Programs in the Department of Management prepare students in basic business functions as well as the process of management. These professional programs are designed to impart knowledge that will assist future managers to be good decision makers for their organizations. The professional programs are Human Resources Management (HRMN), Business Administration (BSAD), Management (MNGT), and Entrepreneurship and Family Business (ENFB). College of Business pre-requisites are strictly enforced. Junior standing and compliance with College of Business academic standards are required for all 3000 and above level courses.

**Human Resources Management**

The Human Resources Management program provides a comprehensive education in human resources management. The primary goals are to provide knowledge and experience, oriented toward practical, on-the-job applications and to prepare students for entry-level positions in private and public sector organizations. In addition, the program provides excellent preparation for graduate or professional studies in Human Resources Management.

**Business Administration**

The Business Administration program is an interdepartmental degree designed to provide maximum course flexibility and a broad-based preparation for future career opportunities. Students are required to demonstrate basic oral and written communication skills, familiarity with technological tools, and an understanding of the interrelationship between the United States and foreign countries with a comprehensive education in business management. The Business Administration program prepares students for entry-level managerial and staff responsibilities in business, government, and non-profit organizations.

**Entrepreneurship and Family Business**

The Entrepreneurship and Family Business program offers an opportunity for students to gain insight into the criteria necessary for new ventures and for the managing of family-oriented business endeavors. Focus of the curriculum is on both start-up activities and the development of skills necessary to manage publicly-held and privately-owned entrepreneurial operations.

**Management**

The Management program provides students a comprehensive overview of the skills necessary to compete in a managerial position in business. The program emphasizes such areas as behavioral dynamics, leadership skills, project management, business processes and logistics, international relations, as well as the management of information technology. It is designed to focus on those issues generic to both the manufacturing and service industries. These management skills, when complemented with the solid foundation provided by the business core courses, equip students with the necessary knowledge to become successful managers. One unique aspect of the program is a community service project geared toward helping the students understand the importance of community service and philanthropy in today’s global economy.

**Majors**

- Human Resources Management (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/humanresourcesmanagement_major)
- Business Administration (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/businessadministration_major)
- Entrepreneurship and Family Business (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/entrepreneurshipandfamilybusiness_major)
- Management (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/management_major)

**Minor**

- Entrepreneurship and Family Business (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/entrepreneurshipandfamilybusiness_minor)
- Human Resource Management (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/humanresourcemanagement_minor)
- Organizational Development and Change (http://bulletin.auburn.edu/undergraduate/collegeofbusiness/departmentofmanagementmngt/organizationaldevelopmentandchange_minor)
Entrepreneurship Family Bus Courses

**ENFB 4140 ESSENTIALS OF ENTREPRENEURSHIP (3)** LEC. 3. Pr. (ECON 2030 or ECON 2033 or ECON 2037) and (P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107) and (P/C MKTG 3310 or P/C MKTG 3313 or P/C MKTG 3317) and (P/C FINC 3610 or P/C FINC 3613 or P/C FINC 3617). The application of basic business principles to the entrepreneurial environment.

**ENFB 4160 FAMILY BUSINESS MANAGEMENT (3)** LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. Study of aspects of managing an established family business, on a day-to-day basis, and of planning for succession to the next generation.

**ENFB 4170 MANAGING ENTREPRENEURIAL START-UPS (3)** LEC. 3. Pr. ENFB 4140. Study of aspects of managing and marketing concepts and processes that can be utilized to launch new ventures or a new division within an existing business.

**ENFB 4180 GROWTH STRATEGIES FOR EMERGING COMPANIES (3)** LEC. 3. Pr. ENFB 4140. Study of the important aspects of starting and managing a franchise business.

**ENFB 4190 NEW VENTURE CREATION (3)** LEC. 3. Pr. ENFB 4140. Analysis of industrial, competitive, market and financial aspects of starting a business.

**ENFB 4200 BUSINESS PLAN FOR THE NEW VENTURE (3)** LEC. 3. Pr. ENFB 4140. Application of entire business education and experience to a practical, hands-on project.

