

# Management (BSBA)

## Degree Requirements

### Bachelor Of Science In Business Administration Degree Requirements - Major In Management

To graduate, students complete a minimum of 122 semester hours with an overall institution grade-point average (GPA) of 2.0 (38 hours of general education requirements and 84 hours of business courses). In addition, a grade of at least C is required in each of the Basic Business Techniques courses and a 2.0 GPA is required in the 300-level business core courses, and a 2.0 GPA is required for all courses counted in the Management Major, which include the following:

Concentration in Entrepreneurship	Course Description	Credit Hours
MGT 334	International Management	3
MGT 340	Organizational Behavior	3
MGT 351	Human Resource Management	3
MGT 345	Innovation and Creativity	3
MGT 355	Legal and Financial Aspects of Entrepreneurship	3
MGT 365	New Venture Creation	3
MGT 483	Social Entrepreneurship	3
Choose two electives from the following:		6
MGT 347	Franchising	
MGT 356	Strategic Issues in Family Business	
MKT 384	Market Research	
MKT 350	Internet Marketing	
MKT 381	Sales Management and Personal Selling	
MGT 462	Negotiation and Dispute Resolution	
FIN 370	Working Capital Management	
Concentration credit hours in General Management		27

Concentration in General Management	Course Description	Credit Hours
MGT 334	International Management	3
MGT 340	Organizational Behavior	3
MGT 351	Human Resource Management	3
MGT 492	Management Analysis and Consulting	3
Choose five electives from the following:		15
MGT 311	Legal Environment of Business II	
MGT 345	Innovation and Creativity	
MGT 347	Franchising	

MGT 355	Legal and Financial Aspects of Entrepreneurship	
MGT 356	Strategic Issues in Family Business	
MGT 357	Leadership	
MGT 390	Total Quality Management	
MGT 430	Operations Research	
MGT 441	Service Operations	
MGT 450	Organizational Staffing	
MGT 451	Employee Training and Development	
MGT 452	Employment Law	
MGT 454	Compensation Administration	
MGT 455	Labor-Management Relations	
MGT 460	Organization Development and Change	
MGT 462	Negotiation and Dispute Resolution	
MGT 470	High Performance Organizations	
MGT 483	Social Entrepreneurship	
Concentration credit hours in General Management		27

Concentration in Human Resources Management	Course Description	Credit Hours
MGT 334	International Management	3
MGT 340	Organizational Behavior	3
MGT 351	Human Resource Management	3
MGT 450	Organizational Staffing	3
MGT 452	Employment Law	3
MGT 454	Employee Compensation	3
MGT 475	Strategic Human Resource Management	3
Choose two electives from the following:		6
MTG 357	Leadership	3
MGT 451	Employee Training and Development	3
MGT 455	Labor-Management Relations	3
MGT 460	Organization Development and Change	3
MGT 462	Negotiation and Dispute Resolution	3
MGT 470	High Performance Organizations	3
Concentration credit hours in General Management		27

## Department Information

---

Department of Management	(251) 460-6411
Chair	William Gillis
Professor Emeritus	Paul Pietri, Carl Moore, Robert Shearer, Donna Retzlaff-Roberts, Marjorie Icenogle
Professors	Finney, Gillis, Maes, Mosley, Pearce, Turnipseed, Woodford
Associate Professor	Weldy
Assistant Professors	Eastburn, Nelson, Smith, M. Wassenaar
Senior Instructor	King
Instructor	Smith D.

Department of Management website  
<https://www.southalabama.edu/colleges/mcob/management/index.html>

"Management is doing things right; leadership is doing the right things." - Peter Drucker

### Discover Management

---

A majority of our faculty has extensive practical experience in their fields. They've dealt first hand with the challenges businesses and corporations face, and have a passion for sharing their knowledge. They're committed to nurturing the professional development of students so they graduate with the skills, initiative, integrity and sense of teamwork required in the workplace.

The Department of Management has the following degree options: Entrepreneurship, General Management, and Human Resource Management. The department also manages the On-line General Business Major.

### Entrepreneurship Concentration

---

Entrepreneurship is the key to economic growth for the United States and the Central Gulf Coast region. The Entrepreneurship concentration is designed to create an "innovation" focused mindset that produces entrepreneurs and entrepreneurial leaders in ALL sectors of the society including: starting businesses, working in financing careers, innovative educators, franchise owners, corporate entrepreneurs, economic development officials and social entrepreneurs. The concentration allows students to choose a combination of courses that best match their interests and entrepreneurial opportunities.

### General Management Concentration

---

The General Management concentration offers courses designed to give students a solid foundation in the field of Management and enable them to become effective managers, problem-solvers, and decision-makers in the world of business, industry, and government. Emphasis is placed upon problem solving, and managerial decision-making. The thrust of the curriculum is to give students insight into the means for improving the productivity and efficiency of modern organizations.

### Human Resource Management Concentration

---

Managers have become aware of the significant impact of effective utilization of the human resources in an organization. As a result, the Human Resource Manager has become a key person on the top management team. The Human Resource Management concentration provides students with the skills and knowledge to become a proficient practitioner in this leading organizational field.

## On-line General Business Major

---

The on-line general business major is designed for students that have completed, or are in the process of completing, the freshman and sophomore level degree requirements and who desire to complete a business degree through the on-line delivery of the junior and senior level requirements.

The program assumes the student has completed 62 credit hours of general education and sophomore level business requirements. Students enrolled in the general business on-line degree program must complete 60 credit hours of junior and senior requirements and all of these courses are available on-line each year, but not every semester.

The on-line courses curriculum allows the student to complete the program in two years or five semesters. Although the curriculum is set up for a five semester sequence, students are not required to complete the courses in the listed sequence. Additionally, students are not required to enroll in a certain number of courses each semester to participate in the on-line degree program.

For additional information about the on-line program or for academic advising, please contact the:

Office of Student Services  
Mitchell College of Business  
MCOB 110  
Phone: (251) 460-7167  
E-mail: [mcobadviser@southalabama.edu](mailto:mcobadviser@southalabama.edu)