

Business Management (MGMT)

MGMT 1010 SS Introduction to Business 3:3:0 Fall, Spring, Summer

Overviews the business world, its structure, procedures, and vocabulary. Provides information to assist in making occupational choices. Methods include lectures, class discussions, group activities, videos, and guest speakers. Completers should have a general knowledge of business and career opportunities. May be delivered online. Canvas Course Mats \$13/Lumen applies.

MGMT 1200 SS Business English 3:3:0 On Sufficient Demand * Prerequisite(s): ENGH 1000 or equivalent knowledge

For all those desiring to improve business English skills. Studies current usage of English grammar, including parts of speech, syntax, and punctuation. Emphasizes business usage. Lab access fee of \$32 for computers applies.

MGMT 1250 SS Principles of Leadership 3:3:0 Fall, Spring

Required course for integrated studies degree students with an emphasis in leadership. Overviews principles of leadership. Provides students with information on successful leadership styles. Includes lectures, videos, cases, group activities, and class discussion. Lab access fee of \$32 for computers applies.

MGMT 2030 SS Women in Business 3:3:0 Fall, Spring * Prerequisite(s): ENGL 1010

Explores the foundations of women in business today. Discusses the opportunities, challenges, and solutions of women as employees, managers, and leaders within all types of organizations. Includes topics such as opportunities for success, work-life issues, gender differences and role development, organizational culture and diversity, the glass ceiling and other barriers to success, career development, developing leadership, personal goals and ambitions, leadership styles, mentoring and coaching, and women in business professions. Includes lecture, in-class and online discussions, guest speakers, group activities, case studies, presentations, and written assignments.

MGMT 2110 (Cross-listed with: COMM 2110) SS Interpersonal Communication 3:3:0 Fall, Spring

Examines the role of communication interpersonal relationships. Includes the history of interpersonal communication research and theory and applications such as negotiation, conflict management, listening, and assertiveness. Canvas Course Mats \$78/McGraw applies

MGMT 2240 SS Business Calculus 3:3:0 Fall, Spring, Summer * Prerequisite(s): MATH 1050, MATH 1055 or MATH 1090 taken within the last two years with a C- grade or confirm competency with ALEKS.

Studies quantitative tools, which aid in decision making. Teaches business specific use of calculus, algebra, and introductory statistics, plus emerging non-linear mathematics (chaos) in business. Uses lectures, videos, online quizzes, online discussions, online tutoring, and problem sets to explain concepts. May be delivered hybrid and/or online. Canvas Course Mats \$72/McGraw applies. Lab access fee of \$32 for computers applies.

MGMT 2340 SS Business Statistics I 3:3:0 Fall, Spring, Summer * Prerequisite(s): MATH 1050, MATH 1055, or MATH 1090 or higher

Presents an application of statistics in business and economics covering methods of collecting, analyzing, and presenting data. Includes frequency distributions, averages, index numbers, probability, sampling, estimation, analysis of variance, time series, regression and correlation, and chi-square. May be delivered online. Canvas Course Mats \$78/McGraw applies. Lab access fee of \$32 for computers applies.

MGMT 2450 SS The Principles of Personal Excellence 3:3:0 On Sufficient Demand

Introduce students to a holistic framework for the development of personal effectiveness and peak performance. Reviews principles, processes, and practices used by peak performers in many life disciplines. Offers students a chance to apply many practices and techniques, which they can apply within the many performances arenas of their life. Course fee of \$15 applies

MGMT 258R SS Current Topics in International Business 1 to 3:1 to 3:0 On Sufficient Demand * Prerequisite(s): Department Chair Approval

Provides exposure to emerging topics of current interest in international business. Topics vary each semester. May apply a maximum of three hours toward graduation.

MGMT 281R SS Cooperative Work Experience 2 to 8:0:10 to 40 Fall, Spring, Summer * Prerequisite(s): Approval from School of Business Career and Corporate Manager

Provides opportunities to apply classroom theory on the job. Students work as paid employees in a job that relates to their careers while enrolled at the institution. Credit is determined by the number of hours a student works during the semester. Completers meet individually set goals. Six credits may be applied toward graduation. May be graded credit/no credit.

MGMT 290R SS Independent Study 1 to 3:1 to 3:0 On Sufficient Demand

Provides independent study as directed in reading and individual projects. Requests must be submitted for approval by the department. Approval for this program will be coordinated with the instructor. May be repeated for up to three credits.