**ENFB 4210 CORPORATE VENTURING-ENTREPRENEURS IN ORGANIZATIONS (3)** LEC. 3. Pr. ENFB 4140 and ENFB 4190. Study of the entrepreneurial process as it applies to the operations of a department or functional area within an established organization.

**ENFB 4920 INTERNSHIP (1-6)** INT. SU. Pr. 2.50 GPA. Approval by departmental intern program committee. Course may be repeated for a maximum of 6 credit hours.

**ENFB 4950 SEMINAR IN ENTREPRENEURSHIP AND FAMILY BUSINESS (1-10)** SEM. Course may be repeated for a maximum of 10 credit hours.

**ENFB 5900 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

**ENFB 5960 SPECIAL PROBLEMS (1-3)** IND. Independent study investigating current literature in management. Course may be repeated for a maximum of 3 credit hours.

**ENFB 6900/6906 DIRECTED STUDIES (1-3)** IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

**ENFB 6960/6966 SPECIAL PROBLEMS (3)** IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

Human Resource Mngt Courses

**HRMN 3420/3423 HUMAN RESOURCE MANAGEMENT (3)** LEC. 3. Pr. P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107 or P/C MNGT 3810. Management of human resources dealing with selection, training, placement, appraisal, compensation, and employee representation.

**HRMN 4430 LABOR RELATIONS (3)** LEC. 3. General survey of the development of collective bargaining, major provisions of labor law, and bargaining issues of craft and industrial unions.

**HRMN 4920 INTERNSHIP (1-6)** AAB/INT. SU. Pr. 2.50 GPA. Approval by departmental intern program committee. Course may be repeated for a maximum of 6 credit hours.

**HRMN 4950 SEMINAR IN HUMAN RESOURCE MANAGEMENT (1-10)** SEM. Course may be repeated for a maximum of 10 credit hours.

**HRMN 5460 HUMAN RESOURCE LEGISLATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Legislation that impacts the management of human resources within the organization.

**HRMN 5470 EMPLOYEE COMPENSATION (3)** LEC. 3. Pr. HRMN 3420 or HRMN 3423. Modern compensation systems, strategic planning, wage and salary management, benefits administration and pay incentive development.
HRMN 5480 LABOR RELATIONS LAW (3) LEC. 3. Legal principles and issues under the Labor Management Relations Act and related laws. Case problem analysis.

HRMN 5510 HUMAN RESOURCE PLANNING, DEVELOPMENT, AND APPRAISAL (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Theory, practice and design of managerial systems in these functions.

HRMN 5520 HUMAN RESOURCES AND ORGANIZATIONAL RESEARCH (3) LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). Human resource problems studied through a project involving data collection, analysis and a research report.

HRMN 5540 HUMAN RESOURCES SELECTION AND PLACEMENT (3) LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). A review of contemporary issues involved in administering a program for selecting employees.

HRMN 5550 HUMAN RESOURCE INFORMATION SYSTEMS (3) LEC. 3. Importance, nature, and application of a modern human resource information systems.

HRMN 5900 DIRECTED STUDIES (1-3) IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

HRMN 5960 SPECIAL PROBLEMS (1-3) IND. Independent study investigating current literature in management. Course may be repeated for a maximum of 6 credit hours.

HRMN 6460/6466 HUMAN RESOURCE LEGISLATION (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Legislation that impacts the management of human resources within the organization.

HRMN 6470/6476 EMPLOYEE COMPENSATION (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Study of the theory, procedures, techniques, and practices used to administer modern organization compensation systems.

HRMN 6480/6486 LABOR RELATIONS LAW (3) LEC. 3. Study of legal principles under the Labor Management Relations Act and related labor laws. Case problems and current legal issues are analyzed.

HRMN 6510/6516 HR PLANNING DEV AND APPRAISAL (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Theory, practice, and design of managerial systems and these functions.

HRMN 6520/6526 HUMAN RESOURCE AND ORGANIZATIONAL RESEARCH (3) LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). Study of human resource problems through a primary research project involving data collection, analysis, and written research report.

HRMN 6540/6546 HUMAN RESOURCES SELECTION AND PLACEMENT (3) LEC. 3. Pr. (HRMN 3420 or HRMN 3423) and (BUAL 2600 or STAT 2010 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). A review of contemporary issues involved in administering a program for selecting employees.

