



## Contact Information:

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## Resources:

### Management Website

<http://www.jmu.edu/cob/management/index.shtml>

### Careers in Management

<http://www.uncwil.edu/stuaff/career/majors/management>

### Financial Managers

<http://www.bls.gov/oco/ocos010.htm>

### JMU Society for Human Resource Management (SHRM)

<http://orgs.jmu.edu/shrm/>

### Students in Free Enterprise (SIFE)

<http://www.jmu.edu/cob/cfe/sife.shtml>

### Net Impact

Contact Carol Hamilton at  
540-568-3412

## WHAT IS A MANAGEMENT MAJOR?

Management is simply achieving accomplishments with others. It is the most broadly applicable skill-set taught in the College of Business, being useful in both the private and public sector and at all levels of organizations. After all, the common denominator of almost every job is interacting with other people.

What any of us can accomplish on our own is bounded by our talents and attributes. However, when we work together, our achievements can be staggering. Management is the systematic inquiry into: 1) the skills that facilitate working together; 2) the tasks that managers must perform; and 3) the contexts that serve to inform and constrain managerial discretion.

Management is a dynamic profession. Skills that are helpful to managers when interacting with employees and customers include communication, negotiations and empathy. But it does not end there. Managers must be mindful of the broader economic, social, political and technological environment that influences their discretion and provides context for their actions. In addition, managers are often well served by thinking in an ethical manner, realizing that who they are as a manager is inexorably tied to who they are as a person.

Students in management study functions of management, human behavior, motivation and related subjects such as human resource management, management of technology and entrepreneurship. Understanding these areas is especially helpful with common tasks that managers perform in organizations such as: establishing organizational goals; developing long and short range strategies; using managerial tools to forecast future developments in the economy, the industry and the organization; and providing direction and coordination of the organizational workforce.

At JMU we offer concentrations in Human Resource Management (HRM) and Technology, Innovation and Entrepreneurship (TIE), although a majority of our majors prefer to have no concentration at all. The HRM concentration is designed for management majors who want to focus on human resource aspects of work force recruitment, selection, training, development and evaluations of employees. TIE is designed for management majors who desire careers in technology related or entrepreneurial environments in small firms as well as large, established corporations.

## CAREER POSSIBILITIES

- Solutions Manager
- Account Manager
- Business Consultant
- Business Owner
- Claims Adjuster
- Recruiter
- Contract Administrator
- Convention Coordinator
- Corporate Trainer
- Development Officer
- Entrepreneur
- Events Planner
- Facilities Manager
- Fundraiser
- Health Care Administrator
- Human Resource Administrator
- Job Analyst
- Operations Manager
- Payroll Specialist
- Production Supervisor
- Public Administrator
- Sports Agent
- Stadium Manager
- Store Manager
- Training/Development Director
- Project Manager
- Human Resources Generalist or Specialist
- Management Consultant/Analyst
- Operations or Logistics Manager

## B.B.A. CORE COURSE CURRICULUM

### B.B.A. Lower-Level Core

COB 191. Business and Economics Statistics  
 COB 202. Interpersonal Skills  
 COB 204. Computer Information Systems  
 COB 218. Legal Environment of Business  
 COB 241. Financial Accounting  
 COB 242. Managerial Accounting  
 COB 291. Introduction to Management Science  
 ECON 201. Principles of Economics  
 GECON 200. Macroeconomics  
 MATH 205 or MATH 235. Calculus

### B.B.A. Upper-Level Core

COB 300A. Integrated Functional Systems: Management  
 COB 300B. Integrated Functional Systems: Finance  
 COB 300C. Integrated Functional Systems: Operations  
 COB 300D. Integrated Functional Systems: Marketing  
 COB 487. Strategic Management

#### Notes:

COB 191 and MATH 205 are prerequisites for COB 291.  
 COB 241 is a prerequisite for COB 242.  
 MATH 220 may be substituted for COB 191.  
 COB 300 A-D must be taken in the same semester.  
 COB 487 is taken in the senior year.

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## MAJOR REQUIREMENTS for MANAGEMENT

|                                 |            |
|---------------------------------|------------|
| General Education               | 41 hours   |
| B.B.A lower-level core courses  | 30 hours   |
| B.B.A. upper-level core courses | 15 hours   |
| Non-Business Electives hours    | 8-11 hours |
| Management Courses              | 24 hours   |

#### Required Courses:

MGT 340. International Management  
 MGT 365. Human Resource Management  
 MGT 390. Organizational Behavior

#### Plus one applied course from the following:

MGT 372. Entrepreneurship  
 MGT 494 or MGT 495. Internship  
 MGT 467. Human Resource Strategy and Implementation.

Students in management may choose to concentrate in human resource management or technology, innovation and entrepreneurship (TIE). Concentration requirements can be found in the course catalog.

All business majors must complete 60 non-business credit hours which include general education courses.

A minimum of 120 hours is required for graduation as well as an overall grade point average of 2.00 and a 2.00 within the major.

The remaining four management courses will be determined by whether a student chooses a concentration. Students who do not pursue a concentration may choose any five management courses, one of which must be an applied course, to fulfill their degree requirements.



### College of Business Acceptance Requirements

The College of Business has acceptance requirements for all three degrees (B.A., B.B.A., and B.S.). All students planning to take upper-level business courses must first be accepted. For more information on current requirements, contact the College of Business Academic Services Center in Suite 205 of Zane Showker Hall or call 540-568-2785.