

UNDERGRADUATE CURRICULUM PROPOSAL COVER SHEET

Title of Proposal – Must begin with Department Abbreviation:

MGT 4140 Managerial Decision-Making as an elective in the MGT concentrations: General Management, Human Resource Management; Industrial Management

Check One: Full Proposal or Information Item

Effective Date for Curricular Offering: Fall 2012

FROM: Lawrence Ettkin, Management, Fletcher Hall 404, 425-4403, lawrence-ettkin@utc.edu
(proposal originator: include spokesperson's name, department, office number, telephone, e-mail)

Does this require new resources from the originating department or other department? No
Please attach explanation if yes.

Faculty of the originating department approved this proposal on September 19, 2011 (date),
by a vote of 16 aye votes; 0 nay votes; 0 abstentions; 0 eligible voting members absent

The following have examined this proposal:

Dept Head/Director: Lawrence Ettkin  approve neutral disapprove*
(printed name) signature

College Curriculum Committee Date: 11-3-11 Vote: 10-0-0 Signature of Chair: Chris Bratton

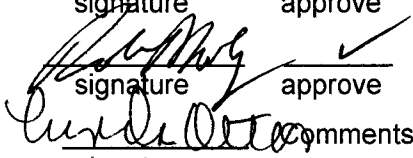
Spokespersons for Affected Departments:

(name, department, date) signature approve neutral disapprove*

(name, department, date) signature approve neutral disapprove*

(name, department, date) signature approve neutral disapprove*

(name, department, date) signature approve neutral disapprove*

Dean/Director: _____  approve neutral disapprove*
signature

University Registrar: Linda Orth _____
(printed name) signature comments:

^{Assoc} Provost: Phil Oldham Jocelyn Sanders _____
(printed name) signature approve neutral disapprove*

*Those who disapprove may attach an explanation

ACTIONS on this proposal:	Curriculum Committee	Faculty Senate
Date the proposal was considered	_____	_____
Vote of the body:	_____	_____
Accepted as information item (indicate date)	_____	_____
Approved as submitted (indicate date)	_____	_____
Approved with amendments (amendments indicated and transmitted to all signatories above, date):	_____	_____
Signature of Chair:	_____	_____

**Proposal to Add Elective in Management Major
MGT 4140 Managerial Decision-Making
Department of Management**

Catalog Description

(3) Credit Hours

A socio-psychological approach to understanding decision-making and examine the mechanisms that underlie decision choices, preferences, and judgments, and through this examination discover how to improve decision-making processes. Through the use of experiential exercises, case analysis, and class discussion. Learning about research and theories in judgment and decision-making. Learn to think more carefully about decisions and judgments and gain insights into the complexities of human choices and judgments through an increased awareness of the mechanisms that guide behavior.

Pedagogical Objectives

The job of a manager is to make decisions. In fact, over the course of your career you will be faced with many decisions that will affect the overall success of the organization you work for as well as your professional and personal aspirations. The goal of this course is to help you be a more effective decision-maker. It attempts to provide an understanding of decision-making at two levels – the individual and the group.

Rationale for the Change

The Management Department currently has a number of courses on decision making which are more quantitative. This course will view decision making more from a behavioral perspective. The focus of the class is decision making from both an individual and group perspective. The class will utilize a socio-psychological approach to understanding decision making.

Economic and Pedagogical Consequences

Routine Instructor: Dr. Robert Dooley, Dean of College of Business

There are no economic consequences of adding the course, and no additional library or ancillary materials are required. Because this will be an elective course, continued course coverage can be handled by Dr. Dooley's current teaching and administrative duties. Sufficient expertise and interest exist among faculty should Dr. Dooley be unable to teach the course. The addition of the course adds a unique elective to the current list of courses, focusing on managerial decision making from a behavioral perspective.

Relation to other Departments/Programs

Offering this management elective does not impact other departments or programs, either within the College of Business or within the University.

Model Syllabus

Please see attached.

Student Evaluation Model

Each student will complete and turn in a grade profile to determine the percentage weight given to the following assignments and exams. Students failing to complete and turn in a grade profile will receive the default weights.