HRMN 6550 HUMAN RESOURCE INFORMATION SYSTEMS (3) LEC. 3. Importance, nature, and application of a modern human resource information systems.

HRMN 6900/6906 DIRECTED STUDIES (1-3) IND. SU. Departmental approval. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

HRMN 6960/6966 SPECIAL PROBLEMS (3) IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

HRMN 7080/7086 ADVANCED HUMAN RESOURCE MANAGEMENT (3) LEC. 3. Advanced study of the role of personnel and human resource management. Topics include employee selection, performance appraisal, compensation, training, and development.


HRMN 7990 RESEARCH AND THESIS (1-10) MST. Departmental approval. Research on thesis or research project. Course may be repeated with change in topics.
Management Courses

MNGT 3010 PROFESSIONAL DEVELOPMENT IN MANAGEMENT (1) LEC. 1. SU. Pr. (P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107). Career planning and preparation for employment in a management position.


MNGT 3460/3463 ORGANIZATIONAL BEHAVIOR (3) LEC. 3. Pr. P/C MNGT 3100 or P/C MNGT 3103 or P/C MNGT 3107 or P/C MNGT 3810. Study, analysis and application of theories and techniques for understanding, predicting and managing human behavior in the organizational context.

MNGT 3810 MANAGEMENT FOUNDATIONS (3) LEC. 3. Management Foundations is a broad based introductory course that will focus on management functions and applications of management principles. This course is not open to undergraduates majoring in business. Junior standing. May count either MNGT 3100 or MNGT 3810.

MNGT 3970 GLOBAL PERSPECTIVES IN BUSINESS IN SPAIN (6) LEC. 6. The objective of the course is to learn about business in Spain by immersing the student totally into the Spain language and culture. Course may be repeated for a maximum of 12 credit hours.

MNGT 4100 MANAGEMENT IN GLOBAL BUSINESS ENVIRONMENT (3) LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. Issues unique to managing operations in the global business environment.

MNGT 4400 ORGANIZATIONAL CHANGE (3) LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. The complexities involved in implementing change in organizations.

MNGT 4600 COMMUNITY SERVICE PROJECT (1) LEC. 1. Application of applying business principles to applications learned from working with actual businesses/community issues.

MNGT 4610 INTERNATIONAL FIELD ANALYSIS PROJECT COURSE (3) LEC. 3. Field analysis team projects with local or multinational organizations in a foreign county. Course will be taught in conjunction with COB International Studies Programs.

MNGT 4690 ETHICAL ISSUES IN MANAGEMENT (3) LEC. 3. Pr. (MNGT 3100 or MNGT 3103 or MNGT 3107) and (FINC 3610 or FINC 3613 or FINC 3617). The course is designed to help students gain a better understanding of how ethical dilemmas can impact managerial decisions.

MNGT 4800/4803 STRATEGIC MANAGEMENT (3) LEC. 3. Pr. (MKTG 3310 or MKTG 3313 or MKTG 3317) and (MNGT 3100 or MNGT 3103 or MNGT 3107) and (FINC 3610 or FINC 3613 or FINC 3617). Objectives, strategy, and policies pertaining to a total organization. Problem-solving and the relationship between the functional areas of an organization. College of Business Information Technology requirement.

MNGT 4807 HONORS STRATEGIC MANAGEMENT (3) LEC. 3. Pr. Honors College. Objectives, strategy, and policies pertaining to a total organization. Problem-solving and the relationship between the functional areas of an organization.

MNGT 4890 STRATEGIC ENVIRONMENTAL MANAGEMENT (3) LEC. 3. Pr. MNGT 3100 or MNGT 3103 or MNGT 3107. Course will examine the continuous relationship between the natural environment, strategy, and competitive advantage from both domestic and international perspectives.

MNGT 4920 INTERNSHIP (1-6) AAB/INT. SU. Pr. 2.50 GPA. MNGT 3100. Approval by departmental intern program committee. Course may be repeated for a maximum of 6 credit hours.

MNGT 4950 SEMINAR IN MANAGEMENT (1-10) AAB/SEM. Course may be repeated for a maximum of 10 credit hours.

