MANAGEMENT (MNGT)

MNGT 121 Introduction to Entrepreneurship and Innovation

Crosslisted with: ENTR 121

Description: Combines the expertise of Business College faculty with real world experiences of successful practitioners to examine the success principles of the free enterprise system and provide students an understanding of the nature of entrepreneurship and intrapreneurship.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 189H University Honors Seminar

Prerequisites: Good standing in the University Honors Program or by

invitation.

Notes: University Honors Seminar 189H is required of all students in the

University Honors Program. Topic varies.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 198 Special Topics in Management

Description: Variety of topics on the undergraduate level.

Credit Hours: 1-3

Min credits per semester: 1 Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 300 Management Essentials For Contemporary Organizations

Prerequisites: For non-CoB students only; Sophomore Standing **Notes:** Credit towards the degree cannot be earned in both MNGT 300

and MNGT 320. Letter grade only.

Description: This course is designed to introduce students from non-business fields to the role of managers in various organizational structures and types. Students will explore how the practice of management is relevant to their chosen field of study or academic discipline. This course will provide an analysis of organizations and the management processes of planning, organizing, directing and controlling. Individual, group, intergroup and organizational responses to various environments and technologies are studied as well as pertinent techniques of human capital management.

Credit Hours: 3

Max credits per semester. 3 Max credits per degree: 3 Grading Option: Graded Prerequisite for: MNGT 342

MNGT 301 Introduction to Management

Prerequisites: Sophomore standing, 2.5 cumulative GPA, MATH 104 or higher, ACCT 201 & 202, ECON 211 & 212, ECON 215 or equivalent. Specific exceptions are made for Actuarial Science, Raikes, and Agribusiness majors.

Notes: Credit toward the degree cannot be earned in both MNGT300 and

MNGT301/MNGT301H. Cannot be taken Pass/No Pass.

Description: Nature of management - who managers are and what they do. Broad overview of best managerial practices. Framework for understanding contextual influences involved in both managing and being managed. Examines the multiple roles held by the manager. planning, organizing, controlling and leading an organization. Focus primarily on for-profit companies but also relevant to other types of organizations (non-profit and public sector).

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for. MNGT 342; MNGT 461; MNGT 463; MNGT 464;

MNGT 475

MNGT 301H Honors Introduction to Management

Prerequisites: CoB Hon Acad students; Soph; 2.5 GPA; Business Qualified (MATH104 or MATH106/106B or MATH107 or MATH208; BSAD220; ACCT201&202; ECON211&212; ECON215 or equivalent.) Prereqs differ for RAIKES, ACTS, and ABUS majors - see bulletin for exceptions.

Notes: Credit toward the degree cannot be earned in both MNGT300 and

MNGT301/MNGT301H. Cannot be taken Pass/No Pass.

Description: Nature of management - who managers are and what they do. Broad overview of best managerial practices. Framework for understanding contextual influences involved in both managing and being managed. Examines the multiple roles held by the manager. planning, organizing, controlling and leading an organization. Focus primarily on for-profit companies but also relevant to other types of organizations (non-profit and public sector).

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for: MNGT 342; MNGT 461; MNGT 463; MNGT 464

MNGT 311 Leadership, Communication and Teams

Prerequisites: Sophomore Standing.

Notes: Credit towards the degree cannot be earned in both MNGT 311

and MNGT 467/867.

Description: Building on theory and historical and contemporary perspectives, this course will examine the process of leadership development, with a focus on relational models of leadership. The course will also focus on group dynamics and the promotion of optimum team performance. Students will learn the processes of group formation and how to take advantage of the talents of each group member to enhance the achievement of group objectives. The differences between groups and teams and how to structure work among group/team members to maximize learning and goal attainment will be emphasized. Learning and practicing new ways of communication will be a central component of

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 321 Foundations of Entrepreneurship

Crosslisted with: ENTR 321

Prerequisites: Sophomore Standing

Description: Introduction to entrepreneurship management/marketing. Provides an 'insider's view' of entrepreneurial creativity, innovation, and value creation. First-hand accounts from personal experiences in creating new products, services, and ideas. Insight into real-world marketing creativity, leadership applications, research and development, market analysis, feasibility study, and potential careers in creativity and related fields. Involves the investigation of markets, both for profit and not-for-

profit.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for: ENTR 421, MNGT 421; ENTR 422, MNGT 422; ENTR 423,

MNGT 423

MNGT 321B Foundations of Entrepreneurship

Crosslisted with: ENTR 321B

Prerequisites: Sophomore Standing. Acceptance into the Clifton Builders

Program.

