

MANAGEMENT MAJOR (B.S.)

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, 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) major or choose a more specific concentration (p. 1).

For further information about degree requirement policies and guidelines, see the Degree Requirements (catalog.bentley.edu/undergraduate/degree-requirements/) page.

Major Requirements

Major Courses (24 Credits)

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
Required Courses:		
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
Three 200-level or higher Management (MG) or Professional Sales (PRS) electives (excluding MG 313 and MG 300)		9
One Management-related elective (p. 1) ¹		3
Total Credits		24

Management with Concentration

Course	Title	Credits
Required Courses:		
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
Beyond these core courses, select one of five concentrations:		12
Entrepreneurship (p. 2)		
Global Management (p. 2)		
Human Resources Management (p. 2)		
Leadership (p. 3)		
Supply Chain and Operations Management (p. 3)		
Total Credits		24

can also fulfill the requirement: EC 224, EC 225, EC 311, 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 321, CS 341, CS 350, CS 360, CS 401, CS 402, CS 421, 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.

The Business Environment (6 Credits)

Course	Title	Credits
CS 305	Business Processes and Systems	3
MG 300	Strategic Management	3
Total Credits		6

General Degree Requirements

Foundations for Success (15 Credits)

Course	Title	Credits
FDS 100	Falcon Discovery Seminar	3

Communications and Writing

Select one from:

EMS 101	Critical Reading and Writing	3
or EMS 101L	Critical Reading and Writing with Lab	
or EMS 102	Critical Reading and Writing for Multilingual Students	
or EMS 102L	Critical Reading and Writing for Multilingual Students with Lab	

And one from:

EMS 104	Multimodal Communication	3
or EMS 105	Multimodal Communication for Multilingual Students	

Information Technology

CS 100	Solving Business Problems with Information Technology	3
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Mathematical Sciences

Select one from:

MA 105	Mathematical Foundations for Business	3
or MA 105L	Mathematical Foundations for Business with Lab	
or MA 107	Applied Calculus for Business	
or MA 107L	Applied Calculus for Business with Lab	
or MA 131	Calculus I	
or MA 131L	Calculus I with Lab	

Total Credits		15
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Context and Perspectives (18 Credits)

Course	Title	Credits
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Students must take six courses, one in each category of Context and Perspectives:

Culture, Change, and Behavior (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#culturechangeandbehavior)

Globalization (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#globalization)

Institutions and Power (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#institutionsandpower)

¹ Management-related electives can be fulfilled by any AC, AF, FI, MG (excluding MG 313 and MG 300), MK, PRS or XD courses not otherwise required. Any LA course numbered 200 or higher (except LA 402) can also fulfill the requirement. The following EC courses

Race, Gender, and Inequality (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#racegenderandinequality)

Scientific Inquiry (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#scientificinquiry)

Values, Ethics, and Society (catalog.bentley.edu/undergraduate/degree-requirements/context-and-perspectives/#valuesethicsandsociety)

Total Credits 18

Business Dynamics/Business Administration Minor (18 Credits)

Course	Title	Credits
All courses are required:		
AC 115	Introduction to Financial Reporting and Analysis	3
EC 111	Principles of Microeconomics	3
FI 118	Introduction to Finance	3
LA 100	Business Law	3
MG 116	Human Dynamics in Organizations	3
ST 113	Business Statistics	3
Total Credits		18

Communication Intensive

All students are required to take a three-credit course designated as a Communication Intensive. This requirement can be met within a variety of course subjects in both Arts & Sciences and Business. Communication Intensive courses are designated with a "Communication Intensive" course tag in Workday. *Transfer students with a minimum of 30 credits will be waived from the Communication Intensive requirement.*

Please note that certain majors have an additional three-credit Communication Intensive built into their major requirements, separate from the general CI requirement.

Additional Requirements

Arts and Sciences Electives (15 Credits)

Course	Title	Credits
Select five Arts & Sciences elective courses		15
Total Credits		15

Unrestricted Electives (24 Credits)

Course	Title	Credits
Select eight elective courses		24
Total Credits		24

Total: 120 Credits

Concentration Requirements

Entrepreneurship Concentration

The Entrepreneurship concentration within the Management Major is designed for students who aspire to lead, innovate, and build something of their own—whether that's a startup, a nonprofit organization, or a new venture within an existing company. This concentration equips future

founders and leaders with the strategic, operational, and leadership skills necessary to turn ideas into sustainable enterprises.

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
Select one of the following:		3
MG 360	Negotiating	
MG 421	Internship in Management Practice	
PRS 339	Effective Selling	
Total Credits		12

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
Select 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	
PH 133	Business Ethics: International Business Ethics	
PSY 240	Cross-Cultural Psychology	
Total Credits		12

Human Resources Management Concentration

The concentration in Human Resources Management complements a student's Management Major by providing a focused understanding of how organizations manage their most valuable asset – people. Emphasis is placed on fostering a culture of engagement and leading performance through effective people strategies. Students will gain practical insights into how leaders and HR professionals contribute to organizational success by ensuring alignment between workforce capabilities and strategic objectives.

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
Select one of the following:		3
LA 309	Management and Human Resources Law	
MG 352	Total Rewards	
MG 421	Internship in Management Practice	
Total Credits		12

Leadership Concentration

The Leadership concentration is designed to support students in their personal growth and development while cultivating the essential skills needed to lead and collaborate effectively. Leadership is not limited to those with a title or position, it is also the way individuals carry out their roles and responsibilities with integrity, purpose, and influence. Students will learn the foundations of effective leadership and focus on self-awareness and development.

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
Select one of the following:		3
MG 225	Career Success and Self-discovery	
MG 341	Management Consulting	
MG 343	Project Management	
MG 421	Internship in Management Practice	
Total Credits		12

Supply Chain and Operations Management Concentration

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, Supply Chain and Operations 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
Select one of the following:		3
CS 150	Introduction to Data and Information Management	
CS 160	Data-Driven Decision Making	
CS 240	Business Processing and Communications Infrastructure	
CS 321	Decision Support and Business Intelligence	
CS 330	Enterprise Systems Configuration for Business	
CS 341	Information Security and Computer Forensics	

CS 350	Database Management Systems	
MA 214	Intermediate Applied Statistics	
MA 223	Linear Models for Business Decision-Making	
MA 252	Regression Analysis	
MG 250	Human Resources Management	
MG 318	Continuous Process Improvement / Lean and Six Sigma	
MG 340	Selected Topics in Management	
MG 343	Project Management	
MG 360	Negotiating	
NAS 345	Science of Sustainability	
Total Credits		12