MGMT 292R SS Seminar 1 to 3:1 to 3:0 On Sufficient Demand

Designed to give the student added insight into management principles essential for successful management of a business. Includes guest experts from the field of business. May be repeated for a total of three credits.

MGMT 297H SS Honors Seminar in Leadership Development 3:3:0 On Sufficient Demand

Emphasizes factors that impact leadership effectiveness and skill development in organizations. Features lectures on topics such as leadership, participative management, negotiations, team building, and women's issues by local experts in a seminar setting. Includes group interaction and discussions, written summaries and instructor critique of student performance.

MGMT 3000 SS Organizational Behavior 3:3:0 Fall, Spring, Summer * Prerequisite(s): MKTG 2200 and University Advanced Standing

Studies behavioral theories and concepts for creating effective organizations. Deals with knowledge of individual, group, and organizational processes and variables focusing on people's attitudes and behaviors in organizational settings. Presents topics on communication, leadership, motivation, conflict management, socialization, team building, decision making, diversity, ethics, and culture. Includes lectures, case studies, oral presentations, written assignments, and group projects. May be delivered hybrid and/or online. Lab access fee of \$32 for computers applies.

Business Management

MGMT 3020

Individual Action and Corporate Social Responsibility

3:3:0 Fall, Spring, Summer

* Prerequisite(s): (ENGL 2010 or ENGL 2020) and University Advanced Standing

Focuses on moral issues in organizations and the role and importance these have in today's complex business environment. Explores the challenges that arise across the spectrum of business activity and studies human conduct in a business context and what constitutes right and wrong. Examines issues of ethics as they apply to business entities, managers, shareholders, customers, society, and other consultants. Focuses on identifying and solving real world ethical dilemmas in business, and evaluates various individual and corporate decision-making models.

MGMT 3070

Total Quality Management

3:3:0 Fall, Spring, Summer

* Prerequisite(s): MGMT 3450, Matriculation into Woodbury School of Business, and University Advanced Standing

Covers universal principles of quality assurance management, mechanics of a quality information system, and quality management practices. Emphasizes system elements, controls, and fitness for use. Includes process charting, quality costing concepts, statistical process control (SPC), sampling, variability, attribute charting, and continuing improvement strategies. May be delivered online. Lab access fee of \$32 for computers applies.

MGMT 3200 (Cross-listed with: HM 3200)

Global Tourism

3:3:0 Fall, Spring

* Prerequisite(s): (MKTG 2200 or ENGL 2010 or ENGL 2020) and University Advanced Standing

Studies the history and future of tourism, the impacts (environment, culture, economy) of tourism, and tourist behavior. Includes lectures, case studies, field trips, and guest speakers. Completers should be sophisticated travelers and understand the nature of the world's largest industry and its impacts on society and national economics.

MGMT 3210 (Cross-listed with: HM 3210)

Convention and Events Management

3:3:0 Fall, Spring

* Prerequisite(s): (ENGL 2010 or ENGL 2020) and University Advanced Standing

Analyzes the meeting, convention, and events industry. Covers the various disciplines of planning including site selection, organizing, budgeting, catering, entertainment, and promotion. Introduces career opportunities through guest speakers who are industry professionals.

MGMT 330G

Survey of International Business

3:3:0 Fall, Spring, Summer

* Prerequisite(s): (ENGL 2010 or ENGL 2020 or MKTG 2200), ECON 2010, and University Advanced Standing

Teaches international business, trade and foreign investment, and theories of international trade. Studies economic development, international investment and international agencies (government and private) that affect international business by informing, regulating or financing. Develops an appreciation of the unpredictable forces of foreign environments. Explores how international businessmen respond to these influences. May be delivered online. Canvas Course Mats \$78/McGraw applies

MGMT 332G (Cross-listed with: COMM 332G)

Cross Cultural Communications for International Business

3:3:0 Fall, Spring, Summer

* Prerequisite(s): (ENGL 2010 or ENGL 2020) and University Advanced Standing

Required for international business majors and as an elective for all business majors. Discusses today's business environment which requires work in a multi-ethnic setting. Overviews critical elements that arise from the various cultural backgrounds, which can impact both domestic and international organizations. Proceeds from a management point of view with lessons easily derived for the mid-level manager as well as for line personnel. Concentrates on managerial communications, negotiations, cultural change, and management functions.