MNGT 4967 HONORS SPECIAL PROBLEMS (1-3) LEC. Pr. Honors College. Directed readings on a topic of special interest. Course may be repeated for a maximum of 3 credit hours.

MNGT 4997 HONORS THESIS (1-3) LEC. Pr. Honors College. Directed honors thesis research. Course may be repeated for a maximum of 3 credit hours.
MNGT 5560 LEADERSHIP (3) LEC. 3. Facilitates the understanding of leadership and allows student to examine their own leadership behaviors.

MNGT 5900 DIRECTED STUDIES (1-3) IND. SU. Independent study on current topics in management. Course may be repeated for a maximum of 6 credit hours.

MNGT 5960 SPECIAL PROBLEMS IN MANAGEMENT (1-3) AAB/IND. Departmental approval. Independent study investigating current literature in management. Course may be repeated for a maximum of 6 credit hours.

MNGT 6300/6306 THE BUSINESS OF SPORTS (3) LEC. 3. Pr. (MNGT 3100 or MNGT 3103 or MNGT 3107 or MNGT 3810) and (ECON 2020 or ECON 2023 or ECON 2027) and (BUAL 2600 or STAT 2010 or STAT 2017 or STAT 2510 or STAT 2513 or STAT 2610 or STAT 3010). Business aspects of sports teams including sources of revenue, labor market, revenue sharing, salary cap and free agency.

MNGT 6350/6356 COMPETITIVE SERVICE ENTERPRISES (3) LEC. 3. Pr. BUSI 7220 or BUSI 7226. Provides MBA students with a working model of service operations and lets them explore how information technology can be used to re-engineer the service process.

MNGT 6466 HUMAN RESOURCE LEGISLATION (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Legislation that impacts the management of human resources within the organization.

MNGT 6476 EMPLOYEE COMPENSATION (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Study of the theory, procedures, techniques, and practices used to administer modern organization compensation systems.

MNGT 6486 LABOR RELATIONS LAW (3) LEC. 3. Study of legal principles under the Labor Management Relations Act and related labor laws. Case problems and current legal issues are analyzed.

MNGT 6516 HUMAN RESOURCE PLANNING, DEVELOPMENT AND APPRAISAL (3) LEC. 3. Pr. HRMN 3420 or HRMN 3423. Theory, practice, and design of managerial systems and these functions.

MNGT 6526 HUMAN RESOURCE AND ORGANIZATIONAL RESEARCH (3) LEC. 3. Pr. (STAT 2610 or HRMN 3420 or HRMN 3423) and MNGT 3420. Study of human resource problems through a primary research project involving data collection, analysis and written research report.

MNGT 6546 HUMAN RESOURCES SELECTION AND PLACEMENT (3) LEC. 3. Pr. (P/C STAT 2610 or HRMN 3420 or HRMN 3423) and MNGT 3420. A review of contemporary issues involved in administering a program for selecting employees.

MNGT 6560 LEADERSHIP (3) LEC. 3. Facilitates the understanding of leadership and allows student to examine their own leadership behaviors.

MNGT 6900/6906 DIRECTED STUDIES (1-3) IND. SU. Departmental approval. Independent study on current topics in management. Course may be repeated for a maximum of 3 credit hours.

MNGT 6960/6966 SPECIAL PROBLEMS (1-3) AAB/IND. Departmental approval. General management theories, practices, and functions in industry and business. Individual work with a designated faculty member. Course may be repeated for a maximum of 6 credit hours.

MNGT 7150/7156 MANAGING ORGANIZATIONAL CHANGE (3) LEC. 3. Departmental approval. Advanced study of organizational behavior in individual and group interactions within the environment of business organizations.

MNGT 7160/7166 STRATEGIC MANAGEMENT OF INNOVATION AND TECHNOLOGY (3) LEC. 3. Development of competitive advantages in high-technology businesses. Examines product/service innovation and technology development and commercialization strategies, and related issues and processes.

MNGT 7420/7426 SEMINAR IN ORGANIZATION CHANGE (3) SEM. 3. Pr. MNGT 7150 or MNGT 7156. The diagnostic and evaluation issues in organizational change.

