Business Management (MGMT)

MGMT 1010 Introduction to Business

3

Overviews the business world, its structure, procedures, and vocabulary. Provides information to assist in making occupational choices. Methods include lectures, class discussions, group activities, videos, and guest speakers. Completers should have a general knowledge of business and career opportunities. May be delivered online. Canvas Course Mats \$42/Lumen applies.

MGMT 1200 Business English

3

* Prerequisite(s): ENGL 1010 or ENGH 1005 or appropriate test scores

For all those desiring to improve business English skills. Studies current usage of English grammar, including parts of speech, syntax, and punctuation. Emphasizes business usage. Lab access fee of \$25 for computers applies.

MGMT 1250 Principles of Leadership

3

Provides an introduction to principles of leadership. Examines personal beliefs about leadership and explores leadership philosophies, styles, and skills. Includes opportunities to identify individual strengths and develop leadership potential. Lab access fee of \$25 for computers applies.

MGMT 1400 Introduction to Data Analytics

3

Introduces data analytics to a general audience. Presents the role of the analyst and different career paths available within data analytics. Employs a broad range of use cases to introduce methods for extracting, cleaning, organizing, and analyzing data and sharing insights. Covers data visualization and report generating tools. Discusses the legal, ethical, and privacy issues involved with big data projects.

MGMT 2030 Inclusive Leadership

3

SS

* Prerequisite(s): ENGL 1010 or ENGH 1005

Explores the experiences of individuals at work, with an emphasis on diversity and inclusion in leadership. Examines opportunities for and obstacles to leadership development and success, differences in communication and behavior, leader prototypes and perceptions of leader behaviors, the effects of the 24/7 work culture on leaders, and managerial and organizational strategies to support the advancement of all leaders. Draws from various social science disciplines, including organizational behavior, psychology, sociology, and economics.

MGMT 2240 Business Calculus

* Prerequisite(s): MATH 1050, MATH 1055 or MATH 1090 taken within the last two years with grade of C- or better or appropriate placement assessment score.

Analyzes profit, revenue, cost and average cost functions through rates of change, both average and instantaneous. Applies graphical, numerical, and algebraic techniques to optimization in business-related problems. Covers compound interest including present value and future value of ordinary annuities. Focuses on solving a variety of problems in economics and finance using derivatives and integrals. May be delivered hybrid and/or online. Canvas Course Mats \$78/Cengage applies. Lab access fee of \$25 for computers applies.

MGMT 2340 Business Statistics I

3

* Prerequisite(s): MATH 1050, MATH 1055, or MATH 1090 or higher, or appropriate test scores

Presents an application of statistics in business and economics covering methods of collecting, analyzing, and presenting data. Includes frequency distributions, averages, index numbers, probability, sampling, estimation, analysis of variance, time series, regression and correlation, and chi-square. Canvas Course Mats \$85/McGraw applies. Lab access fee of \$25 for computers applies. Software fee of \$40 applies.

MGMT 2400 Data Analytics for Business

3

Introduces the field of data analytics in business. Introduces the software, languages, and hardware used in data analytics. Uses common analytical tasks such as clustering, classifying, and predicting outcomes, along with common algorithms used in data analytics, such as regression, decision trees, and neural networks. Discusses the legal, ethical, and privacy issues inherent with big data projects. Includes hands-on experience with data extraction, data analysis and interpretation. Software fee of \$40 applies.

MGMT 2450

The Principles of Personal Excellence

3

Introduce students to a holistic framework for the development of personal effectiveness and peak performance. Reviews principles, processes, and practices used by peak performers in many life disciplines. Offers students a chance to apply many practices and techniques, which they can apply within the many performances arenas of their life. Course fee of \$15 applies

MGMT 258R

Current Topics in International Business 1 to 3

* Prerequisite(s): Department Chair Approval

Provides exposure to emerging topics of current interest in international business. Topics vary each semester. May apply a maximum of three hours toward graduation.