Grade Components

Application papers

Quizzes

Participation

Mid-term exam

Group project

Final exam

Grade Determination


A 90-100

B 80-89

C 70-79

D 60-69

F <60

THE
UNIVERSITY of TENNESSEE at CHATTANOOGA 
COLLEGE of BUSINESS

Department of Management

Term: Spring 2012

Course: MGT 4140 **CRN:** XXXXX **Section:** 0 **Credit Hours:** 3

Title: Managerial Decision-Making

Schedule: **Time:** 8:00 a.m – 9:15 a.m. **Day(s):** TTH **Location:** FLET 310

Contact

Information: **Instructor:** Dr. Robert Dooley
Office Location: Fletcher 300
Office Phone: 423-425-4313
Office Hours: Tuesday & Thursday or by appointment
Email Address: robert-dooley@utc.edu

ADA STATEMENT: Attention: If you are a student with a disability (e.g. physical, learning, psychiatric, vision, hearing, etc.) and think that you might need special assistance or a special accommodation in this class or any other class, call the Office for Students with Disabilities at 425-4006, come by the office - 102 Frist Hall or see <http://www.utc.edu/OSD/>

If you find that personal problems, career indecision, study and time management difficulties, etc. are adversely affecting your successful progress at UTC, please contact the Counseling and Career Planning Center at 425-4438 or <http://www.utc.edu/Administration/CounselingAndCareerPlanning/>.

Course Prerequisite: MGT 3150 Management Concepts, Theory, and Practice

Course Description and Objectives

The job of a manager is to make decisions. In fact, over the course of your career you will be faced with many decisions that will affect the overall success of the organization you work for as well as your professional and personal aspirations. The goal of this course is to help you be a more effective decision-maker. It attempts to provide an understanding of decision-making at two levels– the individual and the group.

A socio-psychological approach to understanding decision-making and examine the mechanisms that underlie decision choices, preferences, and judgments, and through this examination discover how to improve decision-making processes. Through the use of experiential exercises, case analysis, and class discussion, learn about research and theories in judgment and decision-making. Learn to think more carefully about decisions and judgments and gain insights into the complexities of human choices and judgments through an increased awareness of the mechanisms that guide behavior.

Course Materials

Xanadu custom course packet of cases and readings available in the bookstore.

Thaler and Sunstein. 2008. Nudge: Improving Decisions about Health, Wealth, and Happiness.

Plous, S. 1993. The Psychology of Judgment of Decision-Making.

Academic Integrity

Students are expected to uphold and abide by the Code of Academic Integrity in all matters pertaining to this course. Violations of the Code will be pursued in accordance with the Code.

Grading

Each student will complete a personal grade profile. After all students have completed the personal grade profile, the class will determine the weights for the overall individual and group grade performance components. The overall individual and group weights for the class will be determined as follows:

- 1) Groups will meet and set preliminary weights for overall individual and group grade performance components and select a representative to meet with representatives from other groups.
- 2) Group representatives will meet and reach consensus on the overall class individual and group grade performance component weights.
- 3) A minimum of the 30% must be set for the overall individual and group grade performance components.

Final grades will be calculated by multiplying a student's performance in each area by his/her personal grade profile weights. The results from this calculation will then be summed to create a score for the individual performance components and the group components. The individual component score and the group component score will then be multiplied by the overall class individual weight and group weight respectively. The resulting two numbers will then be summed to determine the student's final grade. The following scale will then be used to determine grades.

A - 90-100

B - 80-89

C - 70-79

D - 69-60

F - < 60

Grade Performance Components

Class Participation

Because this course is based on experiential exercises and case analyses, your active participation is considered very important to the success of the class. Prior preparation of the pre-class assigned readings, along with your active engagement in class discussions is considered essential. You do not need to dominate class discussions to receive a good participation grade. In fact, I would argue that someone that constantly dominates the discussion is not a good active listener which is essential to effective participation. You should view the class as a team, where each individual has a contribution to make. Your participation grade will be based on how well you add insightful and meaningful contributions to the class discussion. This means going beyond merely reciting case and reading facts, or restating what others in class say.

Keep in mind that assessment of individual participation is necessarily subjective. If you are contributing by making insightful comments based on a solid understanding of the materials you should do fine. If you rely on repetition of facts, etc. you will not receive a strong participation. Failure to participate will result in a grade of ZERO for your participation grade.

Individual Quizzes

A quiz will be given over each of the cases and accompanying case readings. All cases and accompanying readings can be found in the Xanadu custom course pack. Quizzes may also be given over other assigned readings (e.g. Nudge). These quizzes will be a combination of true/false and multiple choice questions. The quizzes are designed to assess whether or not you are not you are preparing for class.