MGMT 3440

Managing Organizations

3:3:0 On Sufficient Demand

* Prerequisite(s): MGMT 3000 and University Advanced Standing

Studies management theory and emphasizes the managerial view of the elements and variables that influence the organization. Examines organizational design and change emphasizing the management tools used in planning, organizing, directing, controlling, and leading, and the coordinating of these factors within organizations. Uses current events as they relate to managing and developing the organization. Includes case analyses, team building exercises, videos, class discussions, group presentations, written assignments, and guest speakers. Lab access fee of \$32 for computers applies.

MGMT 3450

Operations Management

3:3:0 Fall, Spring, Summer

* Prerequisite(s): Matriculation into WSB and University Advanced Standing

Focuses on the management of resources for products, production, or services within an organization. Covers project management, supply chain, facility location and layout, forecasting, scheduling, planning, and operational processes. Emphasizes product/service development, supply chain, forecasting, inventory control, quality assurance, and research techniques. May be delivered hybrid and/or online. Canvas Course Mats \$78/McGraw applies. Course Lab fee of \$10 for operations management simulation applies. Lab access fee of \$32 for computers applies.

MGMT 3470

Lean Management Systems

3:3:0 Fall, Spring

* Prerequisite(s): MGMT 3450, matriculation into Woodbury School of Business, and University Advanced Standing

Teaches advanced operations management processes beyond introductory course. Studies process and value stream management. Teaches importance of continuous improvement and other techniques critical to operations management in modern organizations. Integrates hands-on experience in lean thinking processes.

MGMT 3500

Leadership Theory and Application

3:3:0 Spring

* Prerequisite(s): University Advanced Standing

Examines leadership theory and how it applies to real-world situations. Facilitates thinking and dialogue about leaders and the leadership process. Covers leadership development strategies and approaches for individuals, teams, and organizations. Includes readings, discussions, reflections, experiential activities, guest speakers, written papers, and innovative assignments. Required course for Integrated Studies Degree students with a Leadership emphasis. Lab access fee of \$32 for computers applies.

MGMT 3700

Supply Chain and Logistics Management

3:3:0

* Prerequisite(s): MGMT 3450 and University Advanced Standing

Teaches planning and controlling of supply chains and distribution networks. Covers concepts of network design, forecasting, aggregate planning, transportation, sourcing decisions, performance metrics, and the role of information technology in supply chain.

MGMT 3730**Opportunities in Direct Sales****3:3:0 On Sufficient Demand**

* Prerequisite(s): University Advanced Standing

Discusses direct sales and the impact on our society. Covers basic terminology of the direct sales industry. Introduces distinctions between legal and illegal activity in the industry. Teaches the history of direct sales, compensation plans, and industry ethics. Analyzes communication skills in the direct sales industry. Explores the unique nature of the relationship between the company and the independent representative. Uses discussion, lecture, presentations and group activities to increase understanding and ability to analyze business under the umbrella of direct sales.

MGMT 3740**Relationship Marketing****3:3:0 On Sufficient Demand**

* Prerequisite(s): MGMT 3730 and University Advanced Standing

For students interested in understanding relationship marketing as it applies to the direct selling industry. Focuses on the relationship between companies and their independent sales forces. Covers business ethics, compensation, structures, company conventions, distributor services, and online community building. Uses lectures, discussions, guest speakers, analyses in the field, and presentation of analysis in both oral and written format.

MGMT 4470**Strategic Operational Planning****3:3:0**

* Prerequisite(s): MGMT 3450 and University Advanced Standing

Integrates planning concepts in the planning hierarchy within a manufacturing framework. Explores in depth the concepts of capacity planning, advanced sales and operational planning, demand management and forecasting, advanced MRP/ERP, inventory control, scheduling and lot sizing. Focuses on linkages between production planning and execution.

MGMT 4480**Management Science and Optimization****3:3:0**

* Prerequisite(s): MATH 1100 (or higher) or MGMT 2240, MGMT 2340, and University Advanced Standing

Explores management science and optimization models in depth, focusing on business applications and computer modeling. Introduces linear programming, integer programming, nonlinear programming, goal programming and network flow models. Studies transportation, assignment and transshipment problems. Also studies stochastic models, queueing, simulation and decision analysis.

MGMT 450R**Leadership Practicum****1 to 3:0:3 to 9**

* Prerequisite(s): University Advanced Standing

Designed for upper-division students interested in acquiring and practicing applied leadership skills. Covers project management, team participation and/or leadership, effective meeting management, decision-making, and budgeting. May be repeated for a maximum of 6 credits toward graduation.

