Managers need to attract, retain, develop, compensate, and motivate quality talent. Also emphasizes legal and ethical considerations in human resource management. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

**Specialized Designation:** Scholarly Inquiry.

**Registration Restrictions:**
**Required Prerequisites:** MGMT 301C, L301, 303C or L303.
C Requires minimum grade of C.

**Non-Degree level students may not enroll.**

**Students with the terminated from BU major attribute may not enroll.**

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale.

**MGMT 413: Organizational Development and Management Consulting.** 3 credits.
Introduces theory and practice of organization development. Assumes some basic knowledge of organizational behavior, and addresses how to use knowledge about organizations to change them. Focuses on ways of understanding organizations with attention to theoretical underpinnings of field and diagnostic models, and processes for entering organizations. Later sessions focus on contracting, data collection, organizational diagnosis, data feedback, and change technologies. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

**Specialized Designation:** Scholarly Inquiry.

**Registration Restrictions:**
**Required Prerequisites:** MGMT 301C, L303 or L303.
C Requires minimum grade of C.

**Non-Degree level students may not enroll.**

**Students with the terminated from BU major attribute may not enroll.**

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale.
Required Prerequisites: MGMT 301
C Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 421: Advanced Human Resource Management. 3 credits.
Builds on MGMT 321 by using a case-based approach to deepen understanding of HRM practices. Students conduct projects requiring application of strategic HR processes. Includes discussion of advanced topics not thoroughly covered in MGMT 321. Relevant for management majors, particularly those seeking a human resource management career. Helps prepare for SHRM Professional in Human Resources certification exam. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: (MGMT 301 C, L301, L303 or 303 C) and (MGMT 321 C).
C Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 431: The Legal Environment for Employee and Labor Relations. 3 credits.
Examines the legal aspects of employee and labor relations from a managerial perspective. Topics include the employment at will doctrine; wrongful discharge; federal and state employment discrimination legislation; and regulation of employee welfare. Includes lectures, cases, and readings. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: BULE 302 C, L302, 303 C or L303.
C Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 451: Introduction to Entrepreneurship. 3 credits.
Provides students an introduction to key concepts, methods, and frameworks of innovation and entrepreneurship. The experiential component of the course will be supplemented by readings, written work and presentations, and classroom discussion. The course will explore and explain the importance of entrepreneurship, entrepreneurs, and their firms in addition to allowing students to experiment with various entrepreneurial concepts and activities. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301 C, L301, 303 C or L303.
C Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 452: Experiential Entrepreneurship. 3 credits.
Provides students opportunity to experience entrepreneurship at advanced level through hands on development of a new firm, product or service. Students identify an innovative opportunity to work on or will work with local startup or organization developing innovative new product or service. Focuses on opportunity recognition and execution and introduces students to day to day experience of innovators and entrepreneurs. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 451 C, MBUS 304 C, IT 495 C or MGMT L451.
C Requires minimum grade of C.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 441: International Strategy. 3 credits.
Course focuses on seven inter-related pillars underpinning international strategy and these areas are: global environment and marketplace,
MGMT 453: Starting a Business. 3 credits.
Examines the paths to small business ownership, including starting an enterprise or purchasing an existing business. Focus will be on franchising and licensing, as well as family-run enterprises. Students will gain a broad understanding of location choice, facilities and layout, in addition to the legal issues associated with small business creation. Harvesting and exiting options will also be explored. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, L301C, 303C, L303C, MBUS 304C or IT 495C.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 454: Social Impact and Entrepreneurship. 3 credits.
This course takes a business-oriented multidisciplinary case study approach to exploring the growing field of social innovation and enterprise: that is, the course investigates the historical context of social entrepreneurship, methods and models of social enterprises, marketing social innovation, limits of market-based models, skills needed to tackle wicked problems, and quantitative methods for assessing and measuring impact. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, 303C or MBUS 304C.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 461: Cross Cultural and Global Management. 3 credits.
Explores theory and practice of managing culturally diverse organizations in domestic and international contexts. Topics include management customs and practices in different world regions, cross-cultural communication and learning, and the developing culturally and internationally sophisticated employees and managers. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, L301, 303C or L303.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 464: Teamwork and Interpersonal Skills. 3 credits.
Focuses on intensive development of high professional-level skill set for collaboration and leadership in contemporary environments. Builds on content introduced in MGMT 301, 312. Attention to developing personal leadership capabilities, collaborating in traditional and virtual environments, improving group processes, project management, tolerating ambiguity, improving communication, creative problem solving, time management, coaching, and empowering employees. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, L301, 303C or L303.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 462: Honors Seminar in Management (Topic Varies). 3 credits.
Topic and format vary. In-depth study of topic of interest to managers and organizations. Notes: Enrollment limited and competitive. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Recommended Prerequisite: Invitation of professor.