Application Papers

Each student is responsible for submitting 3 application papers over the course of the semester. The purpose of an application paper is to give you the opportunity to relate concepts/topics/tools covered in class to a "real" world situation. The content of your paper should use a topic/concept/tool covered in class to explain a decision situation or issue. The example you choose can be personal or something from the media (books, newspapers, movies, TV, advertisements, etc.). You may not use the same class topic/concept/tool more than once for an application paper. Your grade on each paper will be based on your ability to demonstrate that you have clear understanding of the topic/concept and its application. This will require writing a well structured paper free of grammatical and punctuation errors that clearly link the example with the class topic.

Your paper should not be more than 2 double spaced pages long. Begin your paper with a brief introductory paragraph stating which concept you are applying and to what example. The majority of your paper should be devoted to explaining how the concept fits the example and vice versa.

Exams

There will be two exams during the semester: a mid-term and final. The exams will most likely be multiple choice and short/answer essay - although I reserve the right to change the format - and will cover the concepts and topics discussed in class as well as any assigned readings. The exams are

designed to assess your level of understanding of the course material. The final exam will be comprehensive, containing material covered throughout the semester.

Nudge Group Project

You will form teams of four to five individuals. Using what you learn in class about individual and group decision making, your team will identify an issue or problem in the Chattanooga community and design a *Nudge* solution to “influence peoples’ behavior” for the better. The solution must follow the *Nudge* principles discussed in the Thaler’s and Sunstein’s book Nudge, and provide evidence that your solution will work (actual and/or logical). You will submit a final paper of the project and make an in class presentation.

Your team will present your *Nudge* project idea to the class for feedback, and submit a general outline of your project to me for final approval. Teams are required to submit project updates throughout the semester. The update should be a written assessment of the completed and uncompleted project tasks, along with timelines for task completion. Your project is due on at the end of the semester, and you will present your project to the class the following week.

Group Peer Evaluation

At the end of the semester you will evaluate your group members’ contribution to the group project. This evaluation will be used to adjust individual group members’ grades on the group project as necessary.

Class Schedule

The schedule should be viewed as flexible. The topic and assignment dates are estimates of the material to be covered in a given class period and might change depending on the time needed to cover each topic. I may also omit topics as necessary depending on the progress we make during the semester. You are responsible for keeping up with changes made to the class schedule. Any changes will be posted to D2L.


Date	Topic	Reading	Assignment
Week 1	Course overview and survey		
Week 1	Introduction to decision making	Course packet Wu: "Decision Analysis"	
Week 2	Introduction to decision making	Course packet: When to trust your gut	Case: Armstrong A&B
Week 2	OSU Writing Center		
Week 3	Framing: How we see the world	Plous: Chapters 1 & 4	
Week 3	Framing: How we see the world	Plous: Chapters 1 & 4 <u>Nudge</u> : Chapters 1-5 should be completed	
Week 4	Framing: How we see the world		Case: Alpha Gearing Shanghai
Week 4	Nudge Project Idea		Present project idea to the class
Week 5	Errors in Judgment	Plous: Chapter 3	
Week 5	Errors in Judgment	Plous: Chapters 10 & 11	First application paper due by this date
Week 6	Errors in Judgment	Plous: Chapter 13	Nudge Project outline due for final approval
Week 6	Errors in Judgment	Plous: Chapter 14	
Week 7	Errors in Judgment	Plous: Chapter 15	
Week 8	Thinking rationally about uncertainty: Probabilities	Plous: Chapter 12	Packet reading: Probability and Statistics Work through probability exercises
Week 8	Thinking rationally about uncertainty: Probabilities	Plous: Chapter 12	Work through probability exercises

Week 9	Mid-term Exam		
Week 9	Thinking rationally about uncertainty: Decision trees and value of information	Course packet: "Decision Trees" Course packet: "Value of Information"	Second application paper due by this date Work through decision-tree and value of information exercises <i>Nudge</i> project update due
Week 10	A rational theory of decision making: Expected Utility Theory	Plous Chapter 7	
Week 10	A descriptive theory of decision making: Prospect theory	Plous Chapter 9	
Week 11	Group Decision Making	Plous Chapter 18 In class movie "12 Angry Men"	
Week 11	Group Decision Making	Discussion of Movie "12 Angry Men"	
Week 12	Group Decision Making	In class exercise Win-As-Much-As-You-Can	
Week 12	Group decision making	Course packet: "How management teams can have a good fight" Course packet: "A note on team process"	Case: Decision making at the top
Week 13	Decision making in an organizational context: Power and influence	Course packet: "Harnessing the power of persuasion"	Case: Donna Dubinsky <i>Nudge</i> project update due
Week 13	Leaders, Individuals, and Groups	Movie: Everest	
Week 14	Leaders, Individuals, and Groups		Third application paper due by this date Case: Everest
Week 14	Leaders, Individuals, and Groups	Plous Chapter 17	Case: Carter Racing A&B

