

MANAGEMENT UNDERGRADUATE MAJOR (BA, BS, HBA, HBS)

This major offers the following option(s):

- Dean's Academy (<http://catalog.oregonstate.edu/college-departments/business/management-ba-bs-hba-hbs/deans-academy-option/>)
- International Business (<http://catalog.oregonstate.edu/college-departments/business/management-ba-bs-hba-hbs/international-business-option/>)

Also available via Ecampus.

The Management curriculum helps prepare students for careers as professionals and /or supervisors in goods-producing and service organizations. Students obtain theory-driven and practical knowledge for the management of systems, personnel, projects, and quality. The integrative focus of the management program also provides excellent preparation for graduate-level studies in business, 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 specialization means that you have learned the concepts of getting things done through and with others within organizations.

Major Code: 196

- Recognize entrepreneurial opportunities for new business ventures and evaluate their potential for business success.
- Understand the implementation issues including financial, legal, operational and administrative procedures involved in starting new business ventures.
- Communicate effectively and professionally in business situations through physical or virtual presence, writing, speaking, listening, and electronic media.
- Demonstrate the ability to lead by using team building skills and facilitating collaborative behaviors in the accomplishment of group goals and objectives.
- Recognize basic concepts and theories related to business ethics and social responsibility.
- Demonstrate knowledge of the ethical behavior appropriate to specific business situations.
- Identify and analyze business problems and opportunities and formulate recommendations for courses of action.
- Use quantitative and qualitative tools and methodologies to support organizational decision making.
- Assess how organizations create value in their global supply chains through the integrated production and distribution of goods, services and information.
- Describe the concept of competitive advantage and how it may be achieved through strategic and tactical methods.
- Analyze the information content of organizational processes.
- Define markets and apply marketing concepts and principles using a customer focus to effectively sell products and services.

- Recognize and appropriately respond to ethical, legal and strategic concerns relating to human resource and organizational management.
- Make basic investment and financing decisions for a business using financial management concepts, and methods.

Management major requirements are divided into two parts – lower-division and upper-division. The lower-division business core program involves completion of courses within the first and second year (see core curriculum below) that build a solid foundation for the upper-division management and business curricula. The lower-division business core course work may be completed at OSU or any accredited college or university that offers equivalent courses transferable to OSU.

Code	Title	Credits
Summary of Requirements		
<i>Lower Division</i>		62-65
Business Core Courses (44-47)		
Math, Economics, Writing and Communications (18) ¹		
<i>Upper Division</i>		66
Business Core Courses (34)		
Management Courses (32)		
<i>University General Education Requirements</i>		40
<i>Unrestricted Electives</i>		9-12
Total credits required for graduation		180

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10 credits from lower-division course work satisfy University General Education Requirements

Management Program Requirements (180) Management Curriculum (32)

Management students must complete 32 credits: 16 credits in required courses, 12 credits in an elective management course, and 4 credits of experiential learning.

Code	Title	Credits
Required Courses		
MGMT 364	PROJECT MANAGEMENT	4
MGMT 452	LEADERSHIP	4
MGMT 453	HUMAN RESOURCES MANAGEMENT	4
MGMT 455	INFLUENCE AND NEGOTIATION	4
Specialization		12
<i>General Management Specialization</i>		
MGMT 457	SUPPLY CHAIN STRATEGY	
MGMT 446	CROSS-CULTURAL MANAGEMENT	
Select one elective course from the following:		
BA 362	SOCIAL ENTREPRENEURSHIP AND SOCIAL INITIATIVES	
BA 363	TECHNOLOGY AND INNOVATION MANAGEMENT	
BA 365	FAMILY BUSINESS MANAGEMENT	
BA 432	*ENVIRONMENTAL LAW, SUSTAINABILITY AND BUSINESS	
BA 460	VENTURE MANAGEMENT	
MGMT 448	EMPLOYEE RECRUITMENT AND SELECTION	
MGMT 449	COMPENSATION MANAGEMENT	
<i>Human Resource Management Specialization</i>		
MGMT 448	EMPLOYEE RECRUITMENT AND SELECTION	
MGMT 449	COMPENSATION MANAGEMENT	
Select one elective course from the following:		
BA 362	SOCIAL ENTREPRENEURSHIP AND SOCIAL INITIATIVES	
BA 363	TECHNOLOGY AND INNOVATION MANAGEMENT	
BA 365	FAMILY BUSINESS MANAGEMENT	

BA 432	*ENVIRONMENTAL LAW, SUSTAINABILITY AND BUSINESS	
BA 460	VENTURE MANAGEMENT	
MGMT 446	CROSS-CULTURAL MANAGEMENT	
<i>People Analytics Specialization</i>		
BA 481	INTRODUCTION TO BUSINESS ANALYTICS	
MGMT 448	EMPLOYEE RECRUITMENT AND SELECTION	
MGMT 449	COMPENSATION MANAGEMENT	
Experiential Learning		
Experiential learning should be aligned with the career goals of the student. Select one of the following experiential activities for a minimum of 4 credits:		4
<i>Professional Internship</i>		
BA 410	BUSINESS INTERNSHIP	
<i>Research Project</i>		
BA 403	THESIS	
or BA 405	READING AND CONFERENCE	
or BA 407	SEMINAR	
<i>International Experience</i>		
International study abroad or exchange		
<i>Mentoring</i>		
Complete the Introduction to Mentoring and Coaching Seminar series (requires participation in mentor activities)		
<i>Experiential Learning/Entrepreneurship</i>		
BA 406	PROJECTS (solving specific problems of local businesses or non-profit organizations)	
Total Credits		32

Business Administration Core Curriculum (78–81)

The business administration core curriculum provides students with a broad overview of business; basic skills in accounting and quantitative methods; an understanding of the legal and social environment of business; a background in management and organizational behavior, marketing, finance, and operations management; an understanding of the entrepreneurial process; and the opportunity to integrate course work and further develop decision-making skills through the analysis of business cases.

Code	Title	Credits
Mathematics		
MTH 241	*CALCULUS FOR MANAGEMENT AND SOCIAL SCIENCE	4
Economics		
ECON 201	*INTRODUCTION TO MICROECONOMICS	4
ECON 202	*INTRODUCTION TO MACROECONOMICS	4
Written and Oral Communication		
Business students also must take:		
COMM 111	*PUBLIC SPEAKING	3
or COMM 114	*ARGUMENT AND CRITICAL DISCOURSE	
or COMM 218	*INTERPERSONAL COMMUNICATION	
WR 222	*ENGLISH COMPOSITION	3
or WR 323	*ENGLISH COMPOSITION	
or WR 327	*TECHNICAL WRITING	
University General Requirements ¹		40
Unrestricted Electives		11-16

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MTH 241; ECON 201 and ECON 202; WR 222, WR 323 or WR 327, and COMM 111, COMM 114 or COMM 218 meet the university's Baccalaureate Core requirements for mathematics, social processes and institutions, writing II, and speech, respectively. All students must meet the other Baccalaureate Core requirements and the other requirements for baccalaureate degrees. (See Requirements for Baccalaureate Degrees.)

Management Major

First Year		Credits
Students entering OSU on the Corvallis campus as their first college experience are required to participate in Innovation Nation, the College of Business Living-Learning Community (LLC). These students will complete the following three-course sequence during their first year:		
BA 160	B-ENGAGED	
BA 161	INNOVATION NATION-AWARENESS TO ACTION	
BA 162	INNOVATION NATION-IDEAS TO REALITY	
All other students will complete the following course:		
BA 101	BUSINESS NOW	6
All students should also complete:		
COMM 111	*PUBLIC SPEAKING	3
or COMM 114	or *ARGUMENT AND CRITICAL DISCOURSE	
or COMM 218	or *INTERPERSONAL COMMUNICATION	
MTH 241	*CALCULUS FOR MANAGEMENT AND SOCIAL SCIENCE	4
ECON 201	*INTRODUCTION TO MICROECONOMICS	4
WR 222	*ENGLISH COMPOSITION	3
or WR 323	or *ENGLISH COMPOSITION	
or WR 327	or *TECHNICAL WRITING	
Baccalaureate core, unrestricted electives		22-25
Credits		45
Second Year		
All students should complete the following courses: ¹		
BA 281	PROFESSIONAL DEVELOPMENT	3
BA 282	DRAFTING YOUR CAREER BLUEPRINT	1
BA 283	CREATIVITY, CULTURE, AND THE WORKPLACE	1
BA 284	FOUNDATIONS OF PERSONAL FINANCE I	1
BA 211	FINANCIAL ACCOUNTING	4
BA 213	MANAGERIAL ACCOUNTING	4
BA 223	PRINCIPLES OF MARKETING	4
or BA 390	or PRINCIPLES OF MARKETING	
BA 230	BUSINESS LAW I	4
BA 240	FINANCE	4
or BA 360	or INTRODUCTION TO FINANCIAL MANAGEMENT	
BA 260	INTRODUCTION TO ENTREPRENEURSHIP	4
BA 270	BUSINESS PROCESS MANAGEMENT	4
BA 275	FOUNDATIONS OF STATISTICAL INFERENCE	4
ECON 202	*INTRODUCTION TO MACROECONOMICS	4
Baccalaureate core, unrestricted electives		6
Credits		48
Third Year		
BA 311	FRAMING YOUR CAREER PLAN	1
BA 312	FOUNDATIONS OF PERSONAL FINANCE II	1
BA 313	THE ORANGE AND BLACK CASE COMPETITION	1
BA 347	INTERNATIONAL BUSINESS	4
BA 352	MANAGING INDIVIDUAL AND TEAM PERFORMANCE	4
BA 354	*MANAGING ETHICS AND CORPORATE SOCIAL RESPONSIBILITY	4
BA 357	OPERATIONS MANAGEMENT	4
BA 370	BUSINESS INFORMATION SYSTEMS OVERVIEW	4
BA 375	APPLIED QUANTITATIVE METHODS	4
MGMT 364	PROJECT MANAGEMENT	4
Baccalaureate core, minor, option or unrestricted electives		15
Credits		46
Fourth Year		
BA 411	NAVIGATING YOUR WORKPLACE	1
BA 412	FINANCIAL PLANNING I	1
BA 413	FINANCIAL PLANNING II	1
BA 466	INTEGRATIVE STRATEGIC EXPERIENCE	4
MGMT 452	LEADERSHIP	4
MGMT 453	HUMAN RESOURCES MANAGEMENT	4
MGMT 455	INFLUENCE AND NEGOTIATION	4

Management Specialization	12
Management Experiential Learning	4
Baccalaureate core, minor, option or unrestricted electives	6
Credits	41
Total Credits	180

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Baccalaureate Core Course (BCC)

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Writing Intensive Course (WIC)

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For students who transfer into College of Business business-related programs, the Blueprint transition courses meet the same outcomes as the professional development (Blueprint) course series accounting for the student's academic year when they transfer into the business program

Major Code: 196

First Year		Credits
Fall		
BA 160	B-ENGAGED	3
MTH 111	*COLLEGE ALGEBRA	4
WR 121	*ENGLISH COMPOSITION	3
Bio Bac Core Lab Science		4
Credits		14

Winter		
BA 161	INNOVATION NATION-AWARENESS TO ACTION	3
MTH 241	*CALCULUS FOR MANAGEMENT AND SOCIAL SCIENCE	4
COMM 111	*PUBLIC SPEAKING	3
or COMM 114	or *ARGUMENT AND CRITICAL DISCOURSE	
or COMM 218	or *INTERPERSONAL COMMUNICATION	
Phys Bac Core Lab Science		4
HHS 231	*LIFETIME FITNESS FOR HEALTH	2
Credits		16

Spring		
BA 162	INNOVATION NATION-IDEAS TO REALITY	3
ECON 201	*INTRODUCTION TO MICROECONOMICS	4
WR 222	*ENGLISH COMPOSITION	3
Bio/Phys Bac Core Lab Science		4
PAC		1
Credits		15

Second Year		Credits
Fall		
ECON 202	*INTRODUCTION TO MACROECONOMICS	4
BA 260	INTRODUCTION TO ENTREPRENEURSHIP	4
BA 281	PROFESSIONAL DEVELOPMENT	3
BA 282	DRAFTING YOUR CAREER BLUEPRINT	1
BA 211	FINANCIAL ACCOUNTING	4
Credits		16

Winter		
BA 213	MANAGERIAL ACCOUNTING	4
BA 275	FOUNDATIONS OF STATISTICAL INFERENCE	4
BA 283	CREATIVITY, CULTURE, AND THE WORKPLACE	1
BA 223	PRINCIPLES OF MARKETING	4
BC: Cultural Diversity		3
Credits		16

Spring		
BA 240	FINANCE	4
BA 230	BUSINESS LAW I	4
BA 270	BUSINESS PROCESS MANAGEMENT	4
BA 284	FOUNDATIONS OF PERSONAL FINANCE I	1

BC: Literature & Arts	3
Credits	16

Third Year		Credits
Fall		
BA 311	FRAMING YOUR CAREER PLAN	1
BA 357	OPERATIONS MANAGEMENT	4
BA 375	APPLIED QUANTITATIVE METHODS	4
BC: Western Culture		3
BC: Diff/Power/Disc.		3
Credits		15

Winter		
BA 312	FOUNDATIONS OF PERSONAL FINANCE II	1
MGMT 364	PROJECT MANAGEMENT	4
BA 347	INTERNATIONAL BUSINESS	4
BA 354	*MANAGING ETHICS AND CORPORATE SOCIAL RESPONSIBILITY	4
BC: Cont Global Issues		3
Credits		16

Spring		
BA 313	THE ORANGE AND BLACK CASE COMPETITION	1
BA 370	BUSINESS INFORMATION SYSTEMS OVERVIEW	4
BA 352	MANAGING INDIVIDUAL AND TEAM PERFORMANCE	4
BC: Sci/Tech/Society		3
Elective		3
Credits		15

Fourth Year		Credits
Fall		
BA 411	NAVIGATING YOUR WORKPLACE	1
BA 466	INTEGRATIVE STRATEGIC EXPERIENCE	4
MGMT 455	INFLUENCE AND NEGOTIATION	4
MGMT Specialization		4
Credits		13

Winter		
BA 412	FINANCIAL PLANNING I	1
MGMT 452	LEADERSHIP	4
MGMT Specialization		4
Elective		3
Elective		3
Credits		15

Spring		
BA 413	FINANCIAL PLANNING II	1
MGMT 453	HUMAN RESOURCES MANAGEMENT	4
MGMT Experiential Learning		4
MGMT Specialization		4
Credits		13
Total Credits		180

*
Baccalaureate Core Course (BCC)

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Writing Intensive Course (WIC)