Description: Introduction to entrepreneurship management/marketing. Provides an 'insider's view' of entrepreneurial creativity, innovation, and value creation. First-hand accounts from personal experiences in creating new products, services, and ideas. Insight into real-world marketing creativity, leadership applications, research and development, market analysis, feasibility study, and potential careers in creativity and related fields. Involves the investigation of markets, both for profit and not-for-profit.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Offered: FALL/SPR

Prerequisite for: ENTR 421, MNGT 421; ENTR 422, MNGT 422; ENTR 423,

MNGT 423

Experiential Learning: Student Teaching/Education Practicum

MNGT 322 Family Business Crosslisted with: ENTR 322

Description: The opportunities and challenges that are distinctive to businesses owned and operated by members of a family. Shared governance, leadership development, succession, and family-business

tensions.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Experiential Learning: Fieldwork

MNGT 324B Building a Life for Impact

Prerequisites: Acceptance into the Clifton Builders Program

Notes: Initial course for all students accepted into the Clifton Builders

Program.

Description: An exploration of personal strengths and individual uniqueness for creating growth and impact in organizations. Focuses on developing expertise in strengths based leadership, well-being, and employee engagement.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Offered: FALL

MNGT 325 The 48 Hour Challenge: Building Entrepreneurial Teams and

Testing Ideas

Crosslisted with: ENTR 325

Description: Provides an opportunity to experience the highs, lows, fun, and pressure of developing a business idea and working in a startup environment. Understand the challenging trade-offs entrepreneurs face as they launch a new business, product, service, or process. Identify and evaluate potential business opportunities in the marketplace using established tools. Formulate and justify a pitch for a new product or service.

Credit Hours: 1

Max credits per semester: 1 Max credits per degree: 1

Grading Option: Graded with Option

MNGT 326 Venture Finance: The Basics and Essentials of Startup

Financing

Crosslisted with: ENTR 326

Notes: Open to students of all majors and colleges at the University of Nebraska-Lincoln; Some sections may include mentors from the community who are local entrepreneurs and business community members from the entrepreneurship ecosystem in Lincoln and Omaha. **Description:** Provide a real-world look at raising money for "start-up companies" and why it matters. Open-forum discussion, practical application exercises, and examination of real-world case studies.

Credit Hours: 1

Max credits per semester: 1 Max credits per degree: 1

Grading Option: Graded with Option MNGT 327 Entrepreneurial Creativity

Crosslisted with: ENTR 327

Description: Develop your creativity by examining it within the context of entrepreneurship. Learn how entrepreneurial processes can develop our creative abilities in a variety of contexts, including (but not limited to) the new business context.

New Dustiness Cor

Credit Hours: 2

Max credits per semester: 2 Max credits per degree: 2 Grading Option: Graded

MNGT 328 How to Pitch Yourself and Your Ideas

Crosslisted with: ENTR 328

Description: Introduction to the basic concepts of how to present yourself and ideas in a compelling manner. Explore how to prepare, design, and deliver a persuasive presentation. Utilize lectures, readings, discussions, reflection papers, and presentations to develop presentation or 'pitch'

skills Credit Hours: 1

Max credits per semester: 1 Max credits per degree: 1 Grading Option: Pass No Pass

MNGT 342 Introduction to Sports Management

Prerequisites: Sophomore standing and MNGT 300 or MNGT 301

Description: Provides an introduction to the sports industry and the factors that make it unique to other industries. Discuss basic management skills necessary in the operation of sports organizations. Examine social, behavioral, managerial, and strategic foundations of the

sports industry. **Credit Hours**: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 360 Managing Behavior in Organizations

Prerequisites: Sophomore standing **Notes:** Cannot be taken Pass/No Pass.

Description: Foundations of organizational behavior. This course provides the basic knowledge for managing people in organizations by surveying frameworks for individual, group, and system behaviors. The course builds critical thinking skills by examining the role of perception, personality and attitudes, motivation, leadership, group dynamics, employee engagement, organizational culture, communication and decision making in the management of work.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for: AECN 416: MNGT 475

Experiential Learning: Case/Project-Based Learning

MNGT 360B Managing Behavior in Organizations

Prerequisites: Sophomore standing. Acceptance into the Clifton Builders Program.

