

# MANAGEMENT MAJOR

Management majors study the theory and the practice of managing people and organizations. Emphasis is given to the nature of the management function; the management of people; the relationship between business and society; and to the behavioral, social, and environmental factors that influence effective organization and managerial performance. Research efforts in the field are examined to develop fundamental principles and concepts, which can serve as a rational basis for managerial action. Students may choose one of four concentrations: business and society, entrepreneurship, hospitality and tourism management, or human resource management.

## Requirements

For a 51-credit major in management, students complete the following:

Code	Title	Credits
Business Core Requirements		33
MGMT 3235	Managing Human Resources	3
MGMT 3240	Leading and Managing People	3
MGMT 4385	Managing People for Global Business	3
or MGMT 4390	Cross-Cultural Management	
Select three courses from the following: <sup>1</sup>		9
AETH/BUSN 3391	Seminar in Business Law, Regulation, and Ethics	
BUSN 3220	Environmental Law and Policy	
BUSN 4320	Employment Law and Discrimination in the Workplace	
MGMT 4320	Diversity in the Workplace	
MGMT 4330	Career Planning	
MGMT 4333	Advanced Topics in Human Resource Management	
MGMT 4335	Entrepreneurship: Ideation and Validation	
MGMT 4336	Social Entrepreneurship	
MGMT 4337	Entrepreneurship: Product Development and Commercialization	
MGMT 4338	Managing a Family Business	
MGMT 4339	Family Business in Italy	
MGMT 4340	Strategy and Innovation for Sustainability	
MGMT 4341	Technology Ventures	
MGMT 4350	International Law	
MGMT 4360	Negotiations and Dispute Resolution	
MGMT 4370	Managing Non-Profit Organizations	
MGMT 4375	Sports Management	
MGMT 4380	Performance, Compensation, and Reward	
MGMT 4900	Special Topics (Shell)	
<b>Total Credits</b>		<b>51</b>

Management majors must maintain a GPA of at least 2.50 in management.

<sup>1</sup> In order to complete a concentration, two courses are required from a concentration area. The third elective course may be taken from any management area, unless otherwise noted. No course may count for

more than one concentration. Students are not required to pursue a concentration.

## Concentrations

### Business and Society Concentration

Code	Title	Credits
Select at least two courses from the following:		
AETH/BUSN 3391	Seminar in Business Law, Regulation, and Ethics	3
BUSN 3220	Environmental Law and Policy	3
BUSN 4320	Employment Law and Discrimination in the Workplace	3
MGMT 4350	International Law	3
MGMT 4370	Managing Non-Profit Organizations	3

### Entrepreneurship Concentration

Code	Title	Credits
Select at least two courses from the following:		
MGMT 4335	Entrepreneurship: Ideation and Validation	3
MGMT 4336	Social Entrepreneurship	3
MGMT 4337	Entrepreneurship: Product Development and Commercialization	3
MGMT 4338	Managing a Family Business	3
MGMT 4341	Technology Ventures	3

### Hospitality and Tourism Management Concentration

The purpose of the Hospitality and Tourism Management Concentration is to provide a professional and academic environment for students to gain expertise in the areas of hospitality, tourism, and the culinary arts. This concentration is an innovative combination of Dolan School management courses and courses taken at our partner institution, Florence University of the Arts (FUA). Drawing on FUA's 20-year experience, this unique international immersion curriculum allows students to pursue a course of study faithful to the articulated vision of the hospitality management program at FUA and consistent with the Jesuit ideals of Fairfield University and the business curriculum of the Dolan School of Business.

The basic structure of the concentration allows Fairfield students to take their business core courses in their first two-and-a-half years at Fairfield. In the spring semester of their junior year, students take courses in FUA's Hospitality Management program. Students will then participate in an experiential placement as part of either a summer 6 week experiential learning course or a summer 9 week internship, both in the hospitality industry. Please contact Dr. Carl Scheraga, Management Department Chair, for further information.

### Human Resources Concentration

Code	Title	Credits
Select at least two courses from the following:		
BUSN 4320	Employment Law and Discrimination in the Workplace	3
MGMT 4320	Diversity in the Workplace	3
MGMT 4330	Career Planning	3
MGMT 4333	Advanced Topics in Human Resource Management	3

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MGMT 4360	Negotiations and Dispute Resolution	3
MGMT 4380	Performance, Compensation, and Reward	3