Week 15	Leaders, Individuals, and Groups		Case: Carter Racing A&B
Week 15	Open Date		Nudge Projects Due 5:00 p.m. my office
11/26	Thanksgiving!!!		
Week 16	Nudge Project Presentation		
Week 16	Nudge Project Presentation		
	Final Exam		

Current

Business Administration: General Management, B.S.

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General Education

(see [General Education Requirements](#) for list of approved courses)

Rhetoric and Composition: (6 hours)

- Two approved courses in rhetoric and composition

Mathematics: (3 hours)

- MATH 1130 - College Algebra *

Statistics: (3 hours)

- MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

- Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

- Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

- Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or
- Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

- ECON 1010 - Principles of Economics: Macroeconomics * or
- ECON 1020 - Principles of Economics: Microeconomics *

- ANTH 1520 - Introduction to Anthropology * or
- PSY 1010 - Introduction to Psychology * or
- SOC 1510 - Introduction to Sociology *

Program Requirements

- ECON 1010 - Principles of Economics: Macroeconomics #
- ECON 1020 - Principles of Economics: Microeconomics #

- ANTH 1520 - Introduction to Anthropology # or
- PSY 1010 - Introduction to Psychology # or
- SOC 1510 - Introduction to Sociology #

- MGT 1000 - Computers In Business
- MATH 1130 - College Algebra #
- MATH 1830 - Calculus for Management, Life, and Social Sciences (if exempted from Mathematics 1130, student must take Mathematics 1830)
- THSP 1090 - Public Speaking
- MGT 3100 - Business Communication

31 hours from the College of Business including:

- ACC 2010 - Principles of Accounting I
- ACC 2020 - Principles of Accounting II
- FIN 3020 - Essentials of Managerial Finance
- MGT 2110 - Statistical Methods for Business I #
- MGT 2120 - Statistical Methods for Business II
- MGT 3110 - Operations Management
- MGT 3150 - Management Concepts, Theory, and Practice
- MGT 4400 - Strategic Management
- MGT 4410 - Senior Seminar
- MKT 3130 - Principles of Marketing
- BUS 3350 - Legal Environment of Business

General Management Program

15 hours including:

- MGT 3300 - Concepts in Organizational Behavior
- MGT 3310 - Organizational Motivation and Leadership
- MGT 3320 - Human Resource Management
- MGT 3600 - Management Information Systems
- MGT 4380 - International Management

12 hours chosen from:

- MGT 3400 - Innovation and Creativity in Business
- MGT 3560 - Management Science
- MGT 3660 - Business Forecasting
- MGT 4100 - Industrial Relations
- MGT 4110 - Government Regulation of Human Resource Management
- MGT 4340 - Staffing
- MGT 4350 - Compensation and Benefits
- MGT 4360 - Managing Diversity in Organizations
- MGT 4510 - Production Planning and Control
- MGT 4520 - Supply Chain Management
- BUS 3900r - Internship
- BUS 4590 - Small Business Practicum
- ETR 3400 - Innovation and Creativity in Business
- ETR 4350 - Managing Venture Growth

Additional Information and Notes

2.0 average in all Management courses.

Electives to complete 120 hours.

A minimum of 54 hours of the 120 total must be taken at the 3000-4000 level.

Maximum of 69 hours total accepted in College of Business courses; i.e., at least 51 hours other than College of Business courses must be completed.

At least 50 percent of the business credit hours required for the B.S. degree in Business Administration must be earned at UTC.

See **Degree and Graduation Requirements** for additional requirements.

*Also satisfies requirement in the major.

#Also satisfies general education requirement.

Showcase/Suggested Plan of Study

Please see the **Courses** section of this catalog for complete course descriptions.