MGMT 281R Cooperative Work Experience 2 to 8

* Prerequisite(s): Approval from School of Business Career and Corporate Manager

Provides opportunities to apply classroom theory on the job. Students work as paid employees in a job that relates to their careers while enrolled at the institution. Credit is determined by the number of hours a student works during the semester. Completers meet individually set goals. Six credits may be applied toward graduation. May be graded credit/no credit.

MGMT 290R Independent Study 1 to 3

Provides independent study as directed in reading and individual projects. Requests must be submitted for approval by the department. Approval for this program will be coordinated with the instructor. May be repeated for up to three credits.

MGMT 292R

Seminar

1 to 3

Designed to give the student added insight into management principles essential for successful management of a business. Includes guest experts from the field of business. May be repeated for a total of three credits.

MGMT 297H Honors Seminar in Leadership Development

3

Emphasizes factors that impact leadership effectiveness and skill development in organizations. Features lectures on topics such as leadership, participative management, negotiations, team building, and women's issues by local experts in a seminar setting. Includes group interaction and discussions, written summaries and instructor critique of student performance.

MGMT 3000 Organizational Behavior WE

* Prerequisite(s): MKTG 220G or ENGL 2010 and University Advanced Standing

Studies behavioral theories and concepts for creating effective organizations. Emphasizes knowledge of individual, group, organizational processes and variables regarding people's attitudes and behaviors in organizational settings. Presents topics on communication, leadership, motivation, conflict management, socialization, team building, decision making, diversity, ethics, and culture. Includes lectures, case studies, oral presentations, written assignments, and group projects. Lab access fee of \$32 for computers applies.

MGMT 3020 Individual Action and Corporate Social Responsibility

* Prerequisite(s): ENGL 2010 and University Advanced Standing

Focuses on moral issues in organizations and the role and importance these have in today's complex business environment. Explores the challenges that arise across the spectrum of business activity and studies human conduct in a business context and what constitutes right and wrong. Examines issues of ethics as they apply to business entities, managers, shareholders, customers, society, and other consultants. Focuses on identifying and solving real world ethical dilemmas in business, and evaluates various individual and corporate decision-making models.

MGMT 3070 Total Quality Management

3

* Prerequisite(s): MGMT 3450, Matriculation into Woodbury School of Business, and University Advanced Standing

Covers universal principles of quality assurance management, mechanics of a quality information system, and quality management practices. Emphasizes system elements, controls, and fitness for use. Includes process charting, quality costing concepts, statistical process control (SPC), sampling, variability. attribute charting, and continuing improvement strategies. May be delivered online. Lab access fee of \$25 for computers applies. Software fee of \$40 applies.

MGMT 330G Survey of International Business

* Prerequisite(s): (ENGL 2010 or MKTG 220G), ECON 2010, and University Advanced Standing

Teaches international business, trade and foreign investment, and theories of international Studies economic development. international investment and international agencies (government and private) that affect international business by informing, regulating or financing. Develops an appreciation of the unpredictable forces of foreign environments. Explores how international businessmen respond to these influences. Canvas Course Mats \$85/McGraw applies

MGMT 332G (Cross-listed with: COMM 332G) **Cross Cultural Communications for International Business**

* Prerequisite(s): (ENGL 2010 or COMM 1050) and University Advanced Standing

Discusses today's business environment which requires work in a multi-ethnic setting. Overviews critical elements that arise from the various cultural backgrounds which can impact both domestic and international organizations. Proceeds from a management point of view with lessons easily derived for the mid-level manager as well as for line personnel. Concentrates on managerial communications, negotiations, cultural changes, and management functions.

MGMT 3345 Business Statistics II

* Prerequisite(s): MGMT 2340 or STAT 2040 or appropriate test scores and University Advanced Standing

Studies advanced managerial concepts. Includes multiple regression, ANOVA, test of hypotheses, and time series techniques. Emphasizes statistical modeling, statistical decision-making, and is computation intensive. Lab access fee of \$25 for computers applies. Canvas Course Mats \$85/McGraw applies.

