

# MANAGEMENT

Requirements for students admitted to the major during the 2019-2020 Academic Year

32 credits total. All major courses are 4 credits each unless otherwise noted.				
*Courses and availability are subject to change.				
REQUIRED MANAGEMENT COURSES (20 credits)	PREREQS	Term Available		
		Fall	Winter	Spring
MGMT 364 Project Management	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Junior Standing</li> </ul>	✓ <sup>e</sup>	✓ <sup>e</sup>	✓ <sup>e</sup>
MGMT 452 Leadership	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>		<sup>e</sup>	✓ <sup>e</sup>
MGMT 453 Human Resource Management	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>	✓ <sup>e</sup>	✓	✓ <sup>e</sup>
MGMT 455 Influence & Negotiation	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>	✓	✓	<sup>e</sup>
MGMT 457 Supply Chain Strategy	<ul style="list-style-type: none"> <li>BA 357</li> <li>Senior Standing</li> </ul>		✓ <sup>e</sup>	✓
<b>ONE elective course required from list below (4 credits):</b>				
MGMT 446 Cross-Cultural Management	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>			✓
MGMT 448 Employee Recruitment & Selection	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>			✓ <sup>e</sup>
<b>ONE elective course required from list below (4 credits):</b>				
BA 363 Technology & Innovation Management	<ul style="list-style-type: none"> <li>BA 260</li> <li>Junior Standing</li> </ul>		✓	✓ <sup>e</sup>
BA 432 Environmental Law, Sustainability & Business	<ul style="list-style-type: none"> <li>Junior Standing</li> </ul>			<sup>e</sup>
BA 460 Venture Management	<ul style="list-style-type: none"> <li>BA 260</li> <li>BA 352 or BA 351</li> <li>BA 223 or BA 390</li> <li>Senior Standing</li> </ul>	✓	✓	
BA 365 Family Business Management	<ul style="list-style-type: none"> <li>Junior Standing</li> </ul>	<sup>e</sup>	<sup>e</sup>	
MGMT 449 Compensation Management	<ul style="list-style-type: none"> <li>BA 352 w/ C or better</li> <li>Senior Standing</li> </ul>		✓ <sup>e</sup>	
<b>ONE PRIME Experience (4 credits): More information on back</b>				
BA 410 (4 credits) Professional Internship	<ul style="list-style-type: none"> <li>Junior Standing</li> <li>Departmental Approval</li> </ul>	✓	✓	✓
BA 403/405/406 (4 credits) Research Project/Thesis	<ul style="list-style-type: none"> <li>Senior Standing</li> <li>Departmental Approval</li> </ul>	✓	✓	✓
BA 406 (4 credits) International Experience	<ul style="list-style-type: none"> <li>Senior Standing</li> <li>Departmental Approval</li> </ul>	✓	✓	✓
BA 407 (4 credits - 2 in fall + 1 in winter + 1 in spring) Mentoring and Coaching	<ul style="list-style-type: none"> <li>Junior Standing</li> <li>Must be taken across all three terms</li> </ul>	✓	✓	✓
BA 406 (4 credits) Experiential Learning/Entrepreneurship	<ul style="list-style-type: none"> <li>Senior Standing</li> <li>Departmental Approval</li> </ul>	✓	✓	✓
<ul style="list-style-type: none"> <li>✓ = course offered on campus that term.</li> <li><sup>e</sup> = course offered online that term.</li> <li>All prereq course work must be completed with a C- or higher unless otherwise noted.</li> <li>Plan to take BA 352 (the prerequisite to most courses above) early in junior year if possible.</li> <li>Check MyDegrees for your specific program requirements which may differ from classes listed above.</li> <li>In addition to courses listed above complete all COB Core requirements as listed at <a href="http://business.oregonstate.edu/advising/pre-business-majors/pre-business-pro-school-core-courses">http://business.oregonstate.edu/advising/pre-business-majors/pre-business-pro-school-core-courses</a></li> </ul>				

# PRIME Experience for Management Majors

The Management major requires that all students complete a 4-credit PRIME experience related to their particular area of study. The PRIME requirement represents an opportunity for students to engage in an experiential learning activity that extends their university training beyond and outside the classroom. Responsibility for arranging a PRIME experience rests with each student. Faculty and instructors can be helpful in identifying opportunities and making contacts. Talk with your advisor or a faculty member to get started.