Registration Restrictions:
Students with a class of Freshman or Sophomore may not enroll.
Non-Degree level students may not enroll.
Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 463: Negotiations in Organizations. 3 credits.
Focuses on theory, processes, and practice of negotiation within and across organizations, including attention to ethical issues. Explores systematic ways to increase quality of negotiated agreements, including methods of preparation and use of rational assumption, bidding and decision criteria. Format includes negotiation exercises, lecture, and discussion. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, L301, 303C or L303.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 465: Starting a Business Honors. 3 credits.
Examines the paths to small business ownership, including starting an enterprise or purchasing an existing business. Focus will be on franchising and licensing, as well as family-run enterprises. Students will gain a broad understanding of location choice, facilities and layout, in addition to the legal issues associated with small business creation. Harvesting and exiting options will also be explored. A third attempt will require academic advisor approval. Offered by School of Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301C, L301C, 303C, L303C, MBUS 304C or IT 495C.
C Requires minimum grade of C.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

C
MGMT 471: Competitive Strategy. 3 credits.
Explores industry structures and competitive behavior of firms. Attention
how firm uses tangible, intangible, and human resources to develop
sustainable competitive advantage, and how competitors interact
in marketplace. Introduces tools and concepts to analyze industry
dynamics and competitive interactions of firms in these industries. A
third attempt will require academic advisor approval. Offered by School of
Business. Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 301\textsuperscript{C}, L301, 303\textsuperscript{C} or L303.
\textsuperscript{C} Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 491: Current Topics in Management. 3 credits.
Advanced study of management concepts and selected topics.
Incorporates intensive analysis of management problems of long-term
strategic significance or current urgency for organizational planning and
operations. Includes significant contemporary research findings. Offered
by School of Business. May be repeated within the degree for a maximum
6 credits.

Registration Restrictions:
Required Prerequisites: MGMT 312\textsuperscript{C}, 313\textsuperscript{C}, L312 or L313.
\textsuperscript{C} Requires minimum grade of C.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 492: Internship in Management. 3 credits.
Opportunity to gain practical, professional experience in conjunction with
academic development. An internship is an important part of academic
and career preparation. May be used as elective credit, but may not be
repeated. Notes: No more than 6 credits of School of Business internship
work (BUS 492 or MGMT 492) can be applied towards a student's
120 (BU) degree applicable credits. Students must receive departmental
approval in order to register for this course; please contact the School of
Business Office of Career Services for internal eligibility requirements.
Offered by School of Business. May be repeated within the degree for
a maximum 6 credits. Equivalent to ACCT 492, BUS 492, FNAN 492,
MIS 492, MKTG 492, OM 492, OSCM 492.

Recommended Prerequisite: 75 credit hours

Registration Restrictions:
Required Prerequisites: MGMT 301\textsuperscript{B} or 303\textsuperscript{B}.
\textsuperscript{B} Requires minimum grade of B-.

Students with a class of Freshman or Sophomore may not enroll.

Non-Degree level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Internship

Grading:
This course is graded on the Undergraduate Regular scale.

MGMT 499: Independent Study. 1-3 credits.
Research and analysis of selected problems or topics in management
must be arranged with instructor and approved in writing by associate
dean for undergraduate programs. Notes: Written report required. Offered
by School of Business. May be repeated within the term for a maximum 6
credits.

Recommended Prerequisite: Management majors with at least 9 upper-
level management credit hours.

Registration Restrictions:
Students with a class of Freshman or Sophomore may not enroll.

Non-Degree or Washington Consortium level students may not enroll.

Students with the terminated from BU major attribute may not enroll.

Schedule Type: Independent Study

Grading:
This course is graded on the Undergraduate Regular scale.

700 Level Courses

MGMT 711: Seminar in Organizational Behavior. 3 credits.
This course is designed to expose doctoral students to a broad
foundation in organizational behavior research. Offered by School of
Business. May not be repeated for credit.

Registration Restrictions:
Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:
This course is graded on the Graduate Regular scale.

MGMT 712: Seminar in Strategic Management. 3 credits.
This course is designed to expose doctoral students to a broad
foundation in strategic management research. Offered by School of
Business. May not be repeated for credit.

Registration Restrictions:
Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:
This course is graded on the Graduate Regular scale.

800 Level Courses

MGMT 892: Special Topics in Management. 3 credits.
Selected topics reflecting specialized areas in management. Content
varies. May be repeated when topic is different. Offered by School of
Business. May be repeated within the term for a maximum 9 credits.

Registration Restrictions:
Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:
This course is graded on the Graduate Regular scale.