The management major
AT THE DARLA MOORE SCHOOL OF BUSINESS

Program Overview
A degree in management gives you a strong global understanding of how businesses and other organizations function and prepares you to play a leadership or management role across a wide range of industries and functional areas.

The management major focuses on organizations, structures, cultures, behavior and how organizations evolve or are changing. Students explore topics such as entrepreneurship, leadership, managing change and diversity, ethical behavior, teamwork and the coordination and alignment of multiple functions.

The management major is a good fit for students who:
• Want a broad-based business education
• Have strong leadership qualities
• Are interested in managing people or working in human resources
• Want to start their own business at some point in their career

Management majors at the Moore School select a concentration in either entrepreneurship or human resources and organizational leadership.

Students in both tracks benefit from three strong business centers that are housed in the management department: The Faber Center for Entrepreneurship, the Riegel & Emory Human Resource Center and the Center for Executive Succession create opportunities for undergraduates to network with business executives who are leaders in their fields.

Outcomes
The management major prepares students for careers in human resources and management and also provides the kind of broad-based business training that equips students to work for small businesses where they may need to play multiple roles or to start their own businesses.

Companies that have recently hired Moore School management majors include IBM, Coca-Cola Bottling Co., Bank of America, Vanguard, International Paper, TIAA-CREF, Ford Motor Credit, Aflac, Techtronic Industries and Marriott Vacations Worldwide.

Average starting salary for May 2014 Moore School management graduates was $40,385.

Management at a Glance
Number of students: 495
Number of faculty: 30
Popular minors for management students:
sport and entertainment management, hotel, restaurant and tourism management, advertising/public relations, psychology, retailing
Student organizations: Entrepreneurship Club, Instigator, Society for Human Resource Management

Management spotlight:
The Proving Ground
Have an idea for a new product or service? The Moore School’s annual Proving Ground business plan competition helps students turn their ideas into reality — in a big way. With more than $80,000 in prizes across several categories, the Proving Ground is one of the most significant university-sponsored business plan competitions in the nation. Culminating each fall during Global Entrepreneurship Week with a “Shark Tank”-style live round of pitches to a panel of judges, it’s a chance for entrepreneurial students to hone their chops — and possibly launch a new business even before graduation.
Degree Requirements

In addition to the university’s general education requirements and the Moore School’s 40-hour business core, management majors complete 12-15 hours of coursework in management and pursue a minor or approved course of directed study.

Students pursuing the concentration in human resources and organizational leadership are required to complete 12 hours, including:

- Management 374: Management of Human Resources
- Management 376: Organizational Behavior
- Management 401: Negotiation and Conflict in the Workplace
- Management 402: Managing Teams in the Workplace
- Management 403: Leadership in Organizations

Students then complete six additional hours of coursework, selected from:

- Management 404: Pay, Rewards and Motivation
- Management 405: Staffing
- Management 407: Corporate Social Responsibility and Stakeholder Management
- Management 476: Collective Bargaining

Students also have the option of pursuing the intensive track in human resources and organizational leadership, in which they complete at least 15 hours of coursework in the major, selected from the list above in addition to:

- Management 472: Entrepreneurship and Small Business
- Business Administration 499: Business Internship

Students pursuing the concentration in entrepreneurship complete 12 hours of coursework, including:

- Management 472: Entrepreneurship and Small Business
- Management 473: Initiation and Management of New Business Enterprise
- Management 479: Advanced Issues in Entrepreneurship

And one of the following:

- Management 374: Management of Human Resources
- Management 376: Organizational Behavior
- Management 401: Negotiation and Conflict in the Workplace
- Management 402: Managing Teams in the Workplace
- Management 403: Leadership in Organizations
- Management 404: Pay, Rewards and Motivation
- Management 405: Staffing
- Management 407: Corporate Social Responsibility and Stakeholder Management
- Management 476: Collective Bargaining
- Management 472: Entrepreneurship and Small Business
- Management 473: Initiation and Management of New Business Enterprise
- Management 479: Advanced Issues in Entrepreneurship

Students also have the option of pursuing the intensive track in entrepreneurship, in which they complete at least 15 hours of coursework from the list above.

All management majors also complete a minor or approved course of directed study.

*Note that these are 2015-16 degree requirements and are subject to change as the school regularly updates its curriculum in response to the evolving needs of the business community.*