MGMT 3440 Managing Organizations

* Prerequisite(s): MGMT 3000 and University Advanced Standing

Studies management theory and emphasizes the managerial view of the elements and variables that influence the organization. Examines organizational design and change emphasizing the management tools used in planning, organizing, directing, controlling, and leading, and the coordinating of these factors within organizations. Uses current events as they relate to managing and developing the organization. Includes case analyses, team building exercises, videos, class discussions, group presentations, written assignments, and guest speakers. Lab access fee of \$25 for computers applies.

MGMT 3450 Operations Management

* Prerequisite(s): Matriculation into WSB and University Advanced Standing

Focuses on the management of resources for products, production, or services within an organization. Covers project management, supply chain, facility location and layout, forecasting, scheduling, planning, and operational processes. Emphasizes product/ service development, supply chain, forecasting, inventory control, quality assurance, and research techniques. May be delivered hybrid and/or online. Canvas Course Mats \$85/ McGraw applies. Lab access fee of \$25 for computers applies.

MGMT 3460 Scheduling Forecasting and Inventory Management

* Prerequisite(s): Matriculation into Woodbury School and University Advanced Standing

* Prerequisite(s) or Corequisite(s): MGMT

Applies critical scheduling, forecasting and inventory management skills in business operations. Analyzes a wide array of quantitative and qualitative methods that are in current industry use. Analyzes scheduling and forecasting in business situations, and how to manage inventory systems. Evaluates both short-run and long-run forecasting and inventory considerations.

MGMT 3470 Lean Management Systems

* Prerequisite(s): MGMT 3450, matriculation into Woodbury School of Business, and University Advanced Standing

Teaches advanced operations management processes beyond introductory course. Studies process and value stream management. Teaches importance of continuous improvement and other techniques critical to operations management in modern organizations. Integrates hands-on experience in lean thinking processes. Software fee of \$40 applies.

MGMT 3480 Operations Simulation

* Prerequisite(s): MGMT 3450 and University Advanced Standing

Applies critical operations management skill sets in a simulation. Creates simulations to analyze and solve operational problems. Applies data visualization software to make strategic decisions.

MGMT 3500

Leadership Theory and Application WE

* Prerequisite(s): University Advanced Standing

Examines leadership theory and how it applies to real-world situations. Facilitates thinking and dialogue about leaders and the leadership process. Covers leadership development strategies and approaches for individuals, teams, and organizations. Includes readings, discussions, reflections, experiential activities, guest speakers, written papers, and innovative assignments. Lab access fee of \$25 for computers applies.

MGMT 3700

Supply Chain and Logistics Management 3

* Prerequisite(s): MGMT 3450 and University Advanced Standing

Teaches planning and controlling of supply chains and distribution networks. Covers concepts of network design, forecasting, aggregate planning, transportation, sourcing decisions, performance metrics, and the role of information technology in supply chain.

MGMT 3730 Opportunities in Direct Sales

3

* Prerequisite(s): University Advanced Standing

Discusses direct sales and the impact on our society. Covers basic terminology of the direct sales industry. Introduces distinctions between legal and illegal activity in the industry. Teaches the history of direct sales, compensation plans, and industry ethics. Analyzes communication skills in the direct sales industry. Explores the unique nature of the relationship between the company and the independent representative. Uses discussion, lecture, presentations and group activities to increase understanding and ability to analyze business under the umbrella of direct sales.

MGMT 3740 Relationship Marketing

* Prerequisite(s): MGMT 3730 and University Advanced Standing

For students interested in understanding relationship marketing as it applies to the direct selling industry. Focuses on the relationship between companies and their independent sales forces. Covers business ethics, compensation, structures, company conventions, distributor services, and online community building. Uses lectures, discussions, guest speakers, analyses in the field, and presentation of analysis in both oral and written format.

MGMT 4260 Business Analysis and Project Management

* Prerequisite(s): University Advanced Standing

Prepares students for entry-level certification in Business Analysis. Covers elicitation and collaboration, life cycle management, planning and monitoring, and analysis and design models.

MGMT 4350 Business Intelligence and Data Visualization

* Prerequisite(s): MGMT 2240 or MATH 1100, MGMT 2340, Matriculation into Woodbury School and University Advanced Standing.

