

MANAGEMENT

bachelor of arts

COLLEGE OF BUSINESS AND MANAGEMENT



Managers and top executives hold more than three million jobs in the U.S. They are the organizational leaders who formulate the policies and direct the operations of corporations, not-for-profit institutions, and government agencies. A global economy is creating a strong demand for managers at all levels who can do more than just manage. Managers need to be problem solvers, excellent communicators, forward thinkers, and, most importantly, leaders who understand that developing people is still the key to gaining a competitive edge.

ADVANTAGE UIS

- **Faculty expertise.** The management faculty is diverse in culture and background. Professors bring to the classroom many years of practical experience as well as strong educational backgrounds. They use a blend of teaching styles that emphasize student interaction. Lectures, case studies, computer based simulation, team based projects and field studies challenge students and promote active learning.
- **Developing leaders.** Our management program focuses on developing the characteristics and skills for successful leadership.



Team building.

Management students at UIS learn that success for individuals as well as organizations is determined by how effective they are in developing the organization

as a whole. By the time they graduate, they understand that real leadership is knowing how to develop, coach, mentor and facilitate a team of employees, rather than simply monitoring and controlling.

Experiential Learning.

There's no substitute for being in the state capital. Through our Experiential Learning program, students earn credit and often salaries while learning from managers at places such as the Illinois Attorney General's Office, Illinois Department of Insurance, SIU School of Medicine, WICS Channel 20, and the Association of Illinois Electric Cooperatives.



New Minor.

Available Fall 2010

Add a Management minor to your major and you'll gain the leadership component that will prepare you to direct operations in your chosen profession. The minor requires 15 semester hours in upper division management courses.

Wise Words

Janet Prather
Customer Advocate Supervisor
Health Insurance Industry



"If you want to take your skills to a higher level, I strongly recommend the management program at UIS. The UIS management program provides students with the tools and resources to master a range of management skills that will take your career as far as you want to go. You will gain the confidence you'll need to handle day-to-day management interactions with the right amount of power and influence. You'll learn how to plan and organize projects, apply the most appropriate management style, and know your legal responsibilities. The management faculty not only possesses a wealth of knowledge, but genuinely cares and takes a vested interest in their student's success. What impressed me most about the management program at UIS is how each faculty member customizes their class to foster growth and development of their students. The UIS management program will provide you with the core managerial skills that you can't live without!"

EARNED EXCELLENCE



THE BEST BUSINESS SCHOOLS
IN THE WORLD

AACSB accreditation is a distinction earned by fewer than 15% of business schools worldwide.

Leaders in business, not-for-profit, and governmental organizations face similar problems and challenges and thus need the same core of leadership knowledge and skills to be effective. Therefore, this degree is designed to develop critical conceptual and interpersonal skills for successful performance in all types of organizations.

Faculty Joseph Huff, Ranjan Karri, Marya Leatherwood, Hao Ma, Donald O'Neal, Sangeeta Parameshwar, Nathan Steele

Associated Faculty Dyanne Ferk, Laurel Newman, David O'Gorman

Emeritus Faculty Alfred Arkley, Rodney Dinges, Judith Ettinger, George Gruendel, Donald Vanover, Joe Wilkins

Department goals and objectives

The goal of the management program is to develop the critical conceptual and interpersonal skills that are essential to employment in management positions in all types of organizations. In addition to requiring a theoretical foundation, the curriculum provides students with numerous opportunities to integrate and apply these concepts in a variety of situations. Specific program objectives are to enable students to

- 1) develop an understanding of the different forms of organizations and how they operate in domestic and global contexts;
- 2) develop an ability to analyze cognitive, behavioral and ethical issues faced by individuals and groups in organizations;
- 3) develop an understanding of appropriate strategies for organizational effectiveness and the practical application of management concepts to address the challenges faced by leaders and members of organizations.

Advising

New students must contact the department for initial advising to plan a program of study that reflects their interests and satisfies degree requirements.

