

BACHELORS OF BUSINESS ADMINISTRATION-MANAGEMENT CONCENTRATION

The Management concentration focuses on developing students' leadership skills. Students learn how to build strategic plans, align resources to run businesses, apply business law, and make businesses profitable. The critical skills of managing a business are taught and developed within the student to give them the confidence to lead people through the competitive landscape demanded in today's business world.

In the Texas A&M University-Texarkana College of Business, Engineering, and Technology, we take great pride in educating and graduating the future business leaders of our world, who leave our campus with the skills and qualities sought by employers throughout the global marketplace.

Degree Requirements

Students should refer to their DegreeWorks degree audit in their Web for Students account for more information regarding their degree requirements.

| Code | Title | Hours |
|--|--|------------|
| Major Requirements | | |
| General Education Requirements (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | 42 |
| Business Administration Core Courses | | |
| FIN 354 | Financial Management | 3 |
| GBUS 310 | Business Communications | 3 |
| GBUS 440 | International Business (EL) | 3 |
| GBUS 450 | Business Ethics | 3 |
| or GBUS 452 | Business Ethics for Non-Accounting Majors | |
| MGT 395 | Principles of Management | 3 |
| MGT 439 | Business Strategy and Policy | 3 |
| MGT 465 | Production and Operations Management | 3 |
| MIS 360 | Essentials of Management Information Systems | 3 |
| MKT 363 | Marketing | 3 |
| MGT 324 | Business Data Analytics I | 3 |
| or SCM 324 | Business Data Analytics I | |
| Management Concentration | | 18 |
| MGT 321 | Organizational Behavior | |
| MGT 446 | Entrepreneurship (EL) | |
| MGT 476 | Business Data Analytics II | |
| or SCM 476 | Business Data Analytics II | |
| MGT 495 | Human Resource Management | |
| Choose 2 of the following courses: | | |
| FIN 484 | Financial Institutions Management | |
| MKT 445 | Retailing (EL) | |
| MKT 465 | Sales Management | |
| SCM 304 | Principles of Supply Chain Management (SL) | |
| Other Requirements-Business Introductory courses | | |
| ACCT 2301 | Principles of Accounting I | 3 |
| ACCT 2302 | Principles of Accounting II | 3 |
| BUSI 2301 | Business Law | 3 |
| ECON 2301 | Principles of Macroeconomics ² | 3 |
| ECON 2302 | Principles of Microeconomics ² | 3 |
| MATH 1342 | Elementary Statistical Methods | 3 |
| BBA Secondary Core | | |
| 12sch upper division Business Electives ³ | | 18 |
| Minimum Hours for Degree | | 120 |

² Satisfies Core Curriculum

2 Bachelors of Business Administration-Management Concentration

3 Upper Division Business Electives include 300 & 400 level courses from Accounting, General Business, Finance, Management, Management Information Systems, Marketing & Supply Chain Management

Note: A minimum of 54 upper division hours (300 and 400 level courses) are required for this degree. Resident credit totaling 25% of the hours is required for the degree. A minimum GPA of 2.0 is required in three areas for graduation: Overall GPA, Institutional GPA, and Major GPA.

First Year

| Code | Title | Hours |
|--|---|------------------------------|
| Fall | | |
| | | Semester Credit Hours |
| ENGL 1301 | Composition I <small>requires minimum grade of 'C', Satisfies Core Curriculum</small> | 3 |
| HIST 1301 | United States History I <small>Satisfies Core Curriculum</small> | 3 |
| MATH 1342 | Elementary Statistical Methods <small>Satisfies Core Curriculum</small> | 3 |
| Creative Arts Core Curriculum Requirement (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | |
| ECON 2301 | Principles of Macroeconomics <small>Satisfies Core Curriculum</small> | 3 |
| IS 1100 | University Foundations <small>mandatory for FTIC students only</small> | 1 |
| Fall Total Semester Credit Hours | | 16 |
| Spring | | |
| | | Semester Credit Hours |
| ENGL 1302 or ENGL 2311 | Composition II <small>Satisfies Core Curriculum</small> Technical Writing & Communication | 3 |
| HIST 1302 | United States History II <small>Satisfies Core Curriculum</small> | 3 |
| Language, Philosophy and Culture Core Curriculum Requirement (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | |
| SPCH 1315 or COMM 1307 or COMM 1311 | Public Speaking <small>Satisfies Core Curriculum</small> Introduction to Mass Communication Introduction to Communication Studies | 3 |
| ECON 2302 | Principles of Microeconomics | 3 |
| Spring Total Semester Credit Hours | | 15 |
| Total First Year Semester Credit Hours | | 31 |