MGMT 458R**Advanced Topics in International Business****1 to 3:1 to 3:0 On Sufficient Demand**

* Prerequisite(s): Department Chair Approval and University Advanced Standing

Provides exposure to emerging topics of current interest in international business. Topics vary each semester. May apply a maximum of 6 hours toward graduation.

MGMT 4620**Developing Business in China****3:3:0 Spring**

* Prerequisite(s): (ENGL 2010 or ENGL 2020), Junior Standing, and University Advanced Standing

Introduces the key factors driving the economy and companies doing business in and with China. Compares the institutions and characteristics of the Chinese economy and business system. Identifies issues facing managers of western corporations producing and selling in the Chinese market, sourcing from Chinese industry and competing with Chinese rivals.

MGMT 481R**Internship****1 to 8:0:5 to 40 Fall, Spring, Summer**

* Prerequisite(s): Approval from School of Business Career and Corporate Manager and University Advanced Standing

For upper-division students working toward a Bachelor of Science Degree in Business Management. Provides a transition from school to work where learned theory is applied to actual practice through meaningful on-the-job experience. No more than three credit hours of internship work experience will apply toward graduation in any Business Management Specialization; may be repeated for a maximum of 8 credits. May be graded credit/no credit.

MGMT 4835**Management Consulting Strategy****Implementation****1:1:0**

* Prerequisite(s): Department Approval

* Corequisite(s): MGMT 4840

Builds on strategic management concepts and consulting course material using a hands-on, competitive business simulation.

MGMT 4840**Management Consulting****3:3:0****Fall, Spring**

* Prerequisite(s): FIN 3100 with a minimum grade of B-, Instructor approval, and University Advanced Standing

* Corequisite(s): MGMT 4835

Builds knowledge and capability in the consulting process, competitive- and corporate-level strategic management elements, and client management strategies. Develops a business project with teams of students working together with a specific, recruited, local company. Applies knowledge and skills from the business curriculum, student teams will gather needed data, analyze it, problem-solve, and craft recommendations in order to improve competitive implementation and meet firm objectives using strategic management and project management tools.

MGMT 4860**Business Strategy Formulation and****Implementation****4:4:0**

* Prerequisite(s): FIN 3100, MKTG 3600, MGMT 3000, MGMT 3450 and Matriculation into the Woodbury School of Business and University Advanced Standing. Senior standing is recommended.

The capstone course for the Bachelor's Degree in Business Management. Provides a program of study and the necessary lab work to integrate major functional management area skills using case analysis and methods and a competitive business simulation while instilling strategic management concepts and thinking processes. Includes written and oral reports, lectures, class discussions, group projects, simulations, and when appropriate, utilizes videos and guest speakers. May be delivered online. Canvas Course Mats \$78/McGraw applies

MGMT 4870**International Management****3:3:0****Spring**

* Prerequisite(s): MGMT 3000, MKTG 3600, Matriculation into the Woodbury School of Business, and University Advanced Standing

Examines in depth the leading forces and trends shaping the opportunities and challenges confronted by multinational corporations (MNCs) as they assemble, grow, mature, coordinate and control their international network of subsidiaries, joint-ventures, alliances, and supplier firms. Examines the strategies pursued by MNCs in response to opportunities and challenges in this process, consistent with their distinctive strengths and weaknesses; and theories. Contrasts the models and strategic frameworks relating these strategies and forces/trends. Includes group project (written and oral presentations) on a multinational corporation developing or maturing its network in a selected market. Canvas Course Mats \$78/McGraw applies

Business Management

MGMT 490R

Independent Study

1 to 3:1 to 3:0 **On Sufficient Demand**

* Prerequisite(s): Department Chair Approval and University Advanced Standing

For bachelor's degree students and other interested persons. Offers independent study as directed in reading, in individual projects, etc., in the area of marketing and/or international business at the discretion and approval of the department chairperson. May apply a maximum of 6 hours toward graduation.

MGMT 492R

Human Resource Seminar

1:1:0 **On Sufficient Demand**

* Prerequisite(s): Department Chair Approval and University Advanced Standing

Presents guest speakers on emerging human resource (HR) research and issues: strategy, international, culture, legal issues, planning and job analysis, recruitment and selection, performance management, compensation and benefits, and career development. May be repeated for 2 credits toward graduation.