Description: Foundations of organizational behavior. Provides the basic knowledge for managing people in organizations by surveying frameworks for individual, group, and system behaviors. Builds critical thinking skills by examining the role of perception, personality and attitudes, motivation, leadership, group dynamics, employee engagement, organizational culture, communication and decision making in the management of work. Also includes two workshops created and delivered by Gallup Inc: Leading High Performance Teams and Creating an

Credit Hours: 3

Engaging Workplace

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Offered: SPRING MNGT 360H Honors: Managing Behavior in Organizations

Prerequisites: Open only to CoB Honors Academy students in good

standing or by permission. Sophomore standing.

Notes: Cannot be taken Pass/No Pass.

Description: The foundation and application of organizational behavior. Perspective, historical background, methodology, and theoretical framework for human behavior in organizations. Micro- (perception, personality and attitudes, motivation, and learning) interactive (group dynamics, conflict, stress, power and politics, and leadership), and macro- (communication, decision making, organization theory and design, and organizational culture) levels of analysis. Applications for performance improvement and organizational change and development.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for: AECN 416; MNGT 475

MNGT 361 Human Resource Management

Prerequisites: Sophomore Standing

Description: Introductory course that approaches Human Resource Management from the perspective of the human resource professional and the individual manager or supervisor. Presents the integrated nature of human resource management and the operation of human resource policies and principles in the contemporary organizational environment. Materials will cover the challenges and opportunities faced by those who are charged with responsibility for acquisition, management, development, and retention of organizational human capital. Provides an overview of the typical human resource functions and requisite decision making in those areas.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Prerequisite for: MNGT 461; MNGT 463; MNGT 464

MNGT 365 Managing Diversity in Organizations

Description: Challenges and opportunities for maximizing the power of a diverse workforce. Contemporary response to the issues of effective management of pluralistic perspectives and the impact of diversity on organizational climate and productivity. Introduction to diversity competence skill development techniques, strategies, and best practices for organizational effectiveness.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded ACE: ACE 9 Global/Diversity

MNGT 395 Professional Internship

Crosslisted with: BSAD 395, ACCT 395, ACTS 395, ECON 395, FINA 395,

SCMA 395

Prerequisites: An undergraduate major in the College of Business with at least sophomore standing and departmental consent and acceptance into an approved internship. Departmental credit for course cross-listings may have additional requirements for consent.

Notes: May be repeated.

Description: Provides an opportunity to study theories, principles, practices, techniques, and strategies utilized in the business field through an internship related to the major field of study and an integral or important part of their program of study. Reflect on classroom knowledge and develop practical experience in professional business situations through an approved internship.

Credit Hours: 0-3

Min credits per semester: Max credits per semester: 3 Max credits per degree: 6

Grading Option: Graded with Option **Experiential Learning:** Internship/Co-op

MNGT 398 Special Topics

Notes: Specific topic covered in any given term and credit awarded is to

be determined by the instructor. Topic varies.

Description: Topics Vary **Credit Hours:** 1-6

Min credits per semester: 1 Max credits per semester: 6 Max credits per degree: 12 Grading Option: Graded

MNGT 399 Independent Study

Prerequisites: Junior standing; permission of supervising instructor and

department chair.

Description: Special research project or reading program.

Credit Hours: 1-6

Min credits per semester: 1
Max credits per semester: 6
Max credits per degree: 12
Grading Option: Graded with Option

MNGT 399H Honors: Independent Study

Prerequisites: Good standing in the University Honors Program or by

invitation; permission of instructor and department chair. **Description:** Special research project or reading program.

Credit Hours: 3-6

Min credits per semester: 3 Max credits per semester: 6 Max credits per degree: 12 Grading Option: Graded

MNGT 411 Philanthropy and Leadership

Prerequisites: Junior standing

Notes: Cannot be taken Pass/No Pass

Description: Significant community engagement by conducting an entire philanthropic grant process across the semester. Fosters understanding of how strategic giving has social impact. Examine the structure of projects. Refine leadership through applied group work. Focus on philanthropic environment and awareness of corporate and non-profit contributions as they create social change within the community.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

Experiential Learning: Community Engagement

MNGT 412 Negotiating and Conflict Management

Prerequisites: Junior standing. **Notes:** Cannot be taken Pass/No Pass.

Description: Management in organizational settings requires skillful negotiation. This course will help develop a set of useful negotiation skills and strategies. Course uses a series of negotiation simulations and debriefings that help students learn to identify different types of conflict situations; learn to employ appropriate, purposeful negotiation

techniques; and learn to evaluate negotiated outcomes.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 413 Building Ethical and Sustainable Organizations

Prerequisites: Junior standing.