Freshman Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
ENGL 1010	3	ENGL 1020	3
MATH 1130	3	MATH 1830	3
Fine Art	3	Humanities or 2nd Fine Arts	3
Cultures & Civilizations I	3	MGT 1000	3
Elective Outside of Business	3	Cultures & Civilizations II	3
Elective Outside of Business	1	Elective Outside of Business	1
	16		16

Sophomore Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
Natural Science With Lab	4	Natural Science Non Lab	3
ANTH 1520 OR PSY 1010 or SOC 1510	3	THSP 1090	3
MGT 2110	3	MGT 2120	3
ACC 2010	3	ACC 2020	3
ECON 1010	3	ECON 1020	3
	16		15

Junior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
BUS 3350	3	MGT 3110	3
MGT 3150	3	Elective Outside of Business	3
FIN 3020	3	MGT 3600	3
MKT 3130	3	MGT 3300	3
MGT 3100	3	MGT 3320	3
	15		15

Senior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
Elective 3000/4000	3	MGT 4400	3
MGT 3310	3	MGT 4410	1
MGT 4380	3	Concentration Elective	3
Concentration Elective	3	Concentration Elective	3
Concentration Elective	3	Elective 3000/4000	2
	15		12

A "C" OR BETTER IS REQUIRED FOR COURSES IN BOLD.

Concentration Electives: 12 hours chosen from MGT 3400, 3560, 3660, 4100, 4110, 4340, 4350, 4360, 4510, 4520; BUS 3900r, 4590; ETR 3400, 4350 (ETR 4300 prerequisite to 4350)

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new

Business Administration: General Management, B.S.

General Education

(see **General Education Requirements** for list of approved courses)

Rhetoric and Composition: (6 hours)

Two approved courses in rhetoric and composition

Mathematics: (3 hours)

MATH 1130 - College Algebra *

Statistics: (3 hours)

MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or

Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

ECON 1010 - Principles of Economics: Macroeconomics * or

ECON 1020 - Principles of Economics: Microeconomics *

ANTH 1520 - Introduction to Anthropology * or

PSY 1010 - Introduction to Psychology * or

SOC 1510 - Introduction to Sociology *

Program Requirements

ECON 1010 - Principles of Economics: Macroeconomics #

ECON 1020 - Principles of Economics: Microeconomics #

ANTH 1520 - Introduction to Anthropology # or

PSY 1010 - Introduction to Psychology # or

SOC 1510 - Introduction to Sociology #

MGT 1000 - Computers In Business

MATH 1130 - College Algebra #

MATH 1830 - Calculus for Management, Life, and Social Sciences (if exempted from Mathematics 1130, student must take Mathematics 1830)

THSP 1090 - Public Speaking

MGT 3100 - Business Communication

MGT 4140 - Managerial Decision-Making

31 hours from the College of Business including:

ACC 2010 - Principles of Accounting I

ACC 2020 - Principles of Accounting II

FIN 3020 - Essentials of Managerial Finance

MGT 2110 - Statistical Methods for Business I #

MGT 2120 - Statistical Methods for Business II

MGT 3110 - Operations Management

MGT 3150 - Management Concepts, Theory, and Practice

MGT 4400 - Strategic Management

MGT 4410 - Senior Seminar

MKT 3130 - Principles of Marketing

BUS 3350 - Legal Environment of Business

General Management Program

15 hours including:

MGT 3300 - Concepts in Organizational Behavior

MGT 3310 - Organizational Motivation and Leadership

MGT 3320 - Human Resource Management

MGT 3600 - Management Information Systems

MGT 4380 - International Management
12 hours chosen from:

MGT 3400 - Innovation and Creativity in Business
MGT 3560 - Management Science
MGT 3660 - Business Forecasting
MGT 4100 - Industrial Relations
MGT 4110 - Government Regulation of Human Resource Management
MGT 4140 - Managerial Decision-Making
MGT 4340 - Staffing
MGT 4350 - Compensation and Benefits
MGT 4360 - Managing Diversity in Organizations
MGT 4510 - Production Planning and Control
MGT 4520 - Supply Chain Management
BUS 3900r - Internship
BUS 4590 - Small Business Practicum
ETR 3400 - Innovation and Creativity in Business
ETR 4350 - Managing Venture Growth

Additional Information and Notes

2.0 average in all Management courses.

Electives to complete 120 hours.

A minimum of 54 hours of the 120 total must be taken at the 3000-4000 level.

Maximum of 69 hours total accepted in College of Business courses; i.e., at least 51 hours other than College of Business courses must be completed.

At least 50 percent of the business credit hours required for the B.S. degree in Business Administration must be earned at UTC.


See **Degree and Graduation Requirements** for additional requirements.