MGMT 494R

Seminar

.5 to 3:.5 to 3:0 **On Sufficient Demand**

* Prerequisite(s): University Advanced Standing

Provides short courses, workshops, and special programs in business management, leadership, or current business topics. Repeatable for up to 3 credits toward graduation.

MGMT 495R

Executive Lecture Series

1:1:0 **Fall, Spring**

* Prerequisite(s): University Advanced Standing

Consists of lectures presented by guest speakers on current business topics concerning the student, community, nation, business world, etc. May be required in business programs; see specific program listings for details. May apply a maximum of 3 credits toward graduation.

MGMT 497H

Business Honors Seminar

1 to 3:1 to 3:0 **On Sufficient Demand**

* Prerequisite(s): Permission required, 3.4 GPA or higher, senior status, and University Advanced Standing

Provides in-depth exposure to an issue of current interest in business by a local expert in a seminar setting. Includes group interaction and discussion, critical analysis of readings, and critique of student writings. Topics vary each semester.

MGMT 4980

Business Research Seminar

3:3:0 **On Sufficient Demand**

* Prerequisite(s): Instructor Approval and University Advanced Standing

Studies the process of researching and writing for scholarly publication. Includes understanding the concepts of scholarly conversation, managing scholarship, choosing a topic, identifying appropriate journals, using exemplars, creating a title and abstract, making an outline, developing an introduction and conclusion, writing the body of the paper, and then revising, submitting, and finally publishing in a scholarly journal.

MGMT 6000

Career Development and Advancement

1.5:1.5:0

* Prerequisite(s): Acceptance into the UVU MBA program

Develops ability to implement the career management process by exploring the structure of career research and networking. Enhances interviewing and salary negotiation skills and abilities. Also addresses the transitional soft skills needed in a career management position. Provides interaction between students and successful leaders of business and nonprofit organizations throughout the semester.

MGMT 6215

Managing and Facilitating Professional Teams

3:3:0

* Prerequisite(s): Admission to Master of Accountancy or the Master of Business Administration Program

Enhances the ability to analyze and function in team-based, professional environments. Teaches what actions are needed to increase the effectiveness of a team, solve interpersonal problems, and remove common roadblocks.

MGMT 6450

Operations Management

3:3:0

* Prerequisite(s): Acceptance in the MBA program

Analyzes operations and production activities. Reviews basic processes. Analyzes managing a production or service organization, evaluation of concepts such as inventory control, production control, procurement, quality management, planning, and forecasting.

MGMT 6500

Managing Individuals and Groups

3:3:0

* Prerequisite(s): Acceptance in the MBA program

Exposes students to the concepts, theories, and practices related to the behavior and attitudes of people in organizations. Examines issues at the individual, group, and organizational levels, including topics such as individual differences, motivation, leadership, human resource management, teamwork, and organizational design, and structure.

MGMT 6510

Information Systems and Project Management

3:3:0

Spring

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Examines information systems at the general management level. Employs a strategic look at needs of any organization and how the function of information systems assists in the effectiveness of organizations.

MGMT 6740

Operations and Supply Chain Management

3:3:0

* Prerequisite(s): MGMT 6450

Utilizes advanced topics in operations research which develop decision making processes for complex organizations and systems. Identifies creative methods to analyze problems, develop alternative processes for decision making, and optimum processes for business and organizations.

MGMT 6800

Global Business Strategy

3:3:0

Summer

* Prerequisite(s): Acceptance in the MBA program

Integrates case analysis considered from the CEO's perspective. Evaluates global competitiveness, strategic assessment, policy development, and strategy implementation.

MGMT 6910

Designing Business

1.5:1.5:0

Fall

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Provides an opportunity to integrate the functional areas of business using a simulation, a comprehensive business case, or a consulting project with a community-based organization.

MGMT 6930

International Engagement

1.5:1.5:0

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Provides an integrated, engaged, learning opportunity for students to experience differences in culture and business operations of another country through the completion and reflection of an international consulting project or case studies, and a possible international experience. Projects or case studies will require the integration of functional areas of business in an international setting, and will highlight how these functions are interrelated.

MGMT 6940

MBA Consulting Project

3:3:0

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Utilizes community consulting to focus on business development through identifying, evaluating, and executing business opportunities within new and existing businesses. Implements consulting processes and strategies, and allows students to practice tools and techniques for developing business models.