Course Descriptions

Management (MGT)

Undergraduate Courses

3370. Organization and Management (3). Prerequisite: Minimum cumulative 2.75 Texas Tech GPA. The management function; basic principles, concepts, and practices in the operation of organizations.

3374. Managing Human Resources (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Principles and methods in human resources management.

3375. Entrepreneurship: New Value Creation (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Introduces students to the knowledge and modes of thinking that are basic to new value creation.

3376. Organizational Behavior (3). Prerequisite: B or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Focuses on managerial and employee attitudes and behavior. Topics include performance, job satisfaction, motivation groups, and task design.

3379. Advanced Organization and Management (3). Prerequisite: B or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Study of the design and management of organizations in considerable depth beyond the basic course.

4370. Consulting to Entrepreneurial Organizations (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Field Project in the Lubbock Community. Not an in-classroom course.

4373. Leadership Ethics (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Alternative perspectives of leadership and ethics are explored and applied to emergent ethical issues facing organizations.

4374. International Entrepreneurship (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors); minimum cumulative 3.0 Texas Tech GPA. Focuses on how entrepreneurs and firms recognize and fulfill opportunities for wealth creation in an international context.

4375. International Management (3). Prerequisite: C or better in MGT 3370 and 3376 (business majors) or BA 3305 (non-business majors). Exploration of organization and management issues in international enterprise.

4376. Entrepreneurship: Discovering Entrepreneurial Opportunities (3). Prerequisite: C or better in MGT 3370 (business majors) or BA 3305 (non-business majors). Generates and refines entrepreneurial process, opportunity discovery, and entrepreneurial thinking skills; develops the knowledge base for entrepreneurial idea assessment and problem-solving skills required for application to the recognition of viable opportunities.

4377. Family Enterprise (3). Prerequisite: Previous experience in a family business or intent to establish a family business. Exploration of major issues and strategies for initiating, building and managing a family business.

4380. Strategic Management (3). Prerequisite: Business students in their final semester with a C or better in BLAW 3391, ISQS 3344, FIN 3320, MGT 3350, MGT 3370, and MGT 3373 or BCOM 3373. Strategy is an integrative course focusing on an organization’s pursuit of superior economic performance by deciding what business to be in and how to compete. (Writing Intensive)

4381. Individual Problems in Management (3). Prerequisite: Consent of instructor. For students with high academic achievement who are interested in enhancing their degree program by pursuing individual research or study under the guidance of a management faculty member.

4382. Internship in Management (3). Prerequisite: Approval prior to employment. Permits students to apply the concepts, principles, and techniques learned in the classroom. Up to 3 hours of internships can be applied toward a degree program.

B.B.A. in Management

Recommended Upper-Division Curriculum

<table>
<thead>
<tr>
<th>Fall</th>
<th>Spring</th>
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<tbody>
<tr>
<td>BEO 4310, Applied Bus. Economics*</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3320, Financial Management</td>
<td>3</td>
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<tr>
<td>MGT 3370, Organization &amp; Mgt.</td>
<td>3</td>
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<tr>
<td>BCOM 3373, Managerial Comm.</td>
<td>3</td>
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<tr>
<td>MGT 3350, Intro. to Marketing</td>
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<td>TOTAL</td>
<td>15</td>
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</tbody>
</table>

| TOTAL | 12 |

Minimum hours required for graduation: 120

Graduate Courses

5199. M.B.A. Capstone (1). Prerequisite: Completion of, or concurrent enrollment in, all of the M.B.A. core courses. Integration and review of all M.B.A. core courses; comprehensive exam over all M.B.A. courses; evaluation of individual management skills.