- **Professional Internship (BA 410)** A supervised work experience with an employer (private business, non-profit, government agency or other entity). An internship provides students with the opportunity to apply classroom learning and gain important entry-level job experience. Ideally, students will have opportunities to identify problems or issues that can be solved or addressed using the theories and techniques learned during the course of their studies in the Management major, or they may learn beyond what they were exposed to in classes. While many students complete an internship during the course of their program, in order for the internship to satisfy the PRIME requirement, the student must submit three journal entries during the course of their internship and prepare a reflection report at the end of their internship experience. This option is an excellent choice for students who plan to work in a professional occupation after graduation.
- **Research Project/Thesis (BA 403)** An opportunity to work closely with a faculty member on a research and/or scholarly project. The student may wish to work collaboratively with a Management faculty member as a contributor to an existing research project or work with a faculty member as an advisor to pursue the student's own research, such as with an honors thesis. The deliverable for a research project would be either a formal research report or a defined section of a more comprehensive report. This option is an excellent choice for students who may be interested in pursuing careers in analytics or academia.
- **International Experience (BA 406)** An international experience can provide students with the necessary skills to work effectively with an increasingly diverse U.S. population and global job market. While many students complete part of their program abroad, in order for that to satisfy the PRIME requirement, the student must document how their foreign study will contribute to their knowledge and experience relative to their major in ways that could not have been obtained through their courses here at OSU. As such, students must submit three journal entries while overseas along with a reflective paper on the impact of culture on business. This option is an excellent option for students interested in working internationally or for an organization that operates internationally.
- **Mentoring and Coaching (BA 407)** This course provides an in-depth exploration of mentoring and coaching. Students will learn about how to coach and mentor others as well as use evidence-based coaching and mentoring processes to enhance their own self-development. Utilizing their newly-gained skills, students will be assigned to small groups of first- or second-year students where they will have opportunities to lead discussions, develop relationships, mentor, and coach. The course takes place over the Fall, Winter, and Spring terms with deliverables in each term. This option is an excellent choice for students interested in helping others and developing a valuable managerial skill-set.
- **Experiential Learning/Entrepreneurship Project (BA 406)** The experiential learning/entrepreneurship project is an independent special project conducted for a business or organization. It is not a traditional job or employment experience like an internship where one learns by doing typical employment tasks. Instead, the student is given responsibility to carry out a single, purpose-driven project. Examples could include the development of an onboarding process, a financial or marketing analysis, or the development of a written business plan for a new product launch. In addition to the deliverables required by the organization, the student must prepare a reflection report similar to that required for the internship. This option is an excellent choice for students interested in focusing on project management and pursuing their PMI certification.

**IMPORTANT NOTE:** Retroactive approval or credit for previous experience will not be granted. All arrangements must be finalized prior to the start of the PRIME experience. Please submit the appropriate form to the Career Success Center at least one week prior to the start of the term to ensure adequate time for approval and registration. International students are responsible for obtaining necessary approvals and filing the appropriate visa paperwork to allow them to participate in paid internships. These forms can be obtained from the International Student Advising Services Office. If you have any questions please talk to an advisor about the PRIME requirement.

# MANAGEMENT

## CAREER INFORMATION

### Employment

The Management curriculum helps prepare students for careers as managers and supervisors in goods-producing and service enterprises. Students obtain a solid grounding in management of systems, personnel and quality. The integrative focus of the management program also provides excellent preparation for graduate-level studies in law, urban and regional planning, public services administration and health care administration. Management is the process of planning, organizing, leading and controlling all that encompasses human, material and financial resources in an organizational environment. A management option means that you have learned the concepts of getting things done through others within organizations.

### Licensure and Certification:

Depending upon one's career path, licenses and certifications may be required for entry and advancement. For example, management majors entering the human resources field may benefit from obtaining PHR and SPHR certifications.

### Student Organizations

OSU Management Association/SHRM Student Chapter  
Sales Club  
Real Estate Club  
Supply Chain & Logistics Club

### Skills Needed for Career Field

Complex problem-solving  
Critical thinking  
Team coordination  
Administration  
Social perceptiveness

### Possible Careers

Supply chain management  
Management analyst  
Project management  
Logistics management  
Purchasing management  
Compliance management  
Consulting  
Production supervisor  
General manager  
Human resource management  
Event management

### Where Graduates Work

Odom	Comcast
Daimler	Enterprise
Nike	Hewlett-Packard
Adidas	Boeing
Intel	Mutual of Enumclaw
Amazon	Reser's Fine Foods
Kroger/Fred Meyer	A-dec
State of Oregon	Tec Laboratories