Utilizes data and data visualization tools to support business intelligence and inform business decisions. Identifies key variables and methods of presenting data. Prepares for industry certifications, software credentials, and internships. Software fee of \$40 applies.

MGMT 4470 Strategic Operational Planning

* Prerequisite(s): MGMT 3450 and University Advanced Standing

Integrates planning concepts in the planning hierarchy within a manufacturing framework. Explores in depth the concepts of capacity planning, advanced sales and operational planning, demand management forecasting, advanced MRP/ERP, inventory control, scheduling and lot sizing. Focuses on linkages between production planning and execution.

MGMT 4480 Management Science and Optimization

* Prerequisite(s): MATH 1100 (or higher) or MGMT 2240, MGMT 2340, and University Advanced Standing

Explores management science and optimization models in depth, focusing on business applications and computer modeling. Introduces linear programming, programming, nonlinear programming, goal programming and network flow models. Studies transportation, assignment and transshipment problems. Also studies stochastic models, queueing, simulation and decision analysis.

MGMT 450R

Leadership Practicum

* Prerequisite(s): MGMT 1250 or MGMT 2030 or MGMT 3000 or MGMT 3500; University Advanced Standing

Provides the opportunity to apply leadership theories and knowledge to professional contexts through a carefully designed project. Facilitates the acquisition and practice of leadership skills. Requires students to act as members of a consulting team to advise classmates on their projects. May be repeated for a maximum of 6 credits toward graduation.

MGMT 458R

Advanced Topics in International Business 1 to 3

* Prerequisite(s): Department Chair Approval and University Advanced Standing

Provides exposure to emerging topics of current interest in international business. Topics vary each semester. May apply a maximum of 6 hours toward graduation.

MGMT 4620 Developing Business in China

* Prerequisite(s): ENGL 2010, Junior Standing, and University Advanced Standing

Introduces the key factors driving the economy and companies doing business in and with China. Compares the institutions and characteristics of the Chinese economy and business system. Identifies issues facing managers of western corporations producing and selling in the Chinese market, sourcing from Chinese industry and competing with Chinese rivals.

MGMT 481R Internship

1 to 6

* Prerequisite(s): Matriculation into Woodbury School of Business, approval from School of Business Career and Corporate Manager, and University Advanced Standing

For upper-division students working toward a Bachelor of Science Degree in Business Management. Provides a transition from school to work where learned theory is applied to actual practice through meaningful on-the-job experience. No more than three credit hours of internship work experience will apply toward graduation in any Business Management Specialization; may be repeated for a maximum of 6 credits. May be graded credit/no credit.

MGMT 4835 Management Consulting Strategy Implementation

* Prerequisite(s): Department Approval

* Corequisite(s): MGMT 4840

Builds on strategic management concepts and consulting course material using a hands-on, competitive business simulation.

MGMT 4840 Management Consulting

3

- * Prerequisite(s): FIN 3100 with a minimum grade of B-, Instructor approval, and University Advanced Standing
- * Corequisite(s): MGMT 4835

Builds knowledge and capability in the consulting process, competitive- and corporate-level strategic management elements, and client management strategies. Develops a business project with teams of students working together with a specific, recruited, local company. Applies knowledge and skills from the business curriculum, student teams will gather needed data, analyze it, problemsolve, and craft recommendations in order to improve competitive implementation and meet firm objectives using strategic management and project management tools.

MGMT 4860 Business Strategy Formulation and Implementation

3

* Prerequisite(s): FIN 3100, MKTG 3600, MGMT 3000, MGMT 3450 and Matriculation into the Woodbury School of Business and University Advanced Standing.

Integrates all major management area skills into a capstone experience for students in several WSB programs. Integrates strategic management concepts and thinking processes through case analysis. Includes topics from accounting, finance, marketing, economics, operations, and organizational behavior. Provides experiential learning with industry partners both local and regional. Canvas Course Mats \$65/Wiley applies.