*Also satisfies requirement in the major.

#Also satisfies general education requirement.

Current

Business Administration: Human Resource Management, B.S.

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General Education

(see **General Education Requirements** for list of approved courses)

Rhetoric and Composition: (6 hours)

- Two approved courses in rhetoric and composition

Mathematics: (3 hours)

- MATH 1130 - College Algebra *

Statistics: (3 hours)

- MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

- Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

- Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

- Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or
- Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

- ECON 1010 - Principles of Economics: Macroeconomics * or
- ECON 1020 - Principles of Economics: Microeconomics *

- ANTH 1520 - Introduction to Anthropology * or
- PSY 1010 - Introduction to Psychology * or
- SOC 1510 - Introduction to Sociology *

Program Requirements

- ECON 1010 - Principles of Economics: Macroeconomics #
- ECON 1020 - Principles of Economics: Microeconomics #

- ANTH 1520 - Introduction to Anthropology # or
- PSY 1010 - Introduction to Psychology # or
- SOC 1510 - Introduction to Sociology #

- MGT 1000 - Computers In Business
- MATH 1130 - College Algebra #
- MATH 1830 - Calculus for Management, Life, and Social Sciences (if exempted from Mathematics 1130, student must take Mathematics 1830)
- THSP 1090 - Public Speaking
- MGT 3100 - Business Communication

34 hours from the College of Business including:

- ACC 2010 - Principles of Accounting I
- ACC 2020 - Principles of Accounting II
- FIN 3020 - Essentials of Managerial Finance
- MGT 2110 - Statistical Methods for Business I #
- MGT 2120 - Statistical Methods for Business II
- MGT 3110 - Operations Management
- MGT 3150 - Management Concepts, Theory, and Practice
- MGT 3600 - Management Information Systems
- MGT 4400 - Strategic Management
- MGT 4410 - Senior Seminar
- MKT 3130 - Principles of Marketing
- BUS 3350 - Legal Environment of Business

Human Resource Management Program

15 hours including:

- MGT 3320 - Human Resource Management
- MGT 4110 - Government Regulation of Human Resource Management
- MGT 4340 - Staffing
- MGT 4350 - Compensation and Benefits
- MGT 4440 - Strategic Issues in Human Resource Management

15 hours chosen from:

- MGT 3300 - Concepts in Organizational Behavior
- MGT 3310 - Organizational Motivation and Leadership
- MGT 4100 - Industrial Relations
- MGT 4360 - Managing Diversity in Organizations
- MGT 4370 - Workplace Learning and Training
- BUS 3900r - Internship
- PANM 4050 - Interpersonal Skills Laboratory
- PSY 3450 - Psychological Tests and Measurements
- PSY 4060 - Industrial/Organizational Psychology

Additional Information and Notes

2.0 average in all Management courses.

A minimum of 54 hours of the 120 total must be taken at the 3000-4000 level.

Electives to complete 120 hours.

Maximum of 69 hours total accepted in College of Business courses; i.e., at least 51 hours other than College of Business courses must be completed.

At least 50 percent of the business credit hours required for B.S. degree in Business Administration must be earned at UTC.

See **Degree and Graduation Requirements** for additional requirements.

*Also satisfies requirement in the major.

#Also satisfies general education requirement.

Showcase/Suggested Plan of Study

Please see the **Courses** section of this catalog for complete course descriptions.

Freshman Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
ENGL 1010	3	ENGL 1020	3
MATH 1130	3	MATH 1830	3
Fine Art	3	Humanities or 2nd Fine Arts	3
Cultures & Civilizations I	3	MGT 1000	3
Elective Outside of Business	3	Cultures & Civilizations II	3
Elective Outside of Business	1	Elective Outside of Business	1
	16		16

Sophomore Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
Natural Science With Lab	4	Natural Science Non Lab	3
ANTH 1520 OR PSY 1010 or SOC 1510	3	THSP 1090	3
MGT 2110	3	MGT 2120	3
ACC 2010	3	ACC 2020	3
ECON 1010	3	ECON 1020	3
	16		15

Junior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
BUS 3350	3	MGT 3110	3
MGT 3150	3	Elective Outside of Business	3
FIN 3020	3	MGT 3600	3
MKT 3130	3	MGT 3320	3
MGT 3100	3	Concentration Elective	3
	15		15

Senior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
MGT 4110	3	MGT 4400	3
MGT 4340	3	MGT 4410	1
Concentration Elective	3	MGT 4350	3
Concentration Elective	3	MGT 4440	3
Concentration Elective	3	Concentration Elective	3
	15		13

A "C" OR BETTER IS REQUIRED FOR COURSES IN BOLD.

