MANAGEMENT

Undergraduate Program Information

The major in general business is based on a broad range of course options rather than a narrow focus on a single discipline. Graduates find careers in large and small businesses, in government agencies and in the nonprofit sector. The general business major is well suited to the part-time and working student because it allows the student to select courses that will better meet their individual schedule. The entrepreneurship concentration is ideal for a student interested in starting or acquiring a small business or entering a family business upon graduation. The curriculum provides a focus on small and new enterprises, thus reflecting the entrepreneurial nature of contemporary business in the U.S.

The Department of Management invites you to consider a major in management. Do you like to work with people? Need help solving people problems at work? Hope to start your own business? Want to run an environmental project, or a bank, a store, a farm or a government agency? Are you interested in how people from diverse backgrounds work together to achieve common goals? If you answered yes to any of these questions, you should consider a major in management. The mission of the department is to prepare graduates, with a Bachelor of Business Administration, for management careers in a broad spectrum of New Mexico, national and globally oriented businesses. Management graduates work in small and large agricultural, manufacturing, government, transportation, public utility, merchandising, health care, environmental and communications organizations among others.

The study of management offers the opportunity to develop skills in utilizing human, physical and economic resources to achieve organizational objectives. These are important cross-functional skills in today’s competitive job market. Students will acquire the skills and knowledge to develop their potential and to lead others in a common mission. Management majors may choose from program concentrations in human resource management, project and supply chain management or small business management and entrepreneurship.

Degrees for the Department

General Business - Bachelor of Business Administration

Management (Human Resource Management) - Bachelor of Business Administration

Management (Project & Supply Chain Management) - Bachelor of Business Administration

Management (Small Business Management & Entrepreneurship) - Bachelor of Business Administration

Minors for the Department

Management - Undergraduate Minor

Sustainability - Undergraduate Minor

Carlo A. Mora-Monge, Department Head

Professors Bishop, Hoffman, Jun; Associate Professors Adler, Smith; Assistant Professors Flinchbaugh

Management Courses

MGT 201. Introduction to Management
3 Credits (3)
Covers the functioning and administration of different types of complex organizations. Concepts and theories of management and organizational behavior.

MGT 309. Human Behavior in Organizations
3 Credits (3)
Interpersonal and organizational behavior, motivation, communication, team building, leadership, diversity management, legal and ethical issues, and politics in organizations. Credit may not be earned for both MGT 309 and MGT 315V.

MGT 310V. Entrepreneurial Mindset
3 Credits (3)
This course provides the opportunity to learn to think like an entrepreneur in the broader context of social entrepreneurship, intrapreneurship, creative problem solving, opportunity recognition, and innovation.

MGT 315V. Human Relations in Organizations
3 Credits (3)
Interactions among people and groups in societies where organizations abound. Focus on the behavior of people in organizational situations and approaches for understanding that behavior. Explores motivation, communication, leadership and team processes. Restricted to nonbusiness majors. Credit may not be earned for both MGT 309 and MGT 315V.

MGT 332. Human Resources Management
3 Credits (3)
Survey course in human resources management. Includes recruitment, selection, equal employment opportunity, performance appraisal, training, compensation, safety, and union-management relations.

MGT 333. Training and Development
3 Credits (3)
Training and development of human resources, including training needs assessment, training approaches and techniques, and evaluation of training effectiveness.

MGT 335V. Business and Government
3 Credits (3)
Crosslisted with: ECON 335G

MGT 344. Production and Operations Management
3 Credits (3)
Management of physical and human resources; management information systems in operations; applications in various organizations.

MGT 345V. Quality and Competitiveness: An International Perspective
3 Credits (3)
Quality management and competitiveness are studied in manufacturing, services, and the public sector with an international perspective. Topics include: global history of quality, foreign competition and its impact on quality and productivity, quality management and continuous improvement, international operations management, quality assessment, and a review of the emergence of quality and competitiveness in government, education and health care.

MGT 347. Management Functions and Processes
3 Credits (3)
Planning, organizing, directing, and controlling operating units in an organization. Applications to a variety of types of organizations.
MGT 351. Supply Chain Management
3 Credits (3)
Acquisition and control and delivery of materials, parts, equipment, and services for end use in the organization. Applications to service and manufacturing industries, nonprofit, and governmental institutions.

MGT 360V. Negotiation and Business Conflict Resolution: Theory and Practice
3 Credits (3)
Covers the basics of negotiation theory and practice including the use of quantitative methods and their realistic application in resolving disputes. Application of conflict resolution skills.