MGMT 4870 International Management

3

* Prerequisite(s): MGMT 3000, MKTG 3600, Matriculation into the Woodbury School of Business, and University Advanced Standing

Examines in depth the leading forces and trends shaping the opportunities and challenges confronted by multinational corporations (MNCs) as they assemble, grow, mature, coordinate and control their international network of subsidiaries, jointventures, alliances, and supplier firms. Examines the strategies pursued by MNCs in response to opportunities and challenges in this process, consistent with their distinctive strengths and weaknesses; and theories. Contrasts the models and strategic frameworks relating these strategies and forces/trends. Includes group project (written and oral presentations) on a multinational corporation developing or maturing its network in a selected market.

MGMT 490R Independent Study

1 to 3

* Prerequisite(s): Department Chair Approval and University Advanced Standing

For bachelor's degree students and other interested persons. Offers independent study as directed in reading, in individual projects, etc., in the area of marketing and/or international business at the discretion and approval of the department chairperson. May apply a maximum of 6 hours toward graduation.

MGMT 492R Human Resource Seminar

1

* Prerequisite(s): Department Chair Approval and University Advanced Standing

Presents guest speakers on emerging human resource (HR) research and issues: strategy, international, culture, legal issues, planning and job analysis, recruitment and selection, performance management, compensation and benefits, and career development. May be repeated for 2 credits toward graduation.

MGMT 494R Seminar

.5 to 3

* Prerequisite(s): University Advanced Standing

Provides short courses, workshops, and special programs in business management, leadership, or current business topics. Repeatable for up to 3 credits toward graduation.

MGMT 495R

Executive Lecture Series

1

* Prerequisite(s): University Advanced Standing

Consists of lectures presented by guest speakers on current business topics concerning the student, community, nation, business world, etc. May be required in business programs; see specific program listings for details. May apply a maximum of 3 credits toward graduation.

MGMT 497H Business Honors Seminar

1 to 3

* Prerequisite(s): Permission required, 3.4 GPA or higher, senior status, and University Advanced Standing

Provides in-depth exposure to an issue of current interest in business by a local expert in a seminar setting. Includes group interaction and discussion, critical analysis of readings, and critique of student writings. Topics vary each semester.

MGMT 4980

Business Research Seminar

* Prerequisite(s): Instructor Approval and University Advanced Standing

Studies the process of researching and writing for scholarly publication. Includes understanding the concepts of scholarly conversation, managing scholarship, choosing a topic, identifying appropriate journals, using exemplars, creating a title and abstract, making an outline, developing an introduction and conclusion, writing the body of the paper, and then revising, submitting, and finally publishing in a scholarly journal.

MGMT 6000

Career Development and Advancement

1.5

* Prerequisite(s): Acceptance into the UVU MBA program

Develops ability to implement the career management process by exploring the structure of career research and networking. Enhances interviewing and salary negotiation skills and abilities. Also addresses the transitional soft skills needed in a career management position. Provides interaction between students and successful leaders of business and nonprofit organizations throughout the semester.

MGMT 6215

Managing and Facilitating Professional Teams

3

* Prerequisite(s): Admission to Master of Accountancy or the Master of Business Administration Program

Enhances the ability to analyze and function in team-based, professional environments. Teaches what actions are needed to increase the effectiveness of a team, solve interpersonal problems, and remove common roadblocks.

MGMT 6300 Healthcare Systems

2

* Prerequisite(s): Admission into any graduate program at Utah Valley University

Surveys the major components and organizational interrelationships of the United States healthcare system. Examines the various healthcare organizations (HCOs), personnel issues, delivery systems, and policy and payment mechanisms. Explores public policy and business practice issues associated with access, cost and quality of Healthcare.

MGMT 6310 Healthcare Policy

3

* Prerequisite(s): Admission into any graduate program at Utah Valley University

Examines political issues affecting contemporary Healthcare services by analyzing policy goals, public policy formulation processes, and external environments. Examines the blended use of managerial epidemiology, biostatistics, political and economic analysis, with an understanding of public health initiatives. Fosters an appreciation among future Healthcare leaders for how political structures determine interactions with local and national governments.