MNGT 7720/7726 OPERATIONS AND TECHNOLOGY STRATEGY (3) LEC. 3. Pr. P/C BUSI 7220 or P/C BUSI 7226. Development of upper management decision skills for developing and implementing manufacturing and technology strategies through case analyses and a field project.

MNGT 7906 SPECIAL PROBLEMS (1-3) DSL. SU. Course may be repeated for a maximum of 3 credit hours.
MNGT 7970 SPECIAL TOPICS IN MANAGEMENT (3) LEC. 3. Departmental approval. Current topics in management.

MNGT 8030 RESEARCH METHODS IN MANAGEMENT I (3) LEC. 3. Pr. MNGT 8400. Research methodologies used in conducting research with emphasis on empirical organizational behavior research methods. A graduate-level course taken in major field, and working knowledge of SPSS or SAS.

MNGT 8040 RESEARCH METHODS IN MANAGEMENT III (3) LEC. 3. Pr. MNGT 8030. Development of research skills and experience in writing an empirical research article based on research proposal developed in MNGT 8030.

MNGT 8300 SEMINAR IN ADVANCED ORGANIZATION THEORY (3) LEC. 3. Departmental approval. Advanced study of theories and research in organization theory.

MNGT 8310 SEMINAR IN ADVANCED ORGANIZATIONAL BEHAVIOR (3) LEC. 3. Departmental approval. Advanced study of theories and research in organizational behavior. Overarching organizational behavior paradigms and theoretical perspectives and research findings at the individual and group levels of analysis.

MNGT 8320 SEMINAR IN STRATEGY IMPLEMENTATION (3) LEC. 3. Departmental approval. Review of the major theoretical perspectives and the empirical literature supporting the research field of strategic management with an emphasis on strategy implementation.

MNGT 8330 SEMINAR IN STRATEGY FORMULATION (3) LEC. 3. Departmental approval. Review of the major theoretical perspectives and the empirical literature supporting the research field of strategic management with an emphasis on strategy formulation.

MNGT 8400 ADVANCED QUANTITATIVE METHODS FOR MANAGEMENT I (4) LEC. 3. LAB. 1. Pr. STAT 7000. Study of the application of linear regression analysis to business research. First advanced course in applied linear statistics models. STAT 7000 or approved equivalent.

MNGT 8410 ADVANCED QUANTITATIVE METHODS FOR MANAGEMENT II (3) LEC. 3. Pr. MNGT 8400. Departmental approval. Introduction to multivariate techniques in business research. Study of the theory and applications of ANOVA, ANCOVA, MANOVA, MANCOVA, Discriminate Analysis & Polytomous Logistic Regression.

MNGT 8420 ADVANCED QUANTITATIVE METHODS FOR MANAGEMENT III (3) LEC. 3. Pr. STAT 7000 and MNGT 8400 and MNGT 8410. or equivalents. Third course in statistical modeling. Emphasis on applications of Principal Components Analysis, and Structural Equation Modeling to management research.

MNGT 8700 SEMINAR IN ADVANCED HUMAN RESOURCE MANAGEMENT (3) LEC. 3. Departmental approval. Examination of empirical issues and technical considerations pertaining to the human resource management function in organizations

MNGT 8740 COMPENSATION THEORY (3) LEC. 3. An examination of compensation theory, design technology, and research methodologies used in developing and analyzing compensation systems.

MNGT 8800 APPRAISAL AND DEVELOPMENT OF HUMAN RESOURCES (3) LEC. 3. Departmental approval. Examination of empirical issues pertaining to the performance appraisal and human resource development functions of organizations.

MNGT 8820 ORGANIZATIONAL CHANGE RESEARCH METHODS (3) LEC. 3. Pr. MNGT 7150 or MNGT 7156. The study and application of research methods to conduct organizational diagnoses and to assess organizational effectiveness. Special emphasis is placed on qualitative methods.

MNGT 8850 ADVANCED HUMAN RESOURCE SELECTION (3) LEC. 3. Pr. MNGT 7080 or HRMN 7080 or HRMN 7086. Study of the technical considerations involved in the implementation of employee selection programs. Departmental approval; graduate statistics course.

MNGT 8990 RESEARCH AND DISSERTATION (1-10) DSR. Course may be repeated with change in topics.