MGT 361. Small Business Management
3 Credits (3)
Principles and practice of managing a small enterprise with emphasis on growth and performance.

MGT 375V. Global Environmental Assessment and Management
3 Credits (3)
Examines the principles of environmental assessment and management. Topics include global environmental concerns, industrial environmental management, life cycle assessment, system analysis, process improvement, and sustainable development, among others.

MGT 388V. Leadership and Ethics
3 Credits (3)
Exploration of the multifaceted nature of leadership and principal-based ethics in modern society through readings and seminar discussion. May be repeated up to 3 credits.

MGT 391. Management Internship and Cooperative Education I
1-3 Credits
Application of management skills to the work environment. Open only to students majoring or minoring in management. The amount of academic credit (1-3 cr.) will be determined by the academic experience and not by the work experience. May be repeated for a maximum of 3 credits. Restricted to majors and minors.
Prerequisites: MGT 309 and consent of instructor.

MGT 448. Small Business Consulting
3 Credits (3)
Study analysis and presentation of recommendations for solving significant problems confronting small businesses.
Prerequisite(s): Senior standing or consent of instructor.

MGT 449. Strategic Management
3 Credits (3)
Integrative approach to envisioning the future and shaping strategies for business success.
Prerequisite(s): BCIS 338 or 350; BLAW 316; FIN 341; MGT 309; MKTG 303; and one of the following: MGT 344 or MGT 470 or BCIS 485.

MGT 451. Selection, Placement, and Performance Evaluation
3 Credits (3)
Staffing processes for organizations and the evaluation of employee performance. Use of selection methods and measurement of work behavior.

MGT 453. Leadership and Motivation
3 Credits (3)
Theories of leadership and motivation. Motivational programs for complex organizations. Relationships between organizational power, authority, and management styles. Crosslisted with: I E 453

MGT 454. Work Teams in Organizations
3 Credits (3)
Theories of small groups and their application to the work situation. Why and how groups form, grow, communicate, and maintain themselves.
Prerequisites: senior or above standing.

MGT 458. Comparative International Management
3 Credits (3)
Cultural influences on management are examined in a global business environment with a particular emphasis on human behavior in multinational organizations and the management of human resources. Same as I B 458.

MGT 460. Compensation Management
3 Credits (3)
An overview of wage and salary administration, including job evaluation, wage and salary surveys, program administration, legal aspects of pay systems, and benefits administration.
Prerequisite(s): MGT 332 or consent of instructor.

MGT 461. Seminar in Entrepreneurship
3 Credits (3)
For students interested in owning and operating their own business; students desiring hands-on, real-time experience in helping start up a business. Crosslisted with: MKTG 461.
Prerequisite(s): Senior standing or consent of instructor.

MGT 465. Contemporary Issues in Human Resources Management
3 Credits (3)
Integrative course in human resources management, emphasizing the application of advanced concepts to complex personnel cases.
Prerequisite: MGT 332.

MGT 466. Managing Electronic Commerce: A Business Models Perspective
3 Credits (3)
Surveys the emerging Internet technology involving business to business, business to consumer, and consumer to consumer forms of trade. Covers quantitative decision and negotiation analysis techniques as well as auction and market trade mechanisms.

MGT 470. Project Management in Organizations
3 Credits (3)
Roles, responsibilities, and techniques of project managers in managing projects effectively. Preparation for professional certification.

MGT 490. Selected Topics
1-18 Credits (1-18)
Seminars in selected current topics in the various areas of management and administration. Prerequisites vary according to the seminar being offered.

MGT 491. Management Internship and Cooperative Education II
1-3 Credits
Covers the application of management skills to the work environment. The amount of academic credit (1-3 cr.) will be determined by the academic experience and not by the work experience. May be repeated for a maximum of 3 credits. Restricted to majors and minors.
Prerequisite: MGT 309 and consent of instructor.

MGT 498. Independent Study
1-3 Credits
Individual studies directed by consenting faculty with the prior approval of the department head. A maximum of 3 credits may be earned.
Prerequisites: junior or above standing and consent of instructor.
MGT 502. Operations Management
3 Credits (3)
Systems and specialized models applied to the management of production facilities and service operations, including physical and human resources.
Prerequisite(s): Graduate students only.

MGT 503. Organizational Behavior and Management Processes
3 Credits (3)
Covers the theory and practice related to the successful management of human resources in organizations operating within a dynamic global environment. Course goals include developing alternative frameworks for analyzing issues related to human behavior, management science, and organizational structure and theory.
Prerequisite: Graduate students only.