MGMT 6320

Population Health Management

3

* Prerequisite(s): Admission into any graduate program at Utah Valley University

Studies healthcare trends and consumerism among different populations. Focuses on improving care for populations by examining patient preferences and needs, including access, and affordability. Examines ways of improving clinical health outcomes through improved care coordination and patient engagement. Discusses appropriate financial and care models

MGMT 6440

Advanced Project Management

3

* Prerequisite(s): Admission into any graduate program in the Woodbury School of Business

Focuses on advanced tools and techniques to develop strategic project management skills with an emphasis on managing technical projects. Explores best practices aligned for Program Management, Project Portfolio Management, and Strategic Project Leadership and Management. Analyzes basic cost justification techniques for making economic decisions in technical organizations.

MGMT 6450 Operations Management

3

* Prerequisite(s): Acceptance in the MBA program

Analyzes operations and production activities. Reviews basic processes. Analyzes managing a production or service organization, evaluation of concepts such as inventory control, production control, procurement, quality management, planning, and forecasting.

MGMT 6470

Organization Information Technologies

* Prerequisite(s): Admission into any graduate program in the Woodbury School of Business

Examines in depth how information and information management affect the strategy, structure and operations of organizations. technical and organizational foundations of information systems along with contemporary approaches to building, managing and protecting information systems. Includes hands-on work with a modern Enterprise Resource Planning (ERP) system. Compares Enterprise Architecture to cloudbased Software as a Service offerings. Emphasizes how information technology affects decision-making. Uses Excel as a decision support tool. Examines the ethical and legal issues raised by the capabilities of information technology.

MGMT 6500 Managing Individuals and Groups

3

* Prerequisite(s): Acceptance in the MBA

Exposes students to the concepts, theories, and practices related to the behavior and attitudes of people in organizations. Examines issues at the individual, group, and organizational levels, including topics such as individual differences, motivation, leadership, human resource management, teamwork, and organizational design, and structure.

MGMT 6510 Information Systems and Project Management

3

* Prerequisite(s): Admission into any graduate program in the Woodbury School of Business

Examines information systems at the general management level. Employs a strategic look at needs of any organization and how the function of information systems assists in the effectiveness of organizations.

MGMT 6740

Operations and Supply Chain Management

3

* Prerequisite(s): Admission into any graduate program in the Woodbury School of Business

Examines advanced topics in operations research which develop decision making processes for complex organizations and systems. Identifies creative methods to analyze problems, develop alternative processes for decision making, and optimize processes for business and organizations. Canvas Course Mats \$85/McGraw applies.

MGMT 6760

Applied Business Research

* Prerequisite(s): Admission into any graduate program in the Woodbury School of Business

Provides students with the opportunity to design and conduct applied business research projects in the varied disciplines as well as across disciplines. Examines the philosophy of science, research design, measurement and scaling, reliability and validity, communication of research results, and related issues.

MGMT 6800 Global Business Strategy

3

* Prerequisite(s): Acceptance in the MBA program

Integrates case analysis considered from the CEO's perspective. Evaluates global competitiveness, strategic assessment, policy development, and strategy implementation. Canvas Course Mats \$85/McGraw applies. Software fee of \$40 applies.

MGMT 6910 Designing Business

1.5

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Provides an opportunity to integrate the functional areas of business using a simulation, a comprehensive business case, or a consulting project with a community-based organization.

MGMT 6930 International Engagement

3

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program

Provides an integrated, engaged, learning opportunity for students to experience differences in culture and business operations of another country through the completion and reflection of an international consulting project or case studies, and a possible international experience. Projects or case studies will require the integration of functional areas of business in an international setting, and will highlight how these functions are interrelated.

MGMT 6940 MBA Consulting Project

3

* Prerequisite(s): Acceptance into the Woodbury School of Business MBA program * Prerequisite(s) or Corequisite(s): MGMT

Utilizes community consulting to focus on business development through identifying, evaluating, and executing business opportunities within new and existing businesses. Implements consulting processes and strategies, and allows students to practice tools and techniques for developing business models.

Course Descriptions

MGMT 694R Special Topics 1 to 3

* Prerequisite(s): Admission to the MBA Program

Provides short courses, workshops, and special programs in business management, leadership, or current business topics. May be repeated for a maximum of 3 credits toward graduation.