Entrance requirements

All departments in the College of Business and Management require foundation knowledge in accounting, economics, mathematics, statistics, and the behavioral sciences. UIS courses that satisfy the foundation knowledge requirements include:

ACC 211 Introduction to Financial Accounting *and*
ACC 212 Introduction to Managerial Accounting
ECO 213 Statistics for Business and Economics
MAT 113 Business Calculus *or* other calculus *or* finite math equivalent
ECO 201 Introduction to Microeconomics *and*
ECO 202 Introduction to Macroeconomics
or ECO 315 Economics for Administration

Behavioral science course (psychology, sociology, etc.)
Students must earn a cumulative GPA of at least 2.00 across all foundation courses.

Coursework equivalent to the above will be accepted on approval by the adviser.

Degree requirements

A student must complete 60 semester hours of upper division coursework to earn a B.A. in management.

College Core 21 Hrs.
(Required of all undergraduate College of Business and Management students)

Students must earn a cumulative GPA of at least 2.00 across all college core courses.

BUS 302 Principles of Financial Management	3 Hrs.
BUS 312 Principles of Marketing	3 Hrs.
BUS 322 Principles of Operations Management	3 Hrs.
BUS 331 Business and Society	3 Hrs.
MGT 310 Managing Organizational Behavior	3 Hrs.
MIS 352 Principles of Management Information Systems	3 Hrs.
*MGT 488 Strategic Management: The Capstone	3 Hrs.
*Prerequisite: All college core courses, and within 12 hours of graduation or during the student's last semester. A minimum grade of C (2.00) is required in MGT 488.	

Management Core 15 Hrs.

Students must earn a cumulative GPA of at least 2.00 across all Management core courses.

Choose at least one of the following:

MGT461 Organization Theory	3 Hrs.
MGT485 International Management	3 Hrs.

Choose at least two of the following:

MGT422 Negotiation	3 Hrs.
MGT431 Human Resource Management	3 Hrs.
MGT474 Leadership and Motivation	3 Hrs.

Choose one MGT Elective (300-400 level) 3 Hrs.
Choose one CBM Elective (300-400 level) 3 Hrs.
(Must be approved by major adviser)

General Electives	11 Hrs.
Engaged Citizenship Common Experience	13 Hrs.

Total 60 Hrs.

MGT 310 Managing Organizational Behavior is a prerequisite for management courses. MGT 488 Strategic Management: The Capstone is the college's capstone course and should be taken within 12 hours of graduation or during the student's last semester.

Management Minor

Available Fall 2010

To earn a management minor, students must complete a minimum of 15 semester hours of coursework.

Required courses:

MGT310-Managing Organizational Behavior	3 Hrs.
MGT431-Human Resource Management	3 Hrs.

Electives

Choose from upper division MGT courses.	9 Hrs.
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Engaged Citizenship Common Experience (ECCE Requirement) 300-400 level

All undergraduate students are required to take a minimum of 13 hours in the following categories which reflect UIS' heritage, mission, vision, and values:

U.S. Communities - 3 hrs.; Global Awareness - 3 hrs.; Engagement Experience - 3 hrs.; ECCE Elective - 3 hrs.; Speakers Series - 1 hr.

Visit our website for more information on:

Management program scholarships
Management program Code of Ethics
UIS Admission Requirements
Financial Assistance

To view course descriptions:

uis.edu/uiscatalog

CONTACT INFORMATION

Management

(217) 206-6712 or mgt@uis.edu

Website uis.edu/management

Office of Admissions (217) 206-4847
or Toll free (888) 206-4847
uis.edu/admissions

IMPORTANT! — Information effective fall 2009. Subject to change without notice. The information is not to be considered final, nor does it constitute a contract between the student and UIS. See uis.edu/uiscatalog for current program requirements.

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The University of Illinois Springfield is one of three campuses of the world class University of Illinois. Located on 746 picturesque acres in the state capital, UIS is a small, public liberal arts university where you learn in small classes with professors who know you. UIS offers 43 degree programs –

22 bachelor's, 20 master's, and the Doctorate of Public Administration. The university has a special mission in public affairs and is known for extraordinary internships, extensive online offerings, and a commitment to engaging students in the community and the world. Enrollment is 4,961 (fall 2009).