Notes: Credit toward the degree cannot be earned in both MNGT 413 and

UHON 395H. Cannot be taken Pass/No Pass.

Description: Examines how ethical organizations are created to engage with and prosper in natural, economic, and social environments.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 414 International Management

Prerequisites: Junior standing

Notes: Cannot be taken Pass/No Pass.

Description: Introduction to major management issues that companies face when doing business internationally. Prepare leaders to deal with a wide array of cultural, economic, legal, and technological differences. Deal with concepts, issues, and research in international management, with a focus on the international application of: (1) culture, communication, and leadership, (2) strategic management, and (3) development and coordination of international subsidiaries.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded ACE: ACE 9 Global/Diversity

MNGT 421 Identifying and Exploring Entrepreneurial Opportunities

Crosslisted with: ENTR 421

Prerequisites: Junior Standing; ENTR/MNGT 321

Notes: Cannot be taken Pass/No Pass.

Description: Covers the creative skills fundamental to the process of identifying and exploiting entrepreneurial opportunities and the analytical toolkit needed to explore the feasibility of an entrepreneurial opportunity. Integrates experiential exercises, thought leadership in the field, and case study analysis to hone in on the critical importance of the entrepreneurial mindset to society. A variety of contexts are considered, including traditional small businesses, social/non-profit organizations, and innovative efforts within established firms

Credit Hours: 3

Max credits per semester: 3
Max credits per degree: 3
Grading Option: Graded
Prerequisite for: ENTR 424
Experiential Learning: Fieldwork

MNGT 422 Managing Rapid Growth and Change in Organizations

Crosslisted with: ENTR 422

Prerequisites: Junior Standing; ENTR/MNGT 321

Notes: Cannot be taken Pass/No Pass

Description: Addresses financial, human resource, operations and marketing issues that face entrepreneurs whose businesses are confronted with significant growth. In addition, will learn change management concepts that are targeted towards managing an organization in extremely turbulent times. Prepares students to work in fast-growth firms, whether they are interested in starting their own business or joining an already established fast-growth firm. Helpful for students interested in fast-growth industries such as life science and high technology.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Prerequisite for: ENTR 424

MNGT 422A Small Business Owner

Crosslisted with: ENTR 422A Prerequisites: Junior standing

Description: The obligations and operating practices required by ownership of one's own business, whether new or acquired. Interactions with owners of small businesses (e.g., on-site visits and discussions).

Cases and projects relevant to small businesses.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3

Grading Option: Graded with Option

MNGT 423 Business Plan Development and Decision Making

Crosslisted with: ENTR 423

Prerequisites: Junior standing; ENTR/MNGT 421

Notes: Cannot be taken Pass/No Pass.

Description: Takes an in-depth look at the business planning process. By the end of the class, students produce their own business plans. Learn through their own business plan writing, through in-depth cases studies, by engaging in role plays and by interacting with business executives. Business plans are a critical part of any organization, thus, preparing students to develop business plans for a variety of new concepts and ideas, whether inside an established firm or as part of the start-up new venture. Students will be asked to enter their business plans into the business planning competitions in which the university participates.

Credit Hours: 3

Max credits per semester: 3
Max credits per degree: 3
Grading Option: Graded
Prerequisite for: ENTR 424
Experiential Learning: Research

MNGT 425 Franchising Crosslisted with: ENTR 425

Description: Introduction to franchising, how it relates to the entrepreneurial journal, and the differences compared to the traditional business model. Explores how to choose between buying an independent business and joining a franchise network and what makes a successful

franchisee compared to another.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 451 Strengths Coaching, Theory and Practice

Prerequisites: Accepted as a Student Strengths Coach

Notes: Required course towards becoming a Certified Student Strengths

Coach through the Clifton Strengths Institute.

Description: Provides in-depth knowledge of strengths-based development and techniques to maximize the individual potential of others through the exploration and application of CliftonStrengths. Develops skills to be successful in coaching and positively impacting student development, engagement, and well-being in college and after graduation.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Offered: SPRING

Experiential Learning: Student Teaching/Education Practicum

MNGT 461 Strategic Human Resource Management Prerequisites: Junior Standing; MNGT 301 and MNGT 361

Description: Engage with the theory and practice of strategic human resource management in contemporary organizational settings. Examine the fundamentals of HRM strategic planning and scenario models. Learn the importance of evidenced based decision making, and using HRM analytics such as return on investment. Primary focus on human resource management effectiveness and engagement as a strategic partner in organizations.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 462 Labor Relations Crosslisted with: MNGT 862