Concentration Electives: 15 hours chosen from MGT 3300, 3310, 4100, 4360, 4370; BUS 3900r; PANM 4050
 PSY 3450, 4060

 **Print this Page**

Business Administration: Industrial Management, B.S.

General Education

(see **General Education Requirements** for list of approved courses)

Rhetoric and Composition: (6 hours)

Two approved courses in rhetoric and composition

Mathematics: (3 hours)

MATH 1130 - College Algebra *

Statistics: (3 hours)

MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or

Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

ECON 1010 - Principles of Economics: Macroeconomics * or

ECON 1020 - Principles of Economics: Microeconomics *

ANTH 1520 - Introduction to Anthropology * or

PSY 1010 - Introduction to Psychology * or

SOC 1510 - Introduction to Sociology *

Program Requirements

ECON 1010 - Principles of Economics: Macroeconomics #

ECON 1020 - Principles of Economics: Microeconomics #

ANTH 1520 - Introduction to Anthropology # or

PSY 1010 - Introduction to Psychology # or

SOC 1510 - Introduction to Sociology #

MGT 1000 - Computers In Business

MATH 1130 - College Algebra #

MATH 1830 - Calculus for Management, Life, and Social Sciences (if exempted from Mathematics 1130, student must take Mathematics 1830)

THSP 1090 - Public Speaking

MGT 3100 - Business Communication

31 hours from the College of Business including:

ACC 2010 - Principles of Accounting I

ACC 2020 - Principles of Accounting II

FIN 3020 - Essentials of Managerial Finance

MGT 2110 - Statistical Methods for Business I #

MGT 2120 - Statistical Methods for Business II

MGT 3110 - Operations Management

MGT 3150 - Management Concepts, Theory, and Practice

MGT 4400 - Strategic Management

MGT 4410 - Senior Seminar

MKT 3130 - Principles of Marketing

BUS 3350 - Legal Environment of Business

Industrial Management Program

21 hours including:

ACC 3050 - Managerial Cost Accounting

MGT 3560 - Management Science

MGT 3600 - Management Information Systems

MGT 3660 - Business Forecasting
MGT 4510 - Production Planning and Control
MGT 4520 - Supply Chain Management
ENIE 4570 - Quality Control and System Reliability

12 hours chosen from:

BUS 3900r - Internship
ENIE 3540 - Work Measurement and Design
ENIE 4580 - Facilities Planning
MGT 3300 - Concepts in Organizational Behavior
MGT 3310 - Organizational Motivation and Leadership
MGT 3320 - Human Resource Management
MGT 4100 - Industrial Relations
MGT 4110 - Government Regulation of Human Resource Management
MGT 4140 Managerial Decision-Making
MGT 4350 - Compensation and Benefits
MGT 4380 - International Management
MKT 4150 - Business to Business Marketing
ECON 4290 - Managerial Economics

Additional Information and Notes

2.0 average in all Management courses.

A minimum of 54 hours of the 120 total must be taken at the 3000-4000 level.

Electives to complete 120 hours.

Maximum of 69 hours total accepted in College of Business courses; i.e., at least 51 hours other than College of Business courses must be completed.

At least 50 percent of the business credit hours required for the B.S. degree in Business Administration must be earned at UTC.

See **Degree and Graduation Requirements** for additional requirements.

*Also satisfies requirement in the major.

#Also satisfies general education requirement.

Current

Business Administration: Industrial Management, B.S.

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General Education

(see **General Education Requirements** for list of approved courses)

Rhetoric and Composition: (6 hours)

- Two approved courses in rhetoric and composition

Mathematics: (3 hours)

- MATH 1130 - College Algebra *

Statistics: (3 hours)

- MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

- Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

- Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

- Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or
- Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

- ECON 1010 - Principles of Economics: Macroeconomics * or
- ECON 1020 - Principles of Economics: Microeconomics *

- ANTH 1520 - Introduction to Anthropology * or
- PSY 1010 - Introduction to Psychology * or
- SOC 1510 - Introduction to Sociology *

Program Requirements

- ECON 1010 - Principles of Economics: Macroeconomics #
- ECON 1020 - Principles of Economics: Microeconomics #

- ANTH 1520 - Introduction to Anthropology # or
- PSY 1010 - Introduction to Psychology # or
- SOC 1510 - Introduction to Sociology #