MGT 512. Quantitative Analysis for Business Decisions
3 Credits (3)
Identification, collection, and analysis of an organization's data both internal and external, and use of the resultant information in managerial decision making.
Prerequisite: Graduate students only.

MGT 527. Negotiation and Business Dispute Resolution
3 Credits (3)
Same as BLAW 527.

MGT 548. Small Business Consulting
3 Credits (3)
Study, analysis, and presentation of recommendations for solving significant problems confronting small businesses. Same as MGT 448 with differentiated assignments for graduate students.
Prerequisite: Graduate standing.

MGT 590. Strategic Management
3 Credits (3)
Covers the integration of functional, human, technological, and environmental aspects of business within the framework of management policy and strategy formulation. Formulate, implement, evaluate and control the various functions of the organization from a systems perspective. Understand the external environment and its impact on the organization. Restricted to majors.
Prerequisite: M.B.A. student in his or her final semester.

MGT 591. Seminar in Entrepreneurship
3 Credits (3)
For students interested in owning and operating their own business; students desiring hands-on, real-time experience in helping start up a business. Same as MGT 461 with differentiated assignments for graduate students. Crosslisted with: MKTG 591.
Prerequisite(s): Graduate standing.

MGT 598. Special Research Programs
1-3 Credits
Individual investigations either analytical or experimental. A maximum of 6 credits may be earned.
Prerequisite: Consent of instructor.

MGT 600. Doctoral Research
1-15 Credits
This course number is used for assigning credit for research performed prior to successful completion of the doctoral qualifying examination. Restricted to management majors.

MGT 601. Research in Management
1 Credit (1)
Ph.D. course provides opportunities for significant interaction between Management faculty and Management Ph.D. students. The course also provides opportunities for development of professional scholarly standards, ethics, and critiques, as well as insight into current research areas and topics supported by the Management Department and other relevant disciplinary areas. May be repeated for a maximum of 6 credits. Restricted to Ph.D. students. Graded S/U.

MGT 640. Instructional Development for Teaching Business
3 Credits (3)
Pedagogical issues and techniques in collegiate business education. Includes course and curriculum development, outcomes assessment, class management, and teaching techniques. Practical issues faced in college instruction. Restricted to doctoral students.

MGT 645. Seminar in Human Resources Management
3 Credits (3)
Seminar will address current issues in human resources management. Focus on research related to the selection, development, and effective use of human resources. Restricted to doctoral students.

MGT 650. Seminar in Organizational Behavior
3 Credits (3)
Seminar will include specific organizational behavior topics; motivation, leadership, group and inter-group relations, and attitude theory. Focus on current research and theory. Restricted to doctoral students.

MGT 655. Seminar in Organizational Systems and Theory
3 Credits (3)
Analysis of organizations from a macro perspective. Topics include organizational theory, organizational design, organizational environment, and sociotechnical systems. Restricted to doctoral students.

MGT 660. Research Design and Methodology
3 Credits (3)
Topics will include philosophy of science, theory building, and research methods applicable to the study of organizational behavior. Restricted to doctoral students.

MGT 661. Qualitative Research Methods
3 Credits (3)
In-depth coverage of selected topics in research methodology, including theory and logic of scientific investigation, grounded theory, action research, and ethnomethodology. Restricted to doctoral students.

MGT 670. Seminar in Operations Management
3 Credits (3)
Seminar examines the major problem areas, research findings, and research methodologies of operations management. Focus on the critical evaluation of current theory and methodology.
Prerequisite(s): Restricted to doctoral students.

MGT 675. Seminar in Strategic Management
3 Credits (3)
Survey of current and classical readings in strategy. Introduces the doctoral level student to strategic issues, strategic topics for research, and publication venues. Restricted to doctoral students.

MGT 685. Story Consulting to Organizations
3 Credits (3)
Apply various qualitative story and narrative research methods (plot analysis, script analysis, life history, and restoring) to action research consulting project. Students will conduct story assessment and (propose or enact) intervention with a local consenting organization. Restricted to doctoral students.
MGT 690. Special Topics
3 Credits (3)
Seminars in selected current topics in the various areas of management. 
May be repeated for unlimited credit. Restricted to doctoral students.
Prerequisite(s): Vary according to seminar being offered.

MGT 698. Special Topics
1-3 Credits
Prerequisite: consent of instructor.

MGT 700. Doctoral Dissertation
15 Credits
Prerequisite: advancement to candidacy.

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