Prerequisites: Junior standing; MNGT 360 or ECON 381

Description: Interdisciplinary approach to labor-management relations with emphasis on collective bargaining and grievance administration. Appreciation of collective bargaining process gained through actual negotiating of a labor-management contract. On-going union-

management relationships explored.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 463 Compensation Administration

Prerequisites: Junior Standing; MNGT 301 and MNGT 361

Description: Design and administration of compensation systems. Deals with determinants of general level of pay, pay structures, wage and salary surveys, job analysis, job evaluation, performance evaluation, benefit plans, and financial incentive systems.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 464 Talent Acquisition and Staffing

Prerequisites: Junior Standing; MNGT 301 and MNGT 361

Description: Explain the process by which organizations forecast employment needs, recruit potential employees, select high potential candidates from applicant pools, assess job performance levels, give feedback, train and develop existing employees, and deal with voluntary and involuntary turnover. Examples of tools used by HR professionals in the staffing process are provided. Evaluate and suggest improvements to real HR recruiting and selection systems based on the information learned in the classroom.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded

MNGT 466 The Regulatory Environment for Employment and Labor

Crosslisted with: ECON 485, MNGT 866, ECON 885 Prerequisites: Junior standing; MNGT 361

Description: Government regulation of employment and labor relations. Includes laws and agencies relating to employment practices, pay, hours, equal employment opportunity, labor relations, safety, health, pensions, and benefits. Social and economic implications of governmental regulation considered.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Groups: Labor Economics

MNGT 470 Leadership, Communication & Teams in the Virtual World

Prerequisites: Junior or Senior standing

Description: Build skills for working successfully in the virtual world. Focus on issues and skill development impacting leadership, communication, and teamwork in the virtual world and effective practice of these skills.

Credit Hours: 3

Max credits per semester: 3 Max credits per degree: 3 Grading Option: Graded Offered: FALL/SPR

MNGT 475 Business Strategies

Prerequisites: Open only to students in the College of Business. SR; 2.5 GPA; major in the College of Business; BSAD220; ACCT201 and ACCT202; ECON211 and ECON212; FINA 361; SCMA350 and SCMA331; MNGT301; SCMA 331; MRKT 341; or equivalent.

Notes: Seniors graduating at the end of the current term will have first priority. Non-priority students may be dropped. Cannot be taken Pass/No Pass.

Description: Learn the principal concepts, frameworks, and techniques of strategic management. Formulate and apply business strategies, analyze cases, explore business simulations, and gain an understanding and appreciation of how strategy affects careers, company performance, and industry attractiveness.

Credit Hours: 3

Max credits per semester: 3
Max credits per degree: 3
Grading Option: Graded
ACE: ACE 10 Integrated Product

Experiential Learning: Case/Project-Based Learning

MNGT 475H Honors: Business Strategies

Crosslisted with: RAIK 476H

Prerequisites: Open CoB Hon, Raikes and Hon students in good & SR standing. 2.5 GPA; major in Col of Bus; BSAD220; ACCT201&202; ECON211&212; FINA361; SCMA350&331; MNGT301; MRKT341; or equiv. Prereqs differ for RAIKES, ACTS, & ABUS majors - see bulletin for executions.

Notes: Cannot be taken Pass/No Pass.

Description: Learn the principal concepts, frameworks, and techniques of strategic management. Formulate and apply business strategies, analyze cases, explore business simulations, and gain an understanding and appreciation of how strategy affects careers, company performance, and industry attractiveness.

Credit Hours: 3

Max credits per semester: 3
Max credits per degree: 3
Grading Option: Graded
ACE: ACE 10 Integrated Product

Experiential Learning: Case/Project-Based Learning

MNGT 475L Business Policies and Strategies Corporate Partners Lab Prerequisites: Open only to CoB Honors Academy students in good standing. Must be taken concurrently with MNGT 475H.

Description: Application of strategic management theory and concepts to solve business problems for corporations.

Credit Hours: 2

Max credits per semester. 2 Max credits per degree: 2 Grading Option: Graded

MNGT 499H Honors Thesis

Prerequisites: Good standing in the University Honors Program or by invitation, and permission.

Description: Conduct a scholarly research project and write a University

Honors Program or undergraduate thesis.

Credit Hours: 3-6

Min credits per semester: 3 Max credits per semester: 6 Max credits per degree: 6 Grading Option: Graded