**MANAGEMENT (MGMT)**

**300 Level Courses**

**MGMT 303: Principles of Management.** 3 credits.
Examines managerial work under range of business models. Managerial functions and activities including planning, organizing, balancing conflicting demands, leading and controlling are examined in depth and in context of current organizational examples. Discuss variety of pressures contemporary managers face. Notes: Students cannot receive credit for both MGMT 301 and MGMT 303. School of Business students will not be permitted to make more than three attempts to achieve a C or higher in MGMT 303. The third attempt requires School of Business academic advisor approval. Those who do not successfully complete this course within three attempts will be terminated from their major and will not be eligible to receive a degree from the School of Business. For more information about this, see Academic Policies. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

**Recommended Prerequisite:** BUS 103 and BUS 200.

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Lecture, Recitation

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**MGMT 313: Organizational Behavior.** 3 credits.
Course expands management knowledge through defined focus on organizational behavior (OB). OB is field of study aimed at predicting, explaining, understanding and changing human behavior as it’s reflected in organizations. Science of OB is interdisciplinary in nature and draws from psychology, sociology, social psychology, and group dynamics. Course explores dynamics between individual and organization through this behavioral science lens. Notes: Students cannot receive credit for both MGMT 301 and MGMT 313. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

**Specialized Designation:** Writing Intensive in Major

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

The field of human resource management examines what can or should be done to make workers more productive and satisfied. The course builds on MGMT 303 by introducing key concepts and techniques that 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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

**Specialized Designation:** Mason Impact.

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

Students with a class of Freshman may not enroll.

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**400 Level Courses**

**MGMT 412: Diversity in Organizations.** 3 credits.
Builds on MGMT 303 by emphasizing intrapersonal, interpersonal, organizational, and societal phenomena relevant to issues of diversity. Examines phenomena and processes in general and with regard to specific dimensions such as gender, race, and ability. Designed to increase students’ knowledge of diversity in organizations, understanding of others’ perspectives, and ability to work well with people who differ from themselves. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

**Specialized Designation:** Mason Impact.

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsces or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsces or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Registration Restrictions:
Required Prerequisites: BULE 302\textsuperscript{C}, L302, 303\textsuperscript{C}, L303 or 303\textsuperscript{XS}.
\textsuperscript{C} Requires minimum grade of C.
\textsuperscript{XS} Requires minimum grade of XS.

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsces or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

MGMT 441: International Strategy. 3 credits.
Course focuses on seven inter-related pillars underpinning international strategy and these areas are: global environment and marketplace, global competitiveness and manufacturing including role of USA, global macroeconomics and financial infrastructure, global management approaches and management of transnational firms, new forces that shape global strategy, and globalization lessons learned and its limitations. A third attempt will require academic advisor approval. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsces or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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
Students with the Ineligible to take MGMT crsns or terminated from BU may not enroll.

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

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

Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.

Schedule Type: Lecture

Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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

Students with the Ineligible to take MGMT crsns or terminated from BU major attributes may not enroll.
MGMT 462: Advanced Strategic Management. 3 credits.
Explores industry structures and competitive behavior of firms. Attention to 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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

Registration Restrictions:
Required Prerequisites: MGMT 471, 463, 491, L303 or 303XS.
C Requires minimum grade of C.
XS Requires minimum grade of XS.

Students with a class of Freshman or Sophomore may not enroll.
Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

MGMT 471: Competitive Strategy. 3 credits.
Explores industry structures and competitive behavior of firms. Attention to 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 (http://catalog.gmu.edu/colleges-schools/business/). Limited to two attempts.

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

Students with a class of Freshman or Sophomore may not enroll.
Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

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 (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the degree for a maximum 6 credits.

Specialized Designation: Topic Varies

Registration Restrictions:
Required Prerequisites: MGMT 312C, 313C, L312, L313 or 313XS.
C Requires minimum grade of C.
XS Requires minimum grade of XS.

Students with a class of Freshman or Sophomore may not enroll.
Non-Degree level students may not enroll.

Students with the Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

Schedule Type: Lecture
Grading:
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**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 coursework (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 (http://catalog.gmu.edu/colleges-schools/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^B^ or 303^B^.
^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 Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Internship

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**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 (http://catalog.gmu.edu/colleges-schools/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 Ineligible to take MGMT crses or terminated from BU major attributes may not enroll.

**Schedule Type:** Independent Study

**Grading:**
This course is graded on the Undergraduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**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 (http://catalog.gmu.edu/colleges-schools/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. (http://catalog.gmu.edu/policies/academic/grading/)

**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 (http://catalog.gmu.edu/colleges-schools/business/). May not be repeated for credit.

**Registration Restrictions:**
Enrollment is limited to Graduate level students.

**Schedule Type:** Lecture

**800 Level Courses**

**MGMT 892: Special Topics in Strategic Management.** 3 credits.
Selected topics reflecting specialized areas in management. Content varies. May be repeated when topic is different. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the term for a maximum 9 credits.

**Specialized Designation:** Topic Varies

**Registration Restrictions:**
Enrollment is limited to Graduate level students.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Graduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)

**MGMT 893: Special Topics in Organizational Behavior.** 3 credits.
Selected topics reflecting specialized areas in organizational behavior. Offered by School of Business (http://catalog.gmu.edu/colleges-schools/business/). May be repeated within the term for a maximum 9 credits.

**Specialized Designation:** Topic Varies

**Registration Restrictions:**
Enrollment limited to students with a class of Advanced to Candidacy or Graduate.

**Schedule Type:** Lecture

**Grading:**
This course is graded on the Graduate Regular scale. (http://catalog.gmu.edu/policies/academic/grading/)