credits
Readings in various fields of management designed for the student who has a special interest in some field of management not covered by the regularly scheduled courses. Consent of department chair required.
Repeat Status: Course may be repeated.
MGT 372 Special Topics 1-3 Credits
Special problems and issues in management for which no regularly scheduled course work exists. Consent of department chair required.
Repeat Status: Course may be repeated.
MGT 373 Management Internship 1-3 Credits
A sponsoring faculty member shall direct readings, projects, and other assignments including a comprehensive final report in conjunction with an industry-sponsored internship. The work experience itself, whether paid or unpaid, is not the basis for academic credit. Intellectual development in the context of a field study learning experience will be the determining factor in awarding academic credit. This course cannot be used to satisfy requirements of the Management major. Consent of department chair required. Must have junior standing.
MGT 416 Managing Talent 3 Credits
The course is fundamentally about understanding and improving the behavior and performance of individuals in the workplace. As such, we will draw upon key theories in organizational behavior to address human resource issues arising from the employment relationship. Topics will address key areas in the talent pipeline from sourcing and selection, training and development, motivation and performance management, to talent management metrics and analytics.
MGT 461 Strategic Management 1 Credit
Strategic Management covers overall organizational issues in determination, analysis, execution, and control within a global environment. This capstone course integrates theories and concepts from production, marketing, finance, and accounting and provides an opportunity to simulate the function of top level management as it relates to the total business environment through a team-based business simulation. Through readings, written assignments, presentations, in-depth group discussions, and a team-based simulation competition, students will broaden their understanding and practice the art of strategic decision making.