- MGT 1000 - Computers In Business
- MATH 1130 - College Algebra #
- MATH 1830 - Calculus for Management, Life, and Social Sciences (if exempted from Mathematics 1130, student must take Mathematics 1830)
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- MGT 3100 - Business Communication

31 hours from the College of Business including:

- ACC 2010 - Principles of Accounting I
- ACC 2020 - Principles of Accounting II
- FIN 3020 - Essentials of Managerial Finance
- MGT 2110 - Statistical Methods for Business I #
- MGT 2120 - Statistical Methods for Business II
- MGT 3110 - Operations Management
- MGT 3150 - Management Concepts, Theory, and Practice
- MGT 4400 - Strategic Management
- MGT 4410 - Senior Seminar
- MKT 3130 - Principles of Marketing
- BUS 3350 - Legal Environment of Business

Industrial Management Program

21 hours including:

- ACC 3050 - Managerial Cost Accounting
- MGT 3560 - Management Science
- MGT 3600 - Management Information Systems
- MGT 3660 - Business Forecasting
- MGT 4510 - Production Planning and Control
- MGT 4520 - Supply Chain Management
- ENIE 4570 - Quality Control and System Reliability

12 hours chosen from:

- BUS 3900r - Internship
- ENIE 3540 - Work Measurement and Design
- ENIE 4580 - Facilities Planning
- MGT 3300 - Concepts in Organizational Behavior
- MGT 3310 - Organizational Motivation and Leadership
- MGT 3320 - Human Resource Management
- MGT 4100 - Industrial Relations
- MGT 4110 - Government Regulation of Human Resource Management
- MGT 4350 - Compensation and Benefits
- MGT 4380 - International Management
- MKT 4150 - Business to Business Marketing
- ECON 4290 - Managerial Economics

Additional Information and Notes

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See **Degree and Graduation Requirements** for additional requirements.

*Also satisfies requirement in the major.

#Also satisfies general education requirement.

Showcase/Suggested Plan of Study

Please see the **Courses** section of this catalog for complete course descriptions.

Freshman Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
ENGL 1010	3	ENGL 1020	3
MATH 1130	3	MATH 1830	3
Fine Art	3	Humanities or 2nd Fine Arts	3
Cultures & Civilizations I	3	MGT 1000	3
Elective Outside of Business	3	Cultures & Civilizations II	3
Elective Outside of Business	1		
	16		15

Sophomore Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
Natural Science With Lab	4	Natural Science Non Lab	3
ANTH 1520 OR PSY 1010 or SOC 1510	3	THSP 1090	3
MGT 2110	3	MGT 2120	3
ACC 2010	3	ACC 2020	3
ECON 1010	3	ECON 1020	3
	16		15

Junior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
BUS 3350	3	MGT 3110	3
MGT 3150	3	Elective Outside of Business	3
FIN 3020	3	MGT 3600	3
MKT 3130	3	ACC 3050	3
MGT 3100	3	Concentration Elective	3
	15		15

Senior Year

<i>Fall Semester:</i>	Hrs	<i>Spring Semester:</i>	Hrs
MGT 4510	3	MGT 4400	3
ENIE 4570	3	MGT 4410	1
MGT 3560	3	MGT 4520	3
Concentration Elective	3	MGT 3660	3
Concentration Elective	3	Concentration Elective	3
	15		13

A "C" OR BETTER IS REQUIRED FOR COURSES IN BOLD.

Concentration Electives: 12 hours chosen from BUS 3900r; ENIE 3540, 4580; MGT 3300, 3310, 3320, 4100, 4110, 4350, 4380; MKT 4150; ECON 4290

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New

Business Administration: Industrial Management, B.S.

General Education

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Mathematics: (3 hours)

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Statistics: (3 hours)

MGT 2110 - Statistical Methods for Business I *

Natural Sciences: (7-8 hours)

Two approved natural science courses, at least one including a laboratory component

Humanities and Fine Arts: (6 hours)

Two approved humanities and fine arts courses, one from fine arts and one from either

Cultures and Civilizations: (6 hours)

Option A: One approved Western Humanities course and one approved Non-Western Cultures and Civilizations course or

Option B: two approved World Civilization courses

Behavioral and Social Sciences: (6 hours)

ECON 1010 - Principles of Economics: Macroeconomics * or

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Program Requirements

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SOC 1510 - Introduction to Sociology #

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