Second Year

| Code | Title | Hours |
|--|---|------------------------------|
| Fall | | |
| | | Semester Credit Hours |
| Life and Physical Sciences Core Curriculum Requirement (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | |
| PSCI 2301 | American Government I: Federal & Texas Constitutions <small>Satisfies Core Curriculum</small> | 3 |
| ACCT 2301 | Principles of Accounting I | 3 |
| BUSI 2301 | Business Law | 3 |
| Component Area Option B of the Core Curriculum (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | |
| Fall Total Semester Credit Hours | | 15-16 |
| Spring | | |
| | | Semester Credit Hours |
| Life and Physical Sciences Core Curriculum Requirement (http://catalog.tamut.edu/academic-information/university-core-curriculum/#corecurriculumtext) | | |
| PSCI 2302 | American Government II: Federal & Texas Political Behavior <small>Satisfies Core Curriculum</small> | 3 |
| ACCT 2302 | Principles of Accounting II | 3 |

| | | |
|--|--------------------------|--------------|
| MGT 395 | Principles of Management | 3 |
| MKT 363 | Marketing | 3 |
| Spring Total Semester Credit Hours | | 15-16 |
| Total Second Year Semester Credit Hours | | 30-32 |

Third Year

| Code | Title | Hours |
|---|--|------------------------------|
| Fall | | |
| | | Semester Credit Hours |
| MIS 360 | Essentials of Management Information Systems | 3 |
| FIN 354 | Financial Management | 3 |
| MGT 324 | Business Data Analytics I | 3 |
| or SCM 324 | Business Data Analytics I | |
| Upper Division Business Elective (300-400 level from: ACCT, GBUS, MGT, MIS, MKT, SCM) | | 3 |
| Select One Course from: | | 3 |
| FIN 484 | Financial Institutions Management | |
| MKT 445 | Retailing (EL) | |
| MKT 465 | Sales Management | |
| SCM 304 | Principles of Supply Chain Management (SL) | |
| Fall Total Semester Credit Hours | | 15 |
| Spring | | |
| | | Semester Credit Hours |
| MGT 465 | Production and Operations Management | 3 |
| GBUS 310 | Business Communications | 3 |
| MGT 321 | Organizational Behavior | 3 |
| Upper Division Business Elective (300-400 level from: ACCT, GBUS, MGT, MIS, MKT, SCM) | | 3 |
| Elective - Upper or Lower Division as needed to meet upper division and overall requirement | | 3 |
| Spring Total Semester Credit Hours | | 15 |
| Total Third Year Semester Credit Hours | | 30 |

Fourth Year

| Code | Title | Hours |
|---|---|------------------------------|
| Fall | | |
| | | Semester Credit Hours |
| MGT 446 | Entrepreneurship (EL) | 3 |
| GBUS 440 | International Business (EL) | 3 |
| GBUS 452 | Business Ethics for Non-Accounting Majors | 3 |
| or GBUS 450 | Business Ethics | |
| Upper Division Business Elective (300-400 level from: ACCT, GBUS, MGT, MIS, MKT, SCM) | | 3 |
| Upper Division Business Elective (300-400 level from: ACCT, GBUS, MGT, MIS, MKT, SCM) | | 3 |
| Fall Total Semester Credit Hours | | 15 |
| Spring | | |
| | | Semester Credit Hours |
| MGT 439 | Business Strategy and Policy | 3 |
| MGT 476 | Business Data Analytics II | 3 |
| or SCM 476 | Business Data Analytics II | |
| MGT 495 | Human Resource Management | 3 |
| Elective - Upper or Lower Division as needed to meet upper division and overall requirement | | 3 |

Select one course from:

3

| | | |
|---|--|------------|
| FIN 484 | Financial Institutions Management | |
| MKT 445 | Retailing (EL) | |
| MKT 465 | Sales Management | |
| SCM 304 | Principles of Supply Chain Management (SL) | |
| Spring Total Semester Credit Hours | | 15 |
| Total Fourth Year Semester Credit Hours | | 30 |
| Minimum Semester Credit Hours for Degree | | 120 |

Note: A minimum of 54 upper division hours (300 and 400 level courses) are required for this degree. Resident credit totaling 25% of the hours is required for the degree. A minimum GPA of 2.0 is required in three areas for graduation: Overall GPA, Institutional GPA, and Major GPA.

Undergraduate Courses in Management

MGT 2330. Industrial Project Management. 3 Hours.

This course provides an introduction to the Critical Path Method and Program Evaluation and Review Technique. The course covers project planning and control methods; activity sequencing; time-cost trade-offs; allocation of manpower and equipment resources; scheduling activities; and computer analysis for PERT/CPM with emphasis on MS Project. Development of work breakdown structures, analysis of case studies, development resource relationship worksheets and the study of real-life project issues will be utilized as homework and as hands-on exercises.

MGT 300. Personnel Management Evaluation and Development. 1 Hour.

This course is designed to provide a foundation in the psychology of strength development, as well as, an understanding of how "quality" products and/or services are directly linked to the management of personnel through a lead-management model. Students will be introduced to actual conversational techniques and strategies that will empower the worker and the supervisor. Students will be directly involved in hands on practice of these techniques.

MGT 301. Personnel Management: Cultural Change and Innovation. 1 Hour.

This course focuses on providing an understanding of the skills necessary to achieve organizational change through innovation and cultural diversity. Topics include workplace diversity and diversity management, organizational culture, the nine GLOBE cultural dimensions, generational differences in organizations, and other related topics determined appropriate for employees and employers.

MGT 320. Supply Chain Management. 3 Hours.

This class discusses management of the supply and purchasing functions. This course explores how to determine price, quality assurance, selection of suppliers, negotiation, supplier consultation and training, and the legal and environmental aspect of purchasing and supply.

MGT 321. Organizational Behavior. 3 Hours.

This class examines the study of human behavior in complex organizations with emphasis on individual, small group, and inter-group behavior and how it affects and is affected by the organization in pursuit of organizational goals.

MGT 324. Business Data Analytics I. 3 Hours.

This course introduces students to data analytics statistical methods used in addressing real world business problems. This course is designed to apply statistical concepts and perform data visualization using pivot tables, formatting, functions and Power BI. Topics covered include sampling distributions, confidence intervals, hypothesis testing, simple regression and multiple regression. Appropriate computer resources will be used. This course integrates the principles of experiential learning and meets the criteria for undergraduate research. Prerequisite: MATH 1342.

MGT 325. Business Statistics. 3 Hours.

This course introduces students to statistical methods used in addressing real world business problems. Topics covered include sampling distributions, confidence intervals, hypothesis testing, simple regression, and multiple regression. Appropriate computer resources will be used. Prerequisite: MATH 1342.

MGT 326. Labor Relations. 3 Hours.

This course discusses labor in the United States with emphasis on the historical development of unionism labor legislation, union structure, bargaining issues, contract negotiations and administration, and labor-management relations.

MGT 330. Logistics Management. 3 Hours.

This course explores concepts and systems designed to facilitate and control the movement of materials and parts through the procurement, production and distribution processes until they reach the final user. Topics include transportation, inventory control, materials handling, warehousing, customer service, order processing, planning and control.

MGT 366. Topics in Organizational Leadership. 3 Hours.

Leading organizations in a contemporary business climate is increasingly complex. This course focuses on the complexity of today's organization and the application of leadership in this environment. An important component of this class is the guest lecturers delivered by local organizational leaders. Prerequisite: Sophomore standing and MGT 395.

MGT 395. Principles of Management. 3 Hours.

This class is a study of management principles that apply to all types of business organizations with special emphasis on planning, organizing, staffing, and controlling.

MGT 415. Event and Facility Management. 3 Hours.

This course is designed to introduce students to event and facility management fundamentals of program development and practicality using techniques of identifying and analyzing program activity areas: planning, financing, marketing, implementation, and evaluation. The student will be able to identify and operationalize components across sports industries.

MGT 438. Compensation Management. 3 Hours.

This course is a study of the total compensation management systems. Financial considerations are emphasized including the environment of the employer organization, organizational policies, job analysis, job evaluation and employee performance and appraisal. Non-financial compensation components are studied from the viewpoint of the work environment and job design. Prerequisite: MGT 395.

MGT 439. Business Strategy and Policy. 3 Hours.

In this capstone course students apply and integrate prior knowledge, i.e., accounting, finance, management, marketing, and economics. It also focuses upon the strategic process: the systematic analysis of changing conditions and the adapting of goals, strategies, and policies to meet organizational opportunities and threats. Prerequisite: Student must be within last 18 hours.

MGT 444. Field Experience in Business. 3 Hours.

Working with a business on a consulting basis, students identify and analyze problem area(s) while gaining experience in business problem solving and project management. Students are expected to define the project and utilize appropriate methodology. At the conclusion a formally written report is prepared and an oral presentation is made to the business owner. Prerequisite: MGT 395 and Senior standing.

MGT 446. Entrepreneurship (EL). 3 Hours.

This class is an examination of the characteristics of a successful entrepreneur as a person who has the need to build and create something new. Emphasis is on the application of entrepreneurship to small businesses, new ventures, established businesses and franchises. Prerequisite: MGT 395.

MGT 465. Production and Operations Management. 3 Hours.

This class is an introduction to the problems and practices involved in the manufacturing and service industry. Topics include production and operations strategies, facilities location and layout, production planning and scheduling, inventory management and quality control. Prerequisite: MGT 395.

MGT 475. Management Science. 3 Hours.

This course is a survey of modern quantitative techniques in business decision-making. The application of both deterministic and probabilistic models is included. Prerequisite: MATH 1342.

MGT 476. Business Data Analytics II. 3 Hours.

This course introduces predictive analytics and prescriptive analytics. Predictive analytics seeks to predict what could occur in the future, and includes forecasting techniques, data mining and Monte Carlo simulation. Prescriptive analytics investigates what should occur in the future and includes optimization models. Prerequisite: MGT 324 or SCM 324 or SCM 325 or MATH 1342.

MGT 489. Individual Study. 3 Hours.

This course provides individual instruction. Students may repeat the course when topics vary.

MGT 490. Senior Design I. 3 Hours.

Projects involve beginning to create a business plan for the design of a device, circuit system, process, or algorithm. Topics covered include, project planning and management, and project costs, and include aspects of ethics in engineering design, safety, environmental considerations, economic constraints, liability, manufacturing, and marketing. Projects are carried out using a team-based approach and selection and analysis of a design project to be continued in MGT 491 is carried out. Written progress reports, a proposal, a final report, and oral presentations are required. Cross-listed with CS 490 and EE 490. Credit can only be awarded for one course. Prerequisite: Junior or Senior classification.

MGT 491. Senior Design II. 3 Hours.

Business plans for the device, circuit system, process, or algorithm designed by engineering students that were started in the previous semester will be completed. Written progress reports, a final report, design manuals, and oral presentations are required. Cross-listed with CS 491 and EE 491. Credit can only be awarded for one course. Prerequisite: MGT 490, and Junior or Senior classification.

MGT 495. Human Resource Management. 3 Hours.

This course explores the principles, policies, and practices currently related to the organization and administration of a human resource management department; employment, promotion, and retirement; comparative analysis of such human resource practices as performance evaluation instruments, job evaluation, safety and welfare programs. Prerequisite: MGT 395.

MGT 497. Special Topics. 3 Hours.

Instructors will provide an organized class designed to cover areas of specific interest. Students may repeat the course when topics vary.

MGT 498. Human Resource Selection. 3 Hours.

Selection is the process of collecting and evaluating information about an individual in order to extend an offer of employment. Such employment could be either a first position for a new employee or a different position for a current employee. The selection process is performed under legal and environmental constraints and addresses the future interests of the organization and of the individual. Prerequisite: MGT 495.

Faculty

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