

Management

MGMT 363 Managing People in Organizations. (3-0). Credit 3.

The role and importance of human behavior in organizations; models for understanding individual, group, and team dynamics, including individual differences, motivation, and leadership; managing organizational change; ethical issues in organizations; cross-cultural issues in managing people in organizations; the organizational context as determined by human resource management and organization design.

Prerequisite: [MGMT 211](#); [ACCT 230](#) or concurrent enrollment; [ISTM 210](#), [MARA 250](#), or [AGEC 217](#), or concurrent enrollment; admission to upper division in Mays Business School.

MGMT 373. Managing Human Resources. (3-0). Credit 3.

Strategic issues in managing human resources; shared responsibilities of line managers and human resource staff for developing and implementing human resource policies and procedures; human resource planning; job design, analysis and evaluation; staffing; compensation; performance appraisal; training and development; career management; labor relations; legal, ethical and international issues.

Prerequisite: MGMT 363.

MGMT 439. Negotiations. (3-0). Credit 3.

Overview of the various theories and processes of negotiation relevant to the broad spectrum of negotiation problems faced by employees and managers, and in situations outside of organizations; discovery of optimal solutions to problems and means to implement solutions through classroom simulations, role playing and case studies. Prerequisite: MGMT 363.

MGMT 466. Strategic Management. (3-0). Credit 3. I, II, S

Strategic issues facing organizations, including top management decision making and social responsibility; environmental and industry analysis; establishing organizational mission and objectives; corporate, business and functional level strategy formulation; global and multidomestic strategies; strategic implementation and control; integrating operations, finance, marketing and human resource strategies; case analysis. Prerequisites: MGMT 363; FINC 341; INFO 364; MKTG 321; senior classification.