

# MANAGEMENT MAJOR

The Management major equips students with the skills to make organizations run more effectively. A wide variety of courses are offered in fields that include organizational behavior and human resources management, diversity and inclusion, supply chain and operations management, innovation and project management, entrepreneurship, strategic management and corporate social responsibility. Students may elect to complete the General Management (p. 1) concentration or choose a more specific concentration (p. 1).

In addition to the specific major requirements described below, students must also complete all designated requirements in Foundations for Success, Contexts & Perspectives in the Arts & Sciences, Business Dynamics, Communication Intensive coursework, and the additional degree requirements for business majors. Details can be found in the Degree Requirements (catalog.bentley.edu/undergraduate/degree-requirements/) section of the catalogue, including the Overview and the Business Majors tabs.

## General Management

This approach to the major offers maximum flexibility and is the best option for student who wish to create their own area of focus or combine areas of specialization.

Course	Title	Credits
<b>Required Courses</b>		<b>24</b>
MG 215	Supply Chain and Operations Fundamentals	3
MG 240	Interpersonal Relations in Management	3
MG 331	Management of International Operations	3
MG 345	Organizations, Society and Responsible Management	3
3 Management (MG) or Professional Sales (PRS) electives		9
1 Management-related elective (p. 2) <sup>1</sup>		3

## Management with Concentration

Course	Title	Credits
<b>Required Courses</b>		
MG 215	Supply Chain and Operations Fundamentals	3
MG 240	Interpersonal Relations in Management	3
MG 345	Organizations, Society and Responsible Management	3
MG 331	Management of International Operations	3
Beyond these core courses, select one of five concentrations:		12
Entrepreneurship (p. 1)		
Global Management (p. 1)		
Human Resources Management (p. 1)		
Leadership (p. 2)		
Supply Chain and Operations Management (p. 2)		

## Entrepreneurship Concentration

The Entrepreneurship concentration is designed for students who will create their own company or nonprofit, who will be their own boss. In

addition to the four required Management courses, Entrepreneurship concentrators take the following courses:

Course	Title	Credits
MG 335	Entrepreneurial Thinking	3
MG 336	New Venture Planning and Financing	3
MG 338	Launching Your Business	3
Choose one of the following:		3
MG 360	Negotiating	
PRS 339	Effective Selling	

## Global Management Concentration

The Global Management concentration is for students who will cross national and cultural boundaries in their professional lives. In addition to the four required Management courses, Global Management concentrators take the following courses:

Course	Title	Credits
MG 228	Managing Diversity in the Workplace	3
MG 334	International Management Behavior	3
Management-Related Elective:		
MG or non-MG international course in a culturally distant location. Course needs to be approved by concentration coordinator or department chair.		3
Choose one of the following:		3
EC 311	International Economics	
EC 321	International Economic Growth and Development	
EMS 390	Global Media	
EMS 393	Intercultural Communication	
GLS 101	Globalization	
GLS 110	Global Regions	
GLS 114	Cross-Cultural Understanding	
GLS 116	International Relations	
GLS 312	International Organizations	
HI 314	History of the World Economy	
NAS 375	Cross-Cultural Psychology	
PH 133	Business Ethics: International Business Ethics	

## Human Resources Management Concentration

The Human Resources Management (HRM) concentration is for students who will work in the essential organizational function of Human Resources. In addition to the four required Management courses, HRM concentrators take the following courses:

Course	Title	Credits
MG 250	Human Resources Management	3
MG 350	Talent Management	3
MG 351	Developing Workforce Capabilities	3
Choose one of the of following:		3
LA 309	Management and Human Resources Law	
MG 352	Total Rewards	

## Leadership Concentration

The Leadership concentration is for students who will play key leadership roles in their professional lives; Leadership concentrators genuinely like working with people. In addition to the four required Management courses, Leadership concentrators take the following courses:

Course	Title	Credits
MG 228	Managing Diversity in the Workplace	3
MG 241	Leadership: Concepts, Competencies and Character	3
MG 360	Negotiating	3
Choose one of following:		3
MG 225	Career Success and Self-discovery	
MG 341	Management Consulting	
MG 343	Project Management	

## Supply Chain and Operations Management

The Supply Chain and Operations Management concentration is for students who will focus their professional lives on maximizing the effectiveness of organization supply chains and processes. In addition to the four required Management courses, Operations and Supply Chain Management concentrators will take the following courses:

Course	Title	Credits
MG 315	Supply Chain Management	3
MG 316	Service Operations Management	3
MG 317	Managing Quality	3
Choose one of the following:		3
MG 250	Human Resources Management	
MG 318	Continuous Process Improvement / Lean and Six Sigma	
MG 340	Selected Topics in Management (if focused on Supply Chain or Operations)	
MG 343	Project Management	
MG 360	Negotiating	
CS 150	Introduction to Data and Information Management	
CS 160	Data-Driven Decision Making	
CS 240	Business Processing and Communications Infrastructure	
CS 350	Database Management Systems	
IPM 140	Adding Value with Information and Processes	
IPM 210	Information Security and Computer Forensics	
IPM 320	Decision Support and Business Intelligence	
IPM 450	Enterprise Systems Configuration for Business	
MA 214	Intermediate Applied Statistics	
MA 223	Linear Models for Business Decision-Making	
MA 252	Regression Analysis	
NAS 345	Science of Sustainability	

<sup>1</sup> Management-related electives can be fulfilled by any AC, AF, FI, IDCC, IPM, MG, MK or PRS courses not otherwise required. Any LA course numbered 200 or higher (except LA 402) can also fulfill the requirement. The following EC courses can also fulfill the requirement: EC 224, EC 225, EC 311, EC 315, EC 346, EC 373, EC 374, EC 375, EC 376, EC 377, EC 402, EC 431, EC 441 and EC 454. The following CS courses can also fulfill the requirement: CS 350, CS 360, CS 401, CS 402, CS 421, CS 440 and CS 460. SO 263 may also be used as MG-related elective. The chair of the department may be petitioned to consider other courses as MG-related, depending on the focus within the major.