

Smeal College of Business Recommended Academic Plan (Sample Schedule)
University Park
Program Year 2012 (students entering their major in 2012)

Management (MGMT) Effective: Fall 2010

Management is an enrollment controlled major. Please refer to our [Entrance to Major Requirements](#) for further details.

1 st SEMESTER		Credits	2 nd SEMESTER		Credits
PSU 006 – First Year Seminar		1	§ MGMT 301 - Basic Management Concepts		3
§ <i>ENGL 015 or 030 (GWS) - Composition</i>		3	§ SCM 200 or STAT 200 - Statistics		4
§ MATH 110 or 140 (GQ) - Calculus		4	+ Foreign Language 002		4
§ <i>ECON 102 (002) (GS) - Microeconomics</i>		3	<i>General Education Natural Science (GN)</i>		3
+ Foreign Language 001		4			
TOTAL		15	TOTAL		14
3 rd SEMESTER		Credits	4 th SEMESTER		Credits
§ MKTG 301 - Principles of Marketing		3	§ FIN 301 - Corporation Finance		3
§ ACCTG 211 – Financial/Managerial Accounting		4	SCM 301 – Supply Chain Mgmt. or <i>ENGL 202D (GWS) –Business Writing</i>		3
+ Foreign Language 003		4	CAS 100 (GWS) -- Speech Communication		3
<i>General Education (GA/GH/GS)</i>		3	<i>General Education (GA/GH/GS)</i>		3
ECON 104 (004) Macroeconomics or <i>General Education (GH/GS/GA)</i>		3	<i>General Education Natural Science (GN)</i>		3
TOTAL		17	TOTAL		15
5 th SEMESTER		Credits	6 th SEMESTER		Credits
<i>ENGL 202D (GWS)–Business Writing or</i> SCM 301 – Supply Chain Mgmt.		3	<i>General Education (GH/GS/GA) or</i> ECON 104 (004) Macroeconomics		3
MIS 204 – Business Info Systems		3	Two-Piece Sequence		3
MGMT 326 - Organizational Behavior and Design		3	MGMT 4XX		3
MGMT 341 - Human Resources Management or MGMT 461 - International Management		3	B A 342 Socially Responsible, Sustainable and Ethical Business Practices		3
B LAW 341- Business Law I: Intro to Contracts, Liability Issues and Intellectual Property		3	<i>General Education Natural Science (GN)</i>		3
			<i>Health Science/KINES (GHA)</i>		1.5
TOTAL		15	TOTAL		16.5
7 th SEMESTER		Credits	8 th SEMESTER		Credits
B A 411 – Analyzing Business and Industry		3	MGMT 471 - Strategic Management		3
MGMT 451W - Business, Ethics, and Society		3	MGMT 4XX		3
Two-Piece Sequence		3	<i>General Education (GA/GH/GS)</i>		3
<i>General Education (GA/GH/GS)</i>		3	Elective		3
Elective		2	<i>Health Science/KINES (GHA)</i>		1.5
TOTAL		14	TOTAL		14.5

Courses in **Bold** require a grade of 'C' or higher.

Courses in *Italics* satisfy general education and degree requirements.

§ -Entrance-to-Major Requirement

+ Students must complete 12th credit level in a foreign language. Credits vary based on skill level.

Advising Notes:

- It is highly recommended that students at University Park take SCM 301 in their 4th semester.
- It is highly recommended that students at campuses that do not offer SCM 301 take ENGL 202D in their 4th semester.
- GWS, GQ, GA, GH, GS, GN and GHA are codes used to identify General Education requirements.
- US, IL, and US;IL are codes used to designate courses that satisfy University United States/International Cultures requirements. All students are required to take one IL and one US course before graduation. A course designated as US;IL may be used as a US OR an IL, not both.
- W suffix signifies the course satisfies the University Writing Across the Curriculum requirement.

Management Notes:

- According to University Policy, a student must take 3 or more courses in a specific area to complete a concentration in that area. Therefore students interested in an HR or Entrepreneurship concentration should take at least 3 courses in those areas as outlined by the MGMT department.
- [Management and Organization Department](#)

Management Degree Requirements

Program Year 2012

Course Descriptions

- I. **Prescribed Courses: Take all of the following Management courses** (9 credits) - *A grade of "C" is required in all MGMT courses.*

MGMT 326 (3) Organizational Behavior and Design [Prerequisite: MGMT 301]

MGMT 451W (3) Business, Ethics, and Society [Prerequisites: B A 241 & B A 242 or B A 243]

MGMT 471 (3) Strategic Management [Prerequisites: MGMT 326; B A 411 or taken concurrently]

- II. **Select a focus area (15 cr):**

1. If the student's focus is in Human Resources Management, we recommend the following courses plus consideration of taking the Labor & Employment Relations (LER) minor:
 - a. Take **MGMT 341** (3) Human Resources Management [Prerequisite: MGMT 301]
 - b. Select two courses from the following (6 cr):
 - i. **MGMT 441** (3) HRM Professional Seminar (Part I): Staffing and Development [Prerequisite: MGMT 341]
 - ii. **MGMT 443** (3) HRM Professional Seminar (Part II): Performance Management [Prerequisite: MGMT 341]
 - iii. **MGMT 445** (US) (3) Managing Differences in Organizations [Prerequisites: MGMT 301; MGMT 341]
 - c. 2 piece Sequence from list below
2. If the focus is in Entrepreneurship, we recommend the following courses plus the Entrepreneurship 2 – piece sequence:
 - a. Take **MGMT 461** (3) International Management [Prerequisites: MGMT 301]
 - b. Select two courses from the following (6 cr):

MGMT 420 (3) Conflict Management [Prerequisite: MGMT 301]

MGMT 427 (3) Managing an Entrepreneurial Start-Up Company [Prerequisites: ECON 002 or ECON 004 or ECON 014; CAS 100; 5th semester standing]

MGMT 425* (3) New Venture Creation

MGMT 426* (3) Invention Commercialization

c. 2 Piece Sequence from list below – Entrepreneurship 2 – Piece Sequence recommended. (6 cr)

* Courses are part of the Entrepreneurship 2 – Piece Sequence and cannot be double counted.

a. If a broader interest in management is desired, without a focus on Human Resources Management or Entrepreneurship, we recommend choosing from the following courses:

- i. Take either **MGMT 341**** (3) Human Resources Management [Prerequisite: MGMT 301] **or**
- ii. **MGMT 461** (3) International Management [Prerequisites: MGMT 301]
- iii. Select two courses from the following (6 cr):
 1. **MGMT 341**** (3) Human Resources Management [Prerequisite: MGMT 301]
 2. **MGMT 441** (3) HRM Professional Seminar (Part I): Staffing and Development [Prerequisite: MGMT 341]
 3. **MGMT 443** (3) HRM Professional Seminar (Part II): Performance Management [Prerequisite: MGMT 341; Concurrent MGMT 444]
 4. **MGMT 445** (US) (3) Managing Differences in Organizations [Prerequisites: MGMT 301; MGMT 341]
 5. **MGMT 420** (3) Conflict Management [Prerequisite: MGMT 301]
 6. **MGMT 427** (3) Managing an Entrepreneurial Start-Up Company [Prerequisites: ECON 002 or ECON 004 or ECON 014; CAS 100; 5th semester standing]
 7. **MGMT 425*** (3) New Venture Creation
 8. **MGMT 426*** (3) Invention Commercialization

iv. 2 – Piece Sequence from the list below (6 cr)

* Courses are part of the Entrepreneurship 2 – Piece Sequence and cannot be double counted.

** Cannot be double counted

Select one Two-Piece Sequence (6 credits) from the following list. Entrepreneurship is strongly recommended for the Entrepreneurship Concentration.

Accounting - Select two courses from the following

ACCTG 404 Managerial Accounting (3)

ACCTG 471 Intermediate Financial Accounting I (3)

ACCTG 472 Intermediate Financial Accounting II (3)

Economics - Select two courses from the following

Select 3 credits of 300/400 level **Economics**

Select 3 credits of 400 level **Economics**

Entrepreneurship - Take the following two courses

MGMT 425 Introduction to Entrepreneurship (3)

MGMT 426 Invention Commercialization (3)

Finance – Select two courses of the following

FIN 305 Financial Management of the Business Enterprise (3)

FIN 408 Financial Markets and Institutions (3)

FIN 406 Security Analysis and Portfolio Management (3)

Information Systems Management –Take the following two courses

MIS 390 Information Systems Management and Applications (3)

MIS 446 Information Technology and Business Strategy (3)

International Business - Select two courses from the following

I B 303 (IL) International Business Operations (3)

I B 403 International Business and National Policies (3)

I B 404 Contemporary Issues in International Business (3)

I B 440 Globalization and Its Implications (3)

I B 450 Business Environment of Europe (3)

Marketing - Take the following two courses

MKTG 330 Buyer Behavior (3) **or** **MKTG 327** Retailing (3)

MKTG 445 (IL) Global Marketing (3) **or** **MKTG 422** Advertising and Sales Promotion Management (3)

Real Estate - Take the following two courses

R M 303 Real Estate Fundamentals (3)

R M 450 Contemporary Issues in Real Estate Markets (3)

Risk Management - Take the following two courses

R M 302 Risk and Insurance (3)

R M 405 Corporate Risk Management (3)

Supply Chain and Information Systems - Select two courses from the following

SCM 404 Demand Fulfillment (3)

SCM 405 Manufacturing and Services Strategies (3)

SCM 406 Strategic Procurement (3)

Please Note:

In lieu of completing a two-piece sequence, students may complete one of the designated University minors listed below provided the minor has a minimum of six credits of 400-level coursework that can be used in the two-piece category according to the course layout in the degree audit system. Any exceptions to this requirement must be approved by the Chair of the Department of Management and the Associate Dean of Undergraduate Education. See your academic advisor for further information and to declare your minor for the two-piece sequence requirement.

Smeal College Minors

Information Systems Management (ISM)

International Business (I B)

Legal Environment of Business (LEBUS)

Supply Chain and Information Sciences & Technology (SCIST)

Liberal Arts Minor

Economics (ECON)

Foreign Language Minors

Arabic Language (ARAB)

Chinese Language (CHNS)

French and Francophone Studies (FR)

German (GER)

Greek (GREEK)

Hebrew (HEBR)

Italian (IT)

Japanese Language (JAP)

Latin (LATIN)

Russian (RUS)

Russian Translation (RUS T)

The University may make changes in policies, procedures, educational offerings, and requirements at any time. Please consult a Penn State Academic